



MEMBERS NEWS

Issue No: 201 - October 2023

Louise Walsh
1973 - 2023



Contents:

- 4 Tributes to Lou Walsh**
Industry reaction to this sad loss
- 10 A message from your President**
Lynne gives an insight to the NJC team
- 12 Commentary driving in Japanese**
Another great article from Richard Bates
- 16 Free Resources**
Excellent links from Tom Stenson
- 18 The Standards Check/Part 3 Exam**
2nd instalment from David Allen
- 20 Road Safety Information**
Latest TSR from Graham Feest
- 22 Aristotle and the Driving Instructor**
Liam Greaney tells us what he has to offer
- 28 ADI Adrian**
More motoring issues and articles
- 32 Latest news from Intelligent Instructor**
Recent news featured on their website
- 34 Latest news from DVSA**
ADI Standards Checks & 20mph in Wales
- 36 Members' Corner**
A chance to have your say!

Members News:

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Views expressed in this newsletter are those of the individual authors and do not necessarily reflect those of ADINJC. Although we do not endorse any of the products or services promoted in the monthly newsletter, we do take care to ensure that products in the field of health and/or safety, have independent validation of the company's claims for its product(s) to ensure representation of sound and honest propositions to our members.

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Tributes to Lou Walsh

It was with deep sadness and shock that the industry learnt about the sudden death of Louise Walsh on August 24th 2023.

Lou was well known and loved throughout the industry. She helped many, many people on their PDI and ADI journey and was passionate about training at a high level and improving standards in the industry.

But she was probably best known for the Big Learner Relay. She was the driving force behind this amazing annual event which has raised hundreds of thousands of pounds for Children in Need.

Her knowledge of the industry, together with a smile that could light up any room, and her friendly manner will be sadly missed. The industry is reeling from this tragic news. We have lost a pint sized giant.

Our thoughts and prayers go out to Blaine and the family at this terrible time.

Message from the President:

I am deeply saddened to hear the tragic news of the passing of Louise Walsh. Whenever I saw her in person or in photos she was always smiling and bringing joy to people. She was an excellent trainer and we shared many conversations at conferences and places we met. She always wanted to help people and her dedication and hard work with the Big Learner Relay will be remembered forever. She managed to get PDIs and ADIs working together for a great cause. My thoughts now are with her husband Blaine and her children and family. She will be sadly missed. Rest in peace Louise, you were an inspirational lady and we will never forget you.

Lynne Barrie





A statement from NASP

The National Associations Strategic Partnership joins with colleagues across the driver training industry in expressing our deep sorrow at the tragic loss of Lou Walsh.

For all those who had the pleasure and privilege of meeting her (and working with her) she was an inspirational trainer, passionate and dedicated to both supporting and improving the training of drivers and driver trainers, as well as improving road safety overall.

She will be remembered for all of the above, but also for her amazing efforts in creating and running the Big Learner Relay for Children in Need, literally mobilising a whole industry to raise tens of thousands of pounds for good causes.

We send our deepest condolences to her partner Blaine and her family at this difficult time.

She will be remembered as a leading light in the driver training industry.

I'm so sad to hear this news, I attended one of her zoom classes last year. - **Judy Rudd**



Hers was a wonderfully sane voice, based on sound training principles, in an Industry seemingly riddled with purveyors of the latest 'buzz-words' and dubious training priorities.

Her death is a HUGE loss to ADI- and New Driver Training. - **Graham Campbell**

What a huge shock, that really took the wind out of my sails. So sad and sudden, was literally exchanging emails 4 days ago.

Richard Borges - Head of Digital, Intelligent Instructor Ltd

This is so sad to hear about Louise Walsh.

My condolences are with her and her beloved family with the most respect.

Rest In Peace Louise Walsh.

Alam Habib



OMG, I am so very sorry to hear this devastating news about Lou and am totally shocked. Hope all those who were closest to Lou are OK.

Reckon we've all been mighty privileged to have been just a small part of her amazing and inspiring 'club'. She was so much more than a living legend in life and now we will ensure to do her proud like she did for us by keeping her memory and all she has achieved and would have continued to achieve, alive and kicking.

Parv Walling



Only a few weeks to go...



...until the biggest event our industry has ever seen!

Following the recent tragic news of Lou Walsh's passing we have been giving lot's of thought to what we can do to honour and remember Lou at the conference & expo this year. Some of you may know that Lou was a huge part of us launching our very first PDI Zone at our Spring conference this year. So she will be sorely missed by many at the conference this year.

To that effect we've got some special events planned through the day to remember Lou and help raise money for The Big Learner Relay (BLR).

The Lou Walsh PDI Zone

In honour of Lou our PDI Zone which is sponsored by FBTC, will be named 'The Lou Walsh PDI Zone in association with FBTC'. Lou helped so many PDI's with their training journey, it only feels right that we dedicate this area to her.

The Big Learner Relay

We have been speaking with the venue and have managed to arrange a space at the very front of the venue to park all cars that arrive with BLR spots on. With the BLR not taking place it's a fantastic opportunity for us to come together and show our support for the campaign. We're planning a few photos of all the cars parked together, so we're hoping you can come out in force to support.

We'll also be raising money on the day for BLR with collection buckets available throughout the venue. And keep an eye out for the spotty cars on our Giant Scalextric!

Special tribute to Lou

Having spoken to Lou's family we will be holding a minutes silence at the beginning of the event for us all to take a moment to remember what an impact Lou had on us individually and our industry.

We will also have a special spotty edition of the conference brochure and our very own tribute in the magazine.

If you haven't already booked your ticket we'd love to see you at the event in October to celebrate our industry and of course the very dear friends and colleagues we've lost in the last 12 months.

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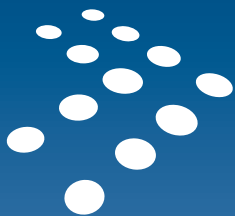
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A message from your President

Lynne Barrie



Over the years in this profession I have been given many opportunities and always tried to use them wisely. This year such a moment arrived when I took on the position of **ADINJC** President. As a member of the committee for many years I have taken on different positions including being a GC member, part of the training team, secretary and chair. I really enjoy being part of a team, it's something I was used to in my previous career as a teacher and at first I found being self-employed as an ADI was lonely and isolating. It's really why I became a member of a local association and was then excited to be asked to join the committee at **ADINJC**.

