



MEMBERS NEWS

Issue No: 203 - November 2023



*Should dummy
cameras be
removed?*



Contents:

- 6 A message from your President**
The latest venture at ADINJC
- 8 Night driving and avoiding night blindness**
Another great article from Richard Bates
- 12 Does it have to be Reactive v Proactive?**
Tom Stenson explains the meaning
- 14 The Standards Check/Part 3 Exam**
4rd instalment from David Allen
- 16 Road Safety Information**
Latest TSR from Graham Feest
- 18 A Christmas Gift**
Great idea for an instructor who has it all
- 22 Emotional Intelligence**
Great article from Lynne Barrie
- 28 ADI Adrian**
His 100th and last article
- 32 Latest news from Intelligent Instructor**
Recent news featured on their website
- 34 Latest from Road Safety GB**
'Remove dummy cameras now'
- 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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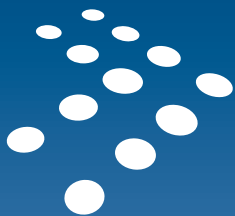
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A message from your President

Lynne Barrie



I wanted to let you know about our latest venture at **NJC**. Whilst we know how successful the recent conference and expo was at Newark Showground with almost 1,000 delegates attending, some of you talked to myself and some of the committee on the day about other possibilities. It seems you miss the “old style” conference that **NJC** used to run each year, I remember them well as I used to organise them with help from some members of the committee. Well we do listen to you and take on board your feedback so the next event we have planned alongside Intelligent Instructor is the Driving Instructor Convention on Sunday May 12th 2024 at Yarnfield Park in Staffordshire <https://www.yarnfieldpark.com/>

For any of you that are new or have never attended our previous one day conferences they were very popular. It's a full day of industry experts speaking on a variety of subject areas, seating cabaret style around large tables and everyone together for the day. There will be exhibitors there to talk to during the day and refreshments provided throughout including lunch. You have to have a ticket to attend and it's a paid for event priced cost effectively.

You may want to stay the night before depending on where you are travelling from and if so there is hotel accommodation on site and a bar and restaurant where we can have a meal together the evening before. There will be the Intelligent Instructor Awards results that evening and live entertainment provided so you will be able to meet friends and colleagues and network. If you have a driving school you may want to join together for the evening before and on the day of the convention so look out for special rates for the tickets which should be on sale by the time you read this.

We are excited to bring back this style of event for 2024, as we know how popular this type of conference used to be. Spaces will be limited so do book early for the special early bird offers, we already have a waiting list until all this is fully announced and details will be posted on our website. Of course this is a full day of CPD (Continuous Professional Development), there will be a goody bag on arrival, prizes to win, free parking, coffee shop and lots of opportunities to learn and expand your knowledge. I look forward to seeing you and meeting you there so please save the date and get your ticket! May 12th 2024.

This month I've also attended the funeral of Clive Snook a past committee member who sadly passed away recently. The funeral took place in Salisbury and it was good to meet his wife Muriel again as she always attended events and meetings for **NJC** with Clive. He was a committee member and our Treasurer and Liaison Officer for many years and was truly dedicated to the **NJC**, giving a lot of his time on a voluntary basis working towards helping members. He attended

and helped to organise the conferences we ran and was a popular member of our team. It was a pleasure to work with him and sad when he had to leave the **NJC** a few years ago due to health issues. Shortly after becoming an ADI he suffered from a devastating stroke which left him in a wheelchair and needing constant help and support. However although he couldn't work as an ADI he stayed with the **NJC** and gave it his time to help other members. He was in my opinion a very special person and I will remember him fondly.

I would like to thank everyone who contributes to our monthly newsletter to provide us with content we can learn and reflect on. I especially want to thank "ADRIAN" who is now retiring after writing 100 articles for the newsletter. That's quite an achievement and we wish Adrian a happy and healthy retirement.

Finally I wanted to say thank you to Andrew Love who I've worked alongside on the training team and the committee whilst he has been our Deputy Chair and Head of Training. Andrew has resigned from the committee due to his own business commitments and needing more time to fulfill them and I wish him every success and happiness in the future.

George Simpson continues to be our Deputy Chair whilst we welcome Tom Stenson from the committee as our new Head of Training. Our new training events will be displayed on the website and through our newsflashes.