I want to help our members understand more about the NJC team.

Teams are important for growth, security and success and if you ask me what a team needs to be effective I would say:

- interacts well with each other
- has members who are aware of the circumstances and needs of the other members
- has a range of skills
- has clear goals
- has a variety of personalities and strengths
- respect and trust in each other

My role as President of the **ADINJC** is set out in our constitution as being responsible for ensuring each team member on the committee is at all times fully compliant with their duties and responsibilities. That sounds quite grand but actually the team at NJC make that an enjoyable task because they fulfil all of those qualities a team needs. Any team in any workplace will have its highs and lows. Team members themselves can have health issues, family member challenges, challenges with work or suffer bereavements. In all of my time on the committee we have as a team supported and helped each other with all of those challenges, including recently. This current team on the committee has experience, commitment and expertise that is unrivalled in this industry in my opinion.

Any member of the **ADINJC** can rest assured we work as a team to provide you with the help and support you need as a PDI or ADI.

What you also need to remember about this team is that it is made up in the main of working ADIs with years of valuable experience and where we need to we have used others in the industry to fill gaps in our knowledge which is what makes us so successful. The team is made up of volunteers who work on a daily basis but find time to come together and run a leading association in this industry.

We run the **ADINJC** in a business like way because we need to but we are a not for profit organisation and now celebrating 50 years of success. That makes me feel extremely proud of the whole team, past and present. In fact some of them are now life members and still want to attend meetings.

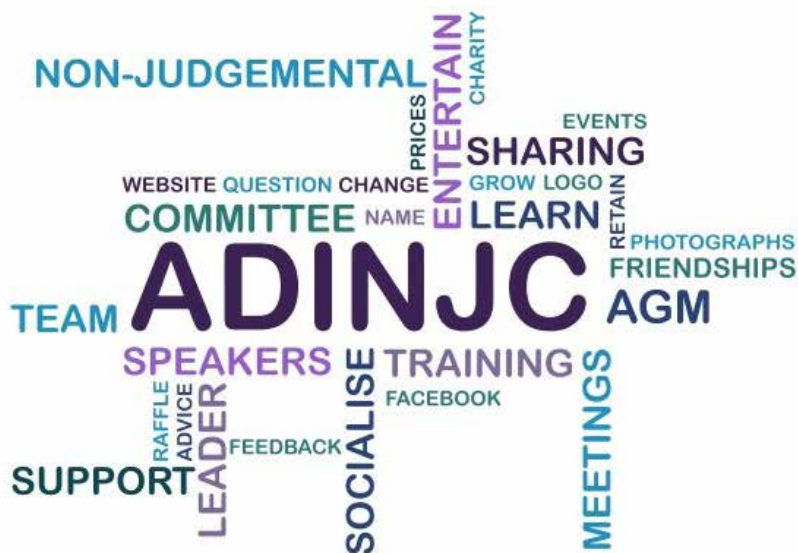
As a member it's important you understand how we operate and what we do to help you. In coming months myself and other members will let you know a lot more about our work and how we help you on a constant basis.

Here is a list of items I have personally undertaken in just the last 2 months in my role as President.

- Attended a one day committee meeting with the team to plan for the future (incidentally to avoid large costs we run this at an office we have access to, we pay a small sum to a lady to run it for us and in turn she donates that money to a children's hospice she supports. Otherwise we could have rented an expensive hotel room!)

- Written an article for our monthly newsletter about how we all see things from different perspectives
- Attended a NASP/DVSA one day workshop for NJC at DVSA headquarters in Bristol
- Attended a NASP/DVSA online meeting, the report of which was sent out to members
- Liaised with other NASP associations
- Helped to present a one day NJC course on the ORDIT scheme in Leicester
- Visited the Newark Showground as the final arrangements for our exciting II and ADINJC National Expo and Conference are underway for October 8th
- Visited a venue for a venture we are planning in 2024
- Supported members of the team
- Helped liaise with our sponsors
- Answered queries from individual members who wrote to me for help

This diagram begins in a fun way to look at just a fraction of what NJC does as a team and for its members.



And congratulations must go to one of our team. Well done to Stewart Lochrie our Engagement Team Leader. I was thrilled to read:

"I'm just home from the British Transplant Games in Coventry, where I competed with hundreds of fellow transplant athletes from all over the UK and Ireland. I played football (for Leeds, lost the 3rd place play off on penalties) and tennis (representing Glasgow, winning a bronze medal)."

I'm looking forward to many more years working with this fantastic team and helping you as members as well.



Commentary driving in Japanese

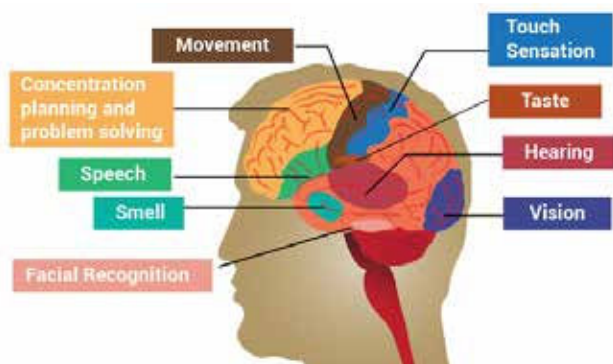
Richard Bates @ Inclusive Driving



"There's a red car behind me, a good distance away, the vehicle approaching has a right signal on. There's a warning for a sharp bend to the left with a side road on the right, my brake lights are on, slowing, slowing, slowing. It's clear to take the right junction, nobody has followed me in, and I'm ok to accelerate".

That was an example of commentary driving or, as it now seems to be more commonly named, spoken thought. It is proven to enhance concentration and alertness.

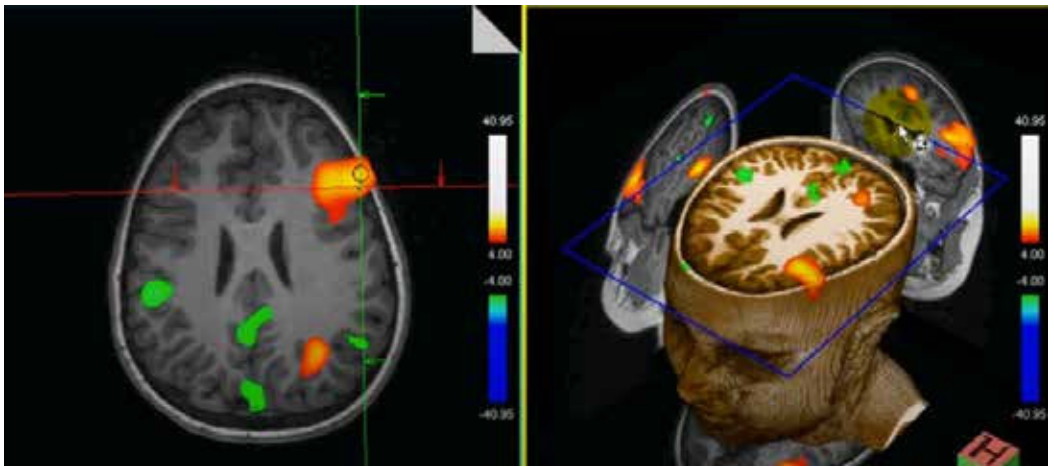
It's a skill that many driving instructors have developed, and some of those ADIs recognise the benefit of encouraging learner drivers to talk out loud too.



But why does it work? Let's look at the physiology of the brain to learn what's going on.

The brain is zoned into areas that have specific functions. We know this by using magnetic resonance imaging (MRI) or more specifically a specialised version of it known as functional MRI.

Using fMRI, we can put a person in an MRI scanner, ask them to do certain things such as speak, listen to music, look at a picture etc, and then see which parts of the brain receive more blood flow. Thus, we can infer which parts of the brain are more active during certain activities. It's quite fascinating to see parts of the brain light up on a screen.



The key to alertness is that we want to encourage multiple parts of the brain to be active at the same time: we want more of the “brain centres” to be used. And this is what commentary driving achieves.

We see something, for example, a road sign or a brake light, and then the visual cortex of the brain lights up.

If we then say out loud the name of the road sign, we recruit the memory and the speech parts of the brain too. Take it one stage further and say out loud what we intend to do in response to the sign, and we additionally made the problem-solving part of the brain spring into life.

The words that are spoken, then go back into the driver’s ears and, that’s the auditory cortex, or hearing centre, activated. More brain activity equals more alertness and concentration.

But what if we could find a way to illuminate even more regions of the brain: would that lead to even more increased concentration? The Japanese would agree that it does help, and they even have a specific word for it: Shisa Kanko. (指差喚呼).

Translating as pointing and calling, the technique adds in deliberate arm movements, thus also involving the motor cortex of the brain. Initially developed for use on the Japanese railway system, it quickly migrated into building sites and hospitals as a way of improving safety through increasing awareness. And shisa kanko is also in use on the New York Subway system.

[Click here to see a video for more information.](#)

So, is there any reason why the technique cannot be used to supplement the existing benefit of spoken thought? Clearly, large arm movements are not practical while operating a steering wheel, and it’s probably going to cause some pain if the driver accidentally pokes their finger at the windshield.

But the beauty of the technique is that the movement doesn’t need to be a big gesture to remain effective; simply raising a finger to point at a road sign while calling it out loud, or pointing at the mirrors being checked before moving off or reversing is just as good, as it still brings the motor cortex to life. It may even be beneficial as part of pre-drive checks or cockpit drill.

Personally, I have been using shisa kanko in driving lessons for about four years and have found it very effective with learners who have ADHD and dyslexia. And it works like a dream when working out who has priority when turning right at those pesky confusing mini roundabouts!



DRIVING SCHOOL INSURANCE

KNOW-HOW

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AGAINST THE UNIQUE RISKS THAT YOU FACE





DRIVING INSTRUCTOR INSURANCE EXPLAINED

Our guide walks you through the main features of driving instructor insurance and explains how you can keep your premium down with driving instructor insurance discounts. Get the advice to help protect your business.

What is the difference to standard car insurance?

A standard private motor car insurance policy will cover you for social, domestic and personal use. Some policies also include cover for you to commute to and from a permanent place of work. So, if you drive the car to the same office every day, you will still be insured.

However, as a driving instructor you'll require business use for the driving test and tuition purposes. It is often more expensive than a standard private motor insurance, but it is extremely important to get the right cover to meet the demands and needs of a driving instructor.

Why is it more expensive?

Driving instructor car insurance is typically more expensive than standard private motor insurance cover. This is because a driving instructor requires a number of additional covers not included as standard a part of a private motor insurance policy. These can include cover for:

- Any driver
- A replacement dual control car
- Negligent tuition cover
- Driving off road for drivers aged 14+
- Cover for hire and reward
- Cover for the examiner to drive your car
- Cover for modified vehicle (dual controls, sign written, disabled equipment, dual speedo)



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Free Resources

Tom Stenson



Sometimes as an instructor, it can be hard to assess where the gaps in your existing knowledge are and navigating what is required of you, as a PDI, to become an ADI can be confusing. I have previously spoken about some of the documents available to instructors, but I thought I would share the main ones with you and how they can be used for development. Together, these documents make up much of the source material that instructor-trainers should be using with their PDIs.

First, we will start off with The National Standards for Driver and Rider Trainers (NSDRT). This is one of the most important documents in our industry. Not only does it set out the standards we are marked against on part 3's and standards checks, but it also explains what we should know, and in some cases, how we should be delivering training. Some of the areas it covers are:

- Legal requirements for us, the instructor, and the vehicles we use for training
- Designing and delivering learning programs
- What client centred learning is
- How to promote safe and responsible driving
- How to develop and use role play

The document is 32 pages long and available for download as a PDF here >>>



The second important document to use as a reference is The Car and Light Van Driving Syllabus (Cat B.). This syllabus sets out an approach to training drivers in the skills, knowledge and

understanding required to be a safe and responsible driver of a category B vehicle. Alongside this, we can also use The National Standard for Driving Cars and Light Vans. This can be seen as the pretext to the NSDRT. It covers Roles 1 to 5, where the NSDRT covers Role 6. By setting out exactly what's needed to drive safely and responsibly, it makes it clearer what's needed to train, test and assesses drivers. These areas can then be improved over time. Therefore, these two documents form the syllabus that can be used by trainers to teach learners who are preparing for the driving test, and for trainers preparing PDI trainees for a part 2.