It's a pleasure to work with all of the committee members who work tirelessly to help and support you all as members.

We are here to help and you can contact us on [0800 8202 444](tel:08008202444) or email secretary@adinjc.org.uk

Remember you can book for our ADI Convention on May 12th here:

BOOK YOUR TICKET



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Night driving and avoiding night blindness

Richard Bates @ Inclusive Driving



If you have been keeping up with my articles over the last few months, you will know that I often bring a bit of biology into them. This time I am discussing eyesight at night: particularly, being dazzled by oncoming headlamps.

To begin with, I need to talk a little bit about the physiology of what is happening in our eyes when we see bright light. A couple of things happen: there is one change in the pupil, and one change at the retina.

The pupil is the black dot in the middle of your eye. It's actually transparent but it looks black because the inside of your eyeball is dark.

When exposed to bright light, the pupil constricts: it gets smaller to allow less of the bright light in, so that the retina is not over-exposed. This ensures that a good quality image is sent to the brain. When in the dark, the pupils dilate: they get bigger to allow more light to go through the eye to hit the retina; again to make a good quality image in the low light conditions.

This isn't an instantaneous change: it takes a little bit of time for the pupils to shrink or grow. When we are driving down a dark country lane with nothing coming towards us, and just our own headlights showing the way, our pupils are quite wide because there's not a lot of light coming in. The only light coming in is from our own headlights reflecting off the scenery in front of us and bouncing back to our eyes. When a car comes towards us especially if they have main beam headlights on, we are then receiving additional direct light into our eyes and our eyes will go into a little bit of a panic, and the pupils will constrict.

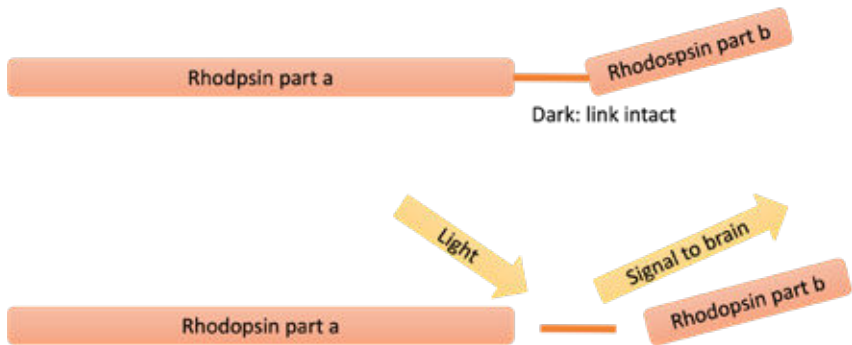
And that's fine while there is a car coming towards you. It's uncomfortable, and it's good idea to look away from the headlights and look to the left side of the road but you can still see. The bigger problem comes once that car has passed you, and you are suddenly in the dark again with your pupils really small, not letting much light in. It takes a short amount of time for your pupils to dilate again. And it's in that couple of seconds that you are temporarily blind and you can't see anything.

Now you might think you have a clever idea to close one eye when the headlights come towards you, so that one pupil dilates and one pupil constricts. Then once the car has passed, swap your eyes over so the wider pupil is now looking into the darkness.

Unfortunately, the body doesn't work that way: the pupils always work together so when one dilates, the other dilates; when one constricts, the other constricts too. If your eyes are doing different things, please go and see a doctor. So the idea of closing the eyes doesn't work in this situation. However, there is still a benefit to closing one eye which involves the biological changes at the retina.

The retina is the light sensor (it's a bit like your phone's camera) at the back of your eye, and it undergoes a chemical change when light hits it.

You may have heard of rods and cones which are the chemicals in the back of the eye that actually respond to light. Rods primarily function in black and white in the dark, and cones primarily respond to colour when light levels are better during daytime. So in the darkness, the rods are doing most of the work. They contain a chemical called rhodopsin and here's a representation of it.



Rhodopsin is a protein that has two parts with a link between them. When a photon of light hits the protein, the link gets broken, and the breaking of that link sends an electrical signal down the optic nerve to the brain. You have millions of these protein molecules: not just one. When the bond gets broken it takes anything up to half an hour for it to reform, so once an individual molecule of rhodopsin has been used, it is useless for about the next 30 minutes. We rely on having millions of other rhodopsin molecules that can still function, and continue to detect light.