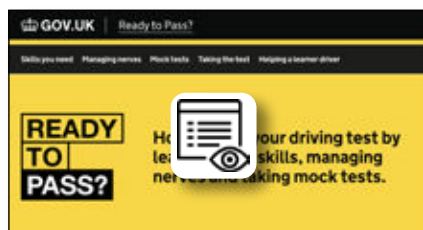
It is set out in a similar way to the NSDRT, and is intended to describe good practice for driver training. This syllabus aims to provide a structured approach to gaining the skills, knowledge and understanding to be a safe and responsible road-user in this class of vehicle. The goals of this syllabus are to help drivers apply their theoretical understanding of safe driving to the road, and to be able to reflect on their driving performance. It covers subjects like preparing the vehicle and its occupants for a journey, all of the manoeuvres that should be covered and driving safely and efficiently. Remember, not all manoeuvres may be listed on the learner test, this is about preparing learners for a lifetime of safe driving.

Please see here for the relevant links:



Another great resource is the DVSA Despatch blog. This is an interesting resource for instructors and trainers as it contains a range of articles relevant to our industry. The articles cover a range of topics such as preparing learners for tests, information around ADI standards checks and updates from members of the DVSA. The DVSA have also set up the Ready to Pass website, this site is for both learners and instructors, to help them work out when learners are ready to take their test.

Please see below for the relevant links:



Finally, an important resource that you can access is person is the **ADINJC** Conference and Expo. Yes, it is free to attend, and will take place this year on Sunday 8th October 2023 at Newark Showground, Nottingham. This is a fantastic opportunity to network, attend talks and expand your knowledge. I will be delivering a talk on the day, so don't forget to come and introduce yourself.

The Standards Check/Part 3 Exam

David Allen - Chair of the Birmingham Group



This is my second instalment on the 17 sub competencies of the Standards Check/ ADI Part 3.

This week, I am going to cover the competency,

“Was the agreed lesson structure appropriate for the pupil's experience and ability”.

This means the lesson structure should allow the pupil to progress at a manageable rate. You should be stretching them, but not overwhelming them.

One example of this would be if your pupil has concerns or problems whilst trying to emerge at T-junctions, it wouldn't be wise to set an objective of emerging at busy roundabouts as your pupil would most probably suffer from anxiety which is one of the largest barriers to learning.

Another example would be if your pupil was at the trained level, and you are guiding them all the time. At the trained level, your pupil should be making most decisions for themselves. You should be asking questions that help your pupil to make the decision for themselves or allow them to have a go themselves and reflect on how it went.

One final important point is that your pupil agrees with the plan of how you are going to get them to learn. Remember, your lessons need to be client-centred, so you plan needs to fit your pupil's needs and learning style.

This sub competency of “was the agreed lesson structure appropriate for the pupil's experience and ability?” is also affected by other sub competencies of the Standards Check.

For example, if you didn't watch your pupil at critical times, you wouldn't be scored very highly on “Was the trainer aware of the surroundings and the pupil's actions”.

If you don't observe your pupil's actions, how can you see what they are doing wrong and hence set the relevant needs or goals? Hence, if the goals are not correct, how can the structure be correct!

Also, the sub competency of “Was the teaching style suited to the pupil's learning style and current ability” will affect lesson planning. As in, if your teaching method or level of instruction doesn't match, how can the structure be correct?



A GUIDE TO ADINJC



Professional Indemnity Driving Tuition

Why is Professional Indemnity cover so important?

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The ADINJC Professional Indemnity insurance, provides the valuable protection you need as a driving instructor offering professional advice to the public, to prevent this happening. It covers you when, as a result of negligence, you are sued for losses or damages by a third party. In short, it gives you peace of mind: if a claim is brought against your business, you won't have to worry about the financial implications of a lawsuit. The ADINJC policy provides £5 Million cover for each and every member, ensuring you have sufficient cover. The policy also has a low policy excess of £500 for each and every claim.

You can find details of Waveney Group Schemes by going to
www.driving-school-insurance.com

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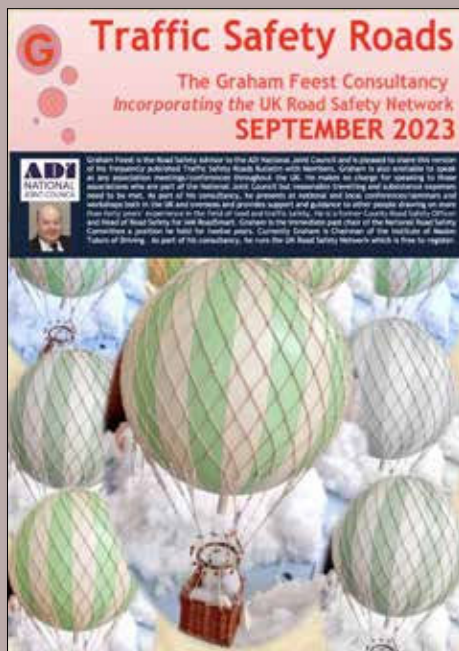
Road Safety Information

Graham Feest ADINJC Road Safety Advisor



Graham Feest is the Road Safety Advisor to the ADI National Joint Council and is pleased to share this version of his frequently published Traffic Safety Roads Bulletin with Members. Graham is also available to speak at any association meetings/conferences throughout the UK. He makes no charge for speaking to those associations who are part of the National Joint Council but reasonable travelling and subsistence expenses need to be met. As part of his consultancy he presents at national and local conferences/seminars and workshops both in the UK and overseas and provides support and guidance to other people drawing on more than forty years' experience in the field of road and traffic safety. He is a former County Road Safety Officer and Head of Road Safety for IAM RoadSmart. Graham is Chairman of the Institute of Master Tutors of Driving and Chairman of RoSPA's National Road Safety Committee. As part of his consultancy he runs the UK Road Safety Network which is free to register.

The September edition of Traffic Safety Roads is out now. Many thanks to Graham Feest, our Road Safety Advisor.



- People Killed in Drink Drive Collisions in 2021
 - Myths Over Speed Cameras
 - Clear Up the Pavements
 - Low Traffic Neighbourhoods
 - Connected Vehicle Data
 - Programme of Action in Birmingham
 - Preparing for the 20mph Default Speed Limit
 - Cycling Would Appear to be Getting Safer
 - Driven by Information
 - Travel Like You Know Them Campaign
 - Cost of Points
 - Operation Tramline
 - Deaths Within the Agricultural Industry
 - Penalty Points
 - Delivering the Safe System Approach
 - Cost of Parking Contraventions to Increase in London
 - Annual Report of the Traffic Commissioners
 - HSE Report on Annual Workers Fatalities
 - New Policy and Standards Director
 - AI Camera Detects 300 Offences
 - Noise Cameras
 - RAC Europe Survey
 - Driver and Vehicle Licensing Agency (DVLA)
 - Drivers Over 70 Years of Age
 - Legislate for E-Scooters
 - The Stress of Parking
 - Crossing Times Under Revue
- And much more!



Approved Driving Instructors National Joint Council

The leading driving instructor organisation of its kind.
Uniting local associations, groups and individuals.

We support, inform and represent our members.

What our members say:



May I just say that I am proud to be
a member of such a caring society.
A big "well done" to all you.

- Dave Clark ADI



Your work is relentless, just wanted
simply to say THANK YOU for being
there for us. I don't know what I
would have done without ADINJC.

- Susan Speight ADI

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or email secretary@adinjc.org.uk

 @ADINJC

Aristotle and the Driving Instructor

Liam Greaney - Driving-Pro Limited



You might well be wondering what a man who lived more than 2000 years ago can offer to driving instructors. My answer to that is quite a lot.

As driving instructors, part of our tasks is that of persuasion. This art of persuasion can be called rhetoric. We can tell someone to do something and more than likely for the purposes of passing a driving test they will.

But what about beyond the test. We, our friends and our families will be sharing the road with our pupils and the pupils of other instructors. This should mean that we are aiming beyond the test. Dare I say it, but 'safe driving for life'.

For Aristotle the rhetorical means of doing this was made up of three things:

- Ethos
- Pathos
- Logos

Ethos

For 'Ethos' Aristotle says to be able to persuade people we need to establish credibility. We should do this in a number of ways:

- Good sense
- Good morals
- Good will

Good Sense

This is our technical knowledge, it's knowing what we are talking about. If you start to look at how a Part 3 or a Standards Check is marked you will see that this is most important.

There is a whole competency that covers that. 'Was the technical information given comprehensive, appropriate and accurate.' But have a read through and see which other competencies could be covered by that.

Our pupils are getting information from other sources besides yourself. Friends or family. This could be someone working with the law, a car mechanic or something to do with the road.

If you have said the only time you can cross a solid white line is to overtake a bicycle doing less than 10 mph, a read of HC rule 129 will tell you otherwise. My point here being that your credibility could be compromised. In this case that could be your pupils dad being a traffic policeman or a road maintenance worker both of whom would know the difference.

Are you able to explain to your pupil in simple terms that are understandable to the pupil. This is a good knowledge of both subject and pupil.

Good Morals

This is covered in a number of ways. Firstly the DVSA will subject you to a DBS and some other checks to make sure that you are a fit and proper person. But when doing the job are you trustworthy. What's your attitude to others.

Let's look at the Part 3 and Standards Check again. 'Did the trainer maintain an appropriate non-discriminatory manner throughout the session'. If a member of your pupils family is a taxi driver, comments about taxi drivers could undermine your standing with that pupil.

Are you prepared to give an answer to any questions regardless, on the basis of your superior knowledge. Or do you check what you are not sure of.

Are cyclists vermin or do they have a right to the road. Your pupils' mums may ride her bicycle to work each day. Would that mean that your pupils mum is vermin as well.

Good will

Do you want the best for your pupil. They will sense when you do and be aware of when you put your interests over their interests.

There is a new PDI who when taking his first pupil to test asks for some advice from the three more experienced ADI's he meets in the waiting room.

The first one has been instructing for a while now and is lucky to be alive. The roads are full of morons and retards. His pupils are barely literate and hardly talk. None of them know left from right, their mums deal with him all the time because the little darlings have no social skills. You the reader will probably have seen some of his stuff on social media.

The second one he talks to is doing very nicely thank you. He's one of the most expensive in the area. At £40+ an hour and over 40 hours a week he's living the dream. Because of his brilliant pass rate he's always fully booked with a six month waiting list. The job is basically easy and he could do it standing on his head. He has it pretty well weighed off and got a 50 on his standards check, the examiner told him as a matter of principle he doesn't give 51's. The game has been good to him.

The third one is changing people's lives by helping them achieve their goals. She is helping them get jobs and make things better for their families. The roads are a safer place because of the way she teaches. Even if she stops one person from having an accident, all her work will have been worthwhile. There is always something new to learn and it's time well spent if she attends instructor meetings. She sees herself as adding value to people's lives. For her it's the best job in the world.

Which one of the three has the most credibility with their pupils. I know which one I like the most.

All of the above go to make up what Aristotle called Ethos. This is a greek word meaning "character" that is used to describe the guiding beliefs or ideals that characterise a

>>>



Aristotle and the Driving Instructor

Liam Greaney - Driving-Pro Limited



community, nation, or ideology. It's what we are as driving instructors.

Pathos

The next thing Aristotle talks about is 'Pathos'. This is a reference to emotions or the needs of both the speaker and the people being spoken to, in our case the pupil.

This is seeing the pupils' world the way that they see it, and to put your message across in their terms. Hopefully by now you are starting to see a competency from either the Part 3 or Standards Check.

I personally like 'Was the teaching style suited to the pupil's learning style and ability'. Are you reaching your students in a meaningful way.

Facts can be rather dull and a bit like dried biscuits. They need something to make you want to eat them. Our emotions and how we articulate them with the way we offer our facts to our pupils will make a difference.

A danger with emotions is overdoing it. I recently picked up a pupil from another instructor because she got tired of hearing how if she didn't do something she might die. You can blow your credibility (ethos). Notice how this is starting to seem like how on a Part 3 or Standards Check one thing impacts on another.

Sometimes with stuff, while you can't change it, you can change your attitude towards it. It's all about thinking and we want to produce thinking drivers. This is a conversation between people who have a connection.

Logos

This is the logic and reasoning of what we do. We have something today and need to say it clearly. This is the purpose of your lesson.