The problem comes as more and more of these molecules get broken and unusable: we call this bleaching. There will come a point where most of your molecules of rhodopsin are now bleached and you have fewer and fewer that are still able to function: and that's going to last for anything up to about 30 minutes. If you have ever been subjected to a very bright light such as a camera flash, the "hole" that appears in your visual field is where the rhodopsin molecules have been temporarily disabled.

Fortunately, we have an equal number of chemicals in our left and right eye and, unlike the pupils, the retina in each eye functions independently. So in this instance when we see headlights coming towards us, we can close one eye. While the molecules of rhodopsin are being bleached in the open eye, the closed eye is receiving no light: and we are not bleaching those chemicals. When the oncoming headlights eventually pass us, we can open the closed eye again and we still have functional, unbleached rhodopsin molecules ready to carry on transmitting signals to our brain in the darkness.

So that's a way of dealing with bright headlights coming towards you at night: you can close one eye. But it's nothing to do with your pupils constricting, and everything to do with not bleaching your entire stock of rhodopsin.





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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Does it have to be Reactive versus Proactive?

Tom Stenson - Head of Training, ADINJC



Recently, I read a comment on social media; it was regarding the use of proactive instruction and how this should always be used in driver training. However, the interesting thing about the comment, it was very much against being reactive. As with every technique, method and style, there are positive and negatives to using them: so this in article, I wish to explore how we could be reactive and proactive in our lessons.

So, what do we mean by being reactive and proactive?

Let's start with proactive. In simple terms, being proactive is about helping the learner/trainee before a fault develops. An example of this could be if my learner, Fred, is struggling to remember to engage first gear when stopping at junctions. If I am to be proactive, I would be giving advice in way of instructions or coaching before we get to the end of the road. I could do this by giving direct instructions. "Just before we stop, Fred, make sure you choose first gear". This has given Fred all the information he really needs to prevent this fault from happening. I could also give far less information to Fred and ask him a question on the approach, e.g. "Just before we stop Fred, what will you need to do?" I could give Fred even less information by saying something like "Remember what we discussed at the last junction." All of these are designed to avoid Fred from making the mistake again.

Being proactive is most important when dealing with risk, and the best way to manage risk is to not let it happen in the first place! For example, if Fred is driving independently by following road signs, and we are approaching a traffic light controlled junction. I notice that Fred is concentrating on the road signs for directions and maybe isn't aware that the lights have been on green for a

while and may change. To manage the risk, and to avoid us either potentially driving through the amber light, or having to stop suddenly, I may use a proactive question. "What might happen to these lights?". I can only ask this type of question when there is time to do so, and if it would be suitable for the learner at the time. If the level of risk is too high, I may say something like "Fred, be prepared for the lights to change". How we act proactively will depend on many factors, such as the learner, the circumstances at the time, and the level of risk. As always, this demonstrates the importance of being aware of our surroundings and the pupil's actions. We, as the instructor, are ultimately responsible for risk when on a lesson and we shouldn't allow a situation to escalate if the level of risk would be too high.

With this in mind, there are downsides to being proactive. Learners may begin to rely on you rather than taking on the responsibility. Wrapping them in in cotton wool is not going to produce problem solving, independent learners.

Now, let's look at being reactive using the same example as above.

Fred arrives at the end of the road ready to emerge. He stops in second gear and starts to look for a safe gap to go. The fault has already occurred, but now I need to decide how to react. I may choose to give Fred a direct instruction "Fred, you will need first gear before we move off". I may choose to offer less help and see if Fred can identify the fault himself by asking a question "Fred, is there anything else you might need to do?". All of this will depend on the level of risk and the level of the learner.

Once again, we need to consider risk management as Fred arrives at the end of the road. It may be that I have already decided it would not be safe to allow Fred to emerge in second gear and risk stalling in the mouth of the junction, so verbal or physical intervention is needed. However, if the level of risk is very low; the junction we are emerging from is very quiet and I can see in all directions, it may be suitable to allow Fred to try and move off in second gear and stall. Learning from experience, experiential learning, can be extremely valuable in the right situation. However, one of the downsides to being reactive may be that the learner may get to a point where they feel like they "can't" do it and may get frustrated with the exercise. As always, risk management is paramount as to whether the fault can be left to play out or not and will require good management by the trainer.