Have a read of the Part 3 or Standards Check marking sheet and see how many competencies that can cover.

Writing as someone who will happily use a dozen long words when one short one will do, this is very relevant. In the May issue I talked about vivid description and how we want something to stick with a pupil. As instructors we are brilliant at this sort of thing. Lots of us use 'BBC' for 'brake before clutch'. It's simple and to the point.

Your pupils' questions will help you with this. You might have understood something but have you understood it in your pupils' terms. Can you resolve it in your pupils' terms. Last month we looked at reflection. Using this will increase our knowledge of what we do and how we do it.

What Does Aristotle Tell Us

We need to be credible and know our subject and think deeply about it.

There is an emotional content to what we do. We have to connect with the pupil in a meaningful way.

There should be a simple clear message, simply put. If we can't justify what we say, how can we say it.

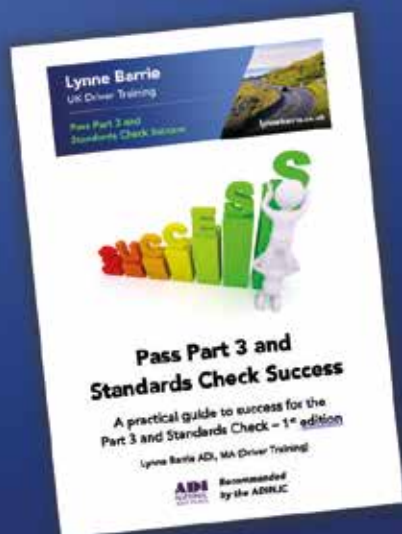
Notice all the above impact on one another just like a Part 3 or a Standards Check.

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The ADINJC Autumn Training Schedule



October

Monday 9th October 6pm-8pm

Understanding the Mock Test

£35 members £42 lite members – Online

With the increased emphasis that the DVSA are putting on using a Mock Test as a tool to assess the learners test readiness, the ADINJC are delivering our very popular Understanding the Mock Test online session.

The driving test is different from normal driving lessons because the candidate is driving on their own, without any interventions from the passenger. During the session the differences will be discussed, highlighting the benefits of re-creating what it would be like during the driving test.

>>>>> [BOOK YOUR PLACE NOW](#)

Tuesday 16th October 9:30-16:00

Standards Check Workshop

£120 members £140 lite members.

Holiday Inn, Holiday Inn M25 Jct 28. Brook St, Brentwood CM14 5NF

The workshop will leave you feeling more confident and prepared and our expert trainers who are themselves ADIs will be there to help guide and support you throughout the day. Your workshop is an opportunity to meet fellow ADIs and take time for yourself to consider and improve your teaching ready for your standards check.

>>>>> [BOOK YOUR PLACE NOW](#)

November

Wednesday 1st November

Moving on up! A day to consider ORDIT

£120 members £140 lite members.

Best Western Hotel Church Rd, Flitwick, Bedford MK45 1AE

The course is designed for those already on ORDIT with an assessment pending or those who wish to 'Move On Up' to the scheme.

When training ADIs & PDIs, its important to have a structured course, which includes teaching skills, driving skills & understanding of the legal requirements, to ensure the trainee is fully prepared for the current training thinking.

Early Bird discount £10 off until 24th Sept use code EBD MOU23

>>>>> [BOOK YOUR PLACE NOW](#)

Monday 13th November 6pm-8pm

Understanding How Client Centred Learning Influences the Standards Check & Part 3

£35 members £42 lite members – Online

The aim of this course is to demonstrate how a client centred approach can influence your Standards Check or Part 3.

The session will include discussions, videos & demonstrations to highlight the benefits of CCL.

Early Bird discount £5 off until 10th Oct use code EBD CCL23

>>>>> **BOOK YOUR PLACE NOW**

There are limited places on these courses, so to ensure that you secure your spot on both sessions, please go to **ADINJC Shop** on the website.

Association Meeting

Minutes of the September Members' zoom meeting

It was great to have a good turn out for our meeting on Saturday, and we had an excellent presentation from Dr Lisa Dorn on whether Covid 19 was good or bad for road safety. She kindly said that we could send out her slides, and these are at the end of the minutes.

You can access the minutes [here](#).

Our Business Support Line is open to anyone who feels they need help, ADIs, PDIs, franchisees and independent instructors.

Contact: Stewart Lochrie - engagement@adinjc.org.uk
or George Simpson **07479 685864**





There was not much competition for the lead story in this month's column. It featured in almost all of the media and said that London Mayor Sadiq Khan has called for an army of experts to build a 'sophisticated' new pricing system for the capital's roads – using the cameras installed for his hugely controversial ultra low emission zone (Ulez) and Congestion Charge schemes. According to the Mail on Sunday of August 27th, it would mean drivers could incur charges based on the length of the trip taken, the congestion levels on the roads and the levels of pollution emitted. A source said: "It is an open secret in City Hall that it is being worked on." Ulez, which charges every vehicle that does not meet emissions standards £12.50 a day is being expanded to the outskirts of London. A Government source said: "Ulez is just the start for them. The next stage is driving cars off the road. Labour's vision is basically a carless society – certainly in the cities, They have been looking how to technically do this for every road. Labour has dismissed the claims as 'completely untrue'. Well it would do, wouldn't it?"

And the Mirror of June 28th had a piece which said that electric cars are more likely to cause potholes than their petrol equivalents. The average electric vehicle more than doubles the wear on road surfaces, increasing the number of potholes, researchers from the University of Leeds said. They assessed the weights of 15 electric cars and their petrol counterparts. Rick Green, of the Asphalt Industry Alliance said: "Heavier electric cars could exacerbate existing weaknesses on roads." Well, there we all are then.

And there was a story in my local regional daily, the Western Morning News, of September 5th which had the headline 'Police warn cyclists 'speeding' on Dartmoor'. It comes after a group of cyclists were caught travelling at nearly 40mph on a 30mph road on Dartmoor. Devon and Cornwall's Road's Policing Team took to Twitter to raise awareness of the issue. They issued a plea to cyclists to make sure they are mindful of their speed. The group was stopped by the police and offered appropriate words of advice. However, as there is no speed limit for cyclists, no further action was taken. The social media post sparked a debate about whether the actions of the police were the right thing to do or if they should have been prosecuted. One person asked why words of advice were given when a motorist going 36mph would have been sent a speeding ticket – to which a reply said that it is because the speed limit does not apply to cyclists. Marcus Laine, a retired police advanced driver, said: "I am a cyclist and a retired cop advanced driver. This is entirely the right thing to do, educate and inform". Common sense from Mr Laine.

And there was an alarming story in the Mirror of August 14th. It told how cases of vehicles driving the wrong way on motorways have soared by 13%. A total of 872 incidents involving oncoming vehicles were reported on England's motorways in the year to June 16th, the equivalent of 16 times a week. That is up from 770 during the previous 12 months. Some were due to drink drivers and criminals making getaways. But many others were accidental, often due to misunderstanding sat-nav directions. Edmund King, president of the AA, said: "The increase in the number of cars being driven in the wrong direction on motorways is frightening and can be fatal. Various incidents seem to be clearly down to drunk drivers for which there is absolutely no excuse. Generally, the slip-road layout and signage is designed to ensure joining the motorway is intuitive. However, sometimes drivers follow sat-nav directions without thinking, without actually checking the signage, and therefore they can make mistakes." Steve Gooding, of the RAC Foundation, has suggested slip-road sensors that trigger roadside warnings to cut the number of wrong-way incidents. Sheena Hague,

National Highways director of road safety, said: "We design our motorways to be as intuitive as possible to reduce the likelihood of anyone driving the wrong way." Well she would say that, wouldn't she?

And the Mail on Sunday of August 13th had a piece which said that filling up your car can be £12 more expensive at petrol stations less than three miles apart. Every motorist knows that buying fuel at a motorway service station is likely to be the dearest option – but by just how much might come as a surprise. Motorists at the BP garage at Toddington services on the M1 near Luton were being charged 173.9p a litre for both petrol and diesel. However, approximately three miles away off Junction 11 an Esso service station was charging 151.9p for petrol and 152.9p for diesel. That means the cost of a typical 55-litre tank would be around £95 at the motorway pumps and between £83 and £84 at the Esso. Meanwhile, drivers in the Midlands were paying 178.9p for petrol, and a penny more for diesel, at Tamworth services on the M42, meaning it would cost around £98 to fill the average tank. Yet with petrol and diesel costing 147.8p and 146.8p respectively at the Applegreen garage on Derby Road – 33 miles away – the same tank could be filled for about £81: a whopping £17 difference. Such huge discrepancies will exacerbate fears that motorists are being ripped off. They will also intensify pressures on the Government to rein in prices. In fact, ministers have already committed themselves to a price-watch scheme so that motorists can make a more informed decision about where they fill up. The proposed new scheme, which would be operated by regulators, will require petrol stations and other retailers to share petrol and diesel prices via an app or central platform. Well, that's all good is it not?

And there was a story in the Sunday Mirror of September 3rd which said the wheels have finally come off the White Van Man stereotype. They have just been voted the most polite drivers on the road. For years, transit drivers were portrayed as selfish and rude. But a poll reveals that just 3% rate them as most likely to hog the middle lane on motorways – while Range Rovers are the worst offenders, slated by 34%. White Van Men are also rated the least aggressive road users by 3%, while BMW drivers are most aggressive on 28%. And 8% reckon van drivers are competent, thought to be due to the distances they cover – with BMW drivers the least competent on 27%. Plumber Ian Parker, 41, of Colchester, Essex, has driven a transit for 15 years. He said: "People see a van and think we're boy racers but we are a considerate bunch and don't go thrashing about because our income depends on our vehicles". Tim Agnew of bookmaker Free Bets, which polled 2,000 road users, said: "It looks like transit van drivers have an undeserved reputation for being tearaways." Interesting.

And the Mail of August 24th carried a story that started with the words: 'Anyone who has ever longed to own an E-Type Jaguar look away now... unless you have a spare million or so to spend.' It told how the indigo blue 1961 Series 3.8i Roadster is the first production model ever made. Designed to hit 150mph at top speed, it could fetch £1.2million at auction. It was owned by Jaguar's 6ft 5in racing manager Frank 'Lofty' England, who oversaw five victories for the team at Le Mans. The same collector is also selling a 1961 Coupe E-Type, one of only four of its kind built. It was restored by the owner who bought it for £1 in 2000 and could sell for as much as £1.4million when it goes under the hammer at specialists Gooding & Company's auction on September 1st. The owner said: "Driving an E-Type is always good fun... I hope they continue to give as much pleasure to the new owners as they have to me and my family over the last 20 years." How the other half live, eh?

And continuing the money theme, the Mirror of August 8th had a piece which told how the rust bucket shell of a classic Ferrari that crashed and burned in a race has sold for £1.5million.

>>>



The 1954 Ferrari 500 Mondial Spider Series 1 by Pinin Farina is one of just 13 examples built. It was raced by ex-Scuderia Ferrari team driver Franco Cortese at the world-famous Mille Miglia. In the early 1960s, the 147mph Mondial crashed at an unknown US race and burst into flames. Developer Walter Medlin bought it in 1978 and it was found when he died last year among 20 Ferraris he kept in a barn. Auctioneer RM Sotheby's in California said: "Once refurbished, the spider promises to deliver the thrilling driving experience of Aurelio Lampredi's inline-four – that powerplant responsible for so many victories by Ferrari." The new owner has not been revealed. A restored Mondial sold for £3.2million in 2019. Well, there we all are then.

And the Mail of August 18th had a story which said that artificial intelligence cameras have caught almost 300 drivers breaking the law in just three days. The motorists were either not wearing seatbelts or found to be using phones at the wheel. The system, installed on the A30 near Launceston in Cornwall, uses a number of cameras with high shutter speeds, an infrared flash and a lens and filtering system to record clear images of passing vehicles. Images are reviewed by the AI software to identify those likely to contain evidence of an offence. These are anonymised and sent for a review by a person to confirm whether an offence has taken place. If an offence is identified, the driver will either be sent a warning letter or a notice of intended prosecution, depending on the severity of the offence, Devon and Cornwall Police said. Pictures from the latest Cornwall trial are not yet available. But in another trial using similar equipment in Warwickshire last year, a camera flagged a driver texting with both hands at the wheel, as his passenger steered. While the passenger was wearing a seatbelt, the driver appears not to be. The cameras were provided by community road safety partnership Vision Zero South West. In the first 72 hours of use, the AI cameras detected 117 mobile phone offences and 180 seatbelt offences. It follows a trial last year by Vision Zero South West which detected 590 seatbelt and 45 mobile phone offences across various roads in Devon and Cornwall over 15 days. Well, I live very close to the A30 in Launceston and if you can't see this huge camera, in my view, you ought not to be driving.