As you can see, there are both positives and negatives to being reactive and proactive. A good instructor should be able to decide which one is best in the circumstances at the time and not rely on just one style. When choosing the correct technique, remember that managing the risk is paramount.



The Standards Check/Part 3 Exam

David Allen - Chair of the Birmingham Group



This is my fourth instalment on the 17 sub competencies of the Standards Check.

Today I am going to talk about:

"Was the lesson plan adapted, when appropriate, to help the pupil work towards their learning goals?"

This is the most important sub competency of all the 17, which is your ability to change or adapt any aspect of the lesson, so your pupil learns.

The following are some examples of when a driving lesson needs to be adapted.

1. Your pupil is finding the goal set to be too hard:

- Consider either setting a goal that is easier to achieve
- Or offering more help to achieve their goal like increasing the level of instruction
- Making the route easier
- Changing the learning strategy (you need to know how your pupil learns best, more on this in later weeks).

2. Your pupil is finding the goal set to be too easy:

- Consider setting a goal that is more challenging
- Offer less help to achieve their goal like decreasing the level of instruction
- Making the route more difficult.

3. A safety critical situation has occurred during the lesson, where you had to intervene.

Remember to park up and explain.

4. Your pupil's claims don't match their performance. An example of this would be, your pupil says, "I am good at x,y & z", where in reality they are very poor at x,y & z and keep making the same basic mistakes.

This would require a change in the lesson objectives. Don't ignore the mistakes your pupil makes and think I will deal with them later. Two reasons why not to do this are if you let your pupil keep making mistakes, they become habit and will be harder to break later (like drying cement) and secondly you are not offering value for money.

Finally, don't adapt the lesson for an invalid reason, like an easy mirror error that could easily be dealt with by using verbal intervention next time it occurs. Also always explain to your pupil why the plan needs changing as well, so they understand what is happening and why.

Remember this sub competence of "Was the lesson plan adapted when appropriate, to help the pupil work towards their learning goals?" This is linked to other sub competencies on the standards check sheet.

For example, if you are not aware of your pupils surroundings and the pupil's actions, how do you know what they are doing wrong and where you would need to adapt the lesson.

Another example is if the practice areas are not suitable you might be providing situations which are too hard or too easy.

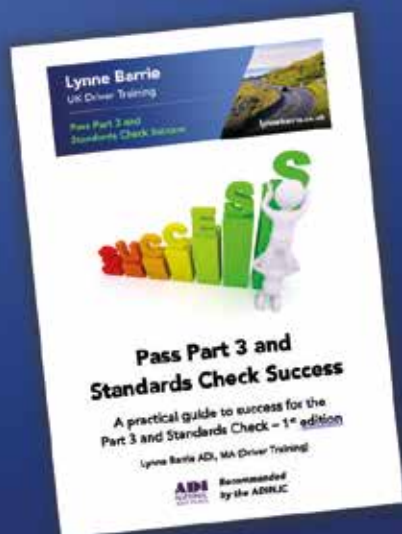
Finally, is the teaching style suited to the pupil's learning style and current ability, you may need to change if your pupil is not making steady learning progress.

Lynne Barrie
MA Driver Training

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



- Reported Road Casualties GB 2022
- 20 MPH Speed Limits
- Sale of Petrol and Diesel Cars Delayed
- Rejection of Insurance Claims
- E-Scooter Fires
- Poor Ironwork Adds to the Pothole Problem
- More "L" Tests Available
- Roadpol Activity
- Drug Driving
- Failing the Theory
- Plan for Drivers
- More Cash to Deliver Active Travel
- Call to Scrap VAT on Motorcycle Air Vests
- Motorcycle Campaign
- Cost of Learning to Drive and Buying a Car
- The Best and Worst Motorway Services
- Road Safety Week 2023
- Transaid
- Strategic Roads Users Survey
- Tyresafe
- Fix Our Broken Justice System Campaign
- Pavement Parking
- Catching Speed Camera Dodgers
- Research into the Fatigue of HGV Drivers
- SUV's Cause More Harm
- What's the Car Market Doing
- Dementia Screening Project
- More Action on Reducing Speed Limits

And much more!



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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

Find out more at adinjc.org.uk, call **0800 8202 444**
or email secretary@adinjc.org.uk

 [@ADINJC](https://www.facebook.com/ADINJC)

A Christmas gift and a cheeky plug.