And I'll finish with a story which relates to the opening one in this month's column. It's from the Mail of August 26th and said that the expansion of London's ultra low emission zone will 'kill off' modern classic cars, motoring enthusiasts have warned. Owners of classics including early Ford Fiestas and vintage Minis said they would be forced to take out loans or move house to keep their cars. They have accused London mayor Sadiq Khan of 'targeting' the modern classic community by not including newer vintage cars and motorcycles from the 1980s and 1990s in an exemption scheme for historic vehicles. Cars that qualify for historic vehicle status – a DVLA category that covers all cars more than 40 years old – do not have to pay the £12.50 daily charge on non-compliant vehicles to enter the capital's Ulez. Well I own a 1960 Renault Dauphine, a 1981 Suzuki Vitara and a 2009 Suzuki Jimny so I'm jolly glad I live hundreds of miles away from London!

And finally,

This is Sister Teresa known for her high intelligence. Better known as Nun the Wiser.

I had to close down my dating service for chickens... I was struggling to make hens meet.

Til next time,

Adrian

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What our members say:



Wow, ADINJC your crew are doing a wonderful job. We are so happy to be affiliated to you all. Thank you from Blackburn Association.

- Linda Brooks




Thank you for speaking up for ADI's and producing an excellent letter. A big thank you to the whole ADINJC team.

- Mike, Vice Chair Sutton Area Driving Instructors Association


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Why is Public Liability cover so important?

Because we all make mistakes in life, including in our business operations as a driving instructor. Quite simply, if a member of the public (or any other third party) is injured or suffers damage to their property, arising out of the conduct of your business as a driving instructor, you could be held responsible.

The ADINJC Public Liability insurance, is designed to provide protection from claims against you by third parties who may have suffered personal injury or damage to their property, during contact with your driving school. Most motor policies provide you with a compulsory £20 Million Public Liability cover for accidents and injuries that occur as a consequence of having an accident. The ADINJC believes it's important to ensure you also have sufficient cover away from the vehicle, and have therefore arranged for its paid up members to benefit from £10 Million Public Liability cover away from the vehicle. The policy also has a low policy excess of just £500 for each and every claim. The ADINJC policy provides £10 Million cover for each and every claim during the life of the policy.

A range of claims can arise. These can extend from accidents at your own business premises, to incidents that occur whilst providing advice or tuition whilst working away from your vehicle.

Increasingly, it is a requirement of many customers, principals, and clients (particularly local authorities and government agencies), that you be asked to present proof of Public Liability insurance before they will work with you, or allow you to work on their property or premises.

Compensation arising from Public Liability claims can be substantial, and may include loss of earnings, future loss of earnings and damages awarded to the claimant. In addition, considerable legal costs in defending the claim can be incurred, and the claimants' legal costs may also be awarded against you if you are found to be at fault. All would be covered under a comprehensive Public Liability policy

Claims for trips, slips and falls are the most common, but there are other events that can lead to a claim against you. The following are examples of potential claims that can give rise to public liability claims against your driving school:

- you open your door for a pupil who you inadvertently trip over, causing an injury;
- you spill a hot drink in a classroom and a pupil slips over on this, causing an injury;
- a pupil falls over some cones you have positioned to practice parking, causing an injury;
- you knock over a valuable antique whilst waiting for a pupil at their home;



ADI Standards Checks

DVSA have now successfully moved Standards Checks onto the iPad.

This means that all of the ADI tests will now be conducted electronically from Friday 15 September.

ADIs shouldn't notice any significant differences when you attend for your Standards Checks.

There will be talks at the up coming Expo on the Part 3 and Standards Checks - all **FREE CPD!**

If figures are your thing you may like to check out the latest driving test [statistics here](#).

20mph speed limit changes in Wales

The Welsh Government has introduced a default 20mph speed limit on "restricted roads" across Wales from 17 September.

You can find out more about this change including what types of roads will be affected on GOV. Wales.

While this change will have the most impact on people who live and drive within Wales, all drivers of commercial and passenger vehicles must be aware of it.

Get ready for 20mph

From 17th September,
most 30mph limits will
change to 20mph in Wales.

#ReadyFor20mph



Delving into the top 10 faults recorded on driving tests

We recently ran a webinar focusing on the top 10 faults that are recorded on driving tests. Many of the commonly recorded faults in driving tests are top contributory factors in reported collisions - that's why we assess them as part of the test.

For those of you who were unable to join us on the day we have a recording of the session.

More than 96% of ADIs who completed the feedback from the session recommend that you watch it back - so it's well worth taking a look.

Before you watch the recording, it's worth reading our latest blog post from DVSA driving product owner, Amanda Lane. She explains why it's so important to look back at the top 10 faults and how the insight can be invaluable for your pupils.

[Read the full blog post on Despatch.](#)



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PC DVSA ADI

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RL DVSA ADI

Value

"I ordered the pupil handouts and I must say for the price I paid I am totally chuffed, and so are my pupils. They are fantastic."

HT, Salisbury DVSA ADI

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Remember, the guys love to hear from you and your response to the show is always welcomed!

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Honest Truth Webinar

Join The Honest Truth team for their quarterly webinar where we'll be joined by Dr Elizabeth Box, Research Director from the RAC Foundation to hear all about behaviour change and how ADIs play a critical role when it comes to influencing behaviour change amongst young drivers. You won't want to miss this fascinating insight from a leading expert in this field.

This will take place on **Sunday 24 September, online from 19.30-20.30.**

[Click here](#) for more details and to register.



Calling all budding writers out there. Would you like to write for ADINJC newsletter? Perhaps you'd just like to see your name in digital ink? Please do send us in articles and indeed anything of interest. Email studio@ideas4adis.co.uk

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“

QUOTE

“Failure is the condiment that gives success its flavour.”

- Truman Capote

”



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