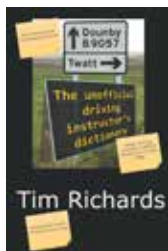
Tim Richards



Back in the 1980, Douglas Adams wrote a book called *The Meaning of Liff*.

In which he took place names within the UK and wrote definitions for them. The definitions he wrote represented everyday feelings and occurrences but for which there was currently no word. It struck me that in my work as a driving instructor, there are many similar situations, where a word really is needed but doesn't currently exist.

Enter the driving instructor's alternative dictionary. In this book, place names are given definitions of things that will ring true for anybody in the driving school business. I've gifted you an (almost) A-Z below. If you want to read the entire book, then it is available from Amazon by clicking on image right:



Anglesey

The very mildly disoriented feeling when getting in the passenger seat after the previous occupant was an examiner.

Burbage

Accidental sounding of the horn by a large-breasted learner when entering or leaving the vehicle.

Carnforth

Getting back in the driving seat and finding the seat belt buckle is totally facing the wrong way.

Dulwich

The disappointing feeling when a learner first scrapes your alloy wheel in a brand-new car.

Enderby

The increasing emphasis on the phrase "END of the road" when a learner asks, "this one?"

Flitwick

A very twitchy lane-change.

Giggleswick

Cancelling the indicators and pushing the stalk too far, resulting in a never-ending fight when the signal flashes three times, resulting in the left and right signals being applied multiple times.

Hammerton

The only-done-once action of visiting a supermarket at the end of a day, standing a four-pint bottle of milk in the footwell, and having it fall on to the dual brake on approach to a left turn.

Inskip

Moving over to allow an ambulance to pass, while avoiding the need to perform a SHANKLIN, by leaving a sensible gap when coming to a stop.

Kippax

The moment you become aware that you are unaware of what has happened for the last minute.

Llanfairpwllgwyngyllgogerychwyrndrobwlllantysiliogogoch

Any occasion when there is insufficient time to say all of the words in your head before something bad happens.

Melton Mowbray

A mini-roundabout junction, shaped in an unconventional way, at which the learner will inexplicably give way to the left just as another driving school car is waiting to emerge from the first exit.

Piccadilly / Piccadilly syndrome

The phenomenon by which after a roundabouts lesson, every ensuing junction then gets treated as a roundabout.

Quarndon

A vegetarian learner.

Ribblehead

Going through the show-me-tell-me questions and noticing that the learner's head restraint isn't adjusted properly.

Shanklin

The effort of multiple cars moving out of the way for an ambulance at a red traffic light. E.g., there were seven cars, all trying to perform a Shanklin.

Throckmorton

Being smacked in the face by a learner attempting to brace their left arm behind the passenger seat prior to reversing.

Uckinghall

Checking dashcam footage to make sure you didn't swear.

Whipps Cross.

The lightning-fast movement in which a driving instructor's left foot hits the clutch when a learner shoves the car into first gear at 35 mph.

Youlgreave

The smell of a clutch held at biting point for too long.



Join us for a full day of learning!



We are delighted to launch a brand-new event coming your way; the **ADINJC & Intelligent Instructor Driving Instructor Convention '24**! This round table event is an absolute must for ambitious instructors who are keen to take their teaching and business skills to the next level.

The Driving Instructor Convention will see top trainers and respected industry professionals deliver in-depth, presentations and engaging workshops, on the main stage. Each session will dovetail one another seamlessly in a high-energy, fast-paced day of continuous learning, helping the instructor develop new skills to become better driver trainers. This event will also see a facilitated workshop in the afternoon and a lively panel debate too. Around 200 instructors are anticipated to attend!

The day will be punctuated by regular refreshment breaks, enabling instructors to chat with industry suppliers in the dedicated expo area.

The Driving Instructor Convention will be held in the purpose-built Yarnfield Park Conference & Events Centre, just off the M6 in Staffordshire, which is complete with hotel and on-site restaurant.

Delegates have the choice of booking either a day ticket, or a full residential package. **Early bird discounts are available until 31st January.**

Those who opt for a residential package are invited to attend a networking dinner on the evening prior (11th May). There you can relax and enjoy a welcome drinks reception, four-course meal, plus evening entertainment including a comedian, the Intelligent Instructor Awards 2024 trophy presentation and a charity raffle.

Places are limited, so don't miss out!



BOOK YOUR TICKET

Check out some of our confirmed speakers...

Lynne Barrie – ORDIT instructor trainer, **ADINJC** training team. Lynne is President of **ADINJC**, a working ADI and ORDIT trainer. Lynne holds an M.A in Driver Training and gained 51/51 in her ORDIT inspection and SC. Author of the popular "Standards Check Success" book.

Ray Seagrave – Owner, Ray Seagrave instructor training. Advocate for Coaching and client-centred learning, Ray is an industry award-winning trainer and public speaker. A grade 'A' (51/51) ORDIT Instructor trainer and grade 'A' ADI.

Tommy Sandhu – Director, SmartLearner Driving School. In Tommy's two-decade career in the industry he's taken on diverse roles as an ADI, ORDIT trainer, fleet trainer and director. His accreditations include ROSPA Gold, Tri Coaching level 4 and IAM RoadSmart advanced driver.

Tom Stenson, ORDIT Trainer, ORDIT-Trainer.com. Tom is an ORDIT registered trainer, delivering all aspects of training to PDIs, ADIs and instructor trainers. He sits on the governing committee and is Head of the training team for the **ADINJC** as well as chair of his local association.

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Emotional Intelligence: The Missing Link?

Lynne Barrie



EMOTIONAL INTELLIGENCE

We often hear people talk about emotional intelligence but what exactly is it? Emotional Intelligence (EI) or Emotional Quotient (EQ) is a measure of the ability of an individual to recognize their own and other people's emotions. This leads to being able to discriminate between different feelings and label them appropriately and to using emotional information to guide thinking and behaviour.

The term gained prominence back in 1955 in a book written by the author, psychologist, and science journalist Daniel Goleman: he went on to write many books on the subject. He described emotional intelligence as the array of skills and characteristics that drive leadership performance. The terms "emotional quotient" and "emotional intelligence" did not become popular until the 1980s, when psychologists Peter Salovey of Yale and John Mayer of the University of New Hampshire began conducting research. Although these and many other psychology experts view emotional intelligence measurements as scientifically valuable studies of social behaviour and relationships, the science behind these measurements is often questioned.

Studies have been done on possible ways that a high or low EQ might affect a person's abilities to perform under pressure, resolve conflict, and cope with challenges. For example, someone who has a low EQ might lack self-confidence and be pessimistic, both of which might affect his or her performance when doing certain tasks. People who are not advocates of the concept believe that things such as confidence, self-esteem and attitude are simply a matter of personality, which cannot be measured or modified. Other studies have linked this measurement to communication skills and other social skills that people either lack or possess.

Personally, I have always thought that just placing emphasis on a person's IQ or Intelligence Quotient, which is what we did for decades, was no judge of how a person would perform in life. It isn't always the case that the most academic people acquire the best jobs. In a similar way the most academic people don't always find learning to drive easy: indeed at times they find it very frustrating because they expect to excel at it in the same way as they excel at school and in exams and tests. Have you ever had a pupil who is academically very bright but who lacks the "common sense" for making the quick decisions we need when we drive? Scientists Mayer and Salovey realised that perhaps the missing link was our EQ.

EQ can be measured by tests where you will be asked to rate statements such as the ones below on a sliding scale from “completely agree” to “completely disagree”. It is one of the factors that modern psychometric tests seek to measure now.

- Generally, I must be under pressure to really work hard
- I tend to get involved in things I later wish I could get out of
- I rarely think about old friends from the past
- I find it easy to tell others how much they really mean to me

There are EQ tests you can take on the internet if you are interested in finding out your own possible EQ. It is now thought that EQ is up to 24% more important than IQ as a predictor of how well we will perform in life, and that people with higher EQ will tend to be more successful in life. They tend to be healthier, less depressed, more productive, higher earners and better in relationships. Driving is not only a physical activity but one that engages all the senses from our eyes, ears, smell, skin, heartbeat, tension in our muscles and the thoughts in our brain including our emotions. It's perhaps easy to see why our EQ is important in our learning to drive process.

EQ tries to measure our own emotions and our understanding of other people's emotions. It then gauges how successful we are at adapting our behaviour to achieve the outcome we want. People with a higher EQ are often great at motivating themselves. You might be recognising how a high EQ score can help in being a better ADI. The main point is that before we can be aware of others, we need to be aware ourselves.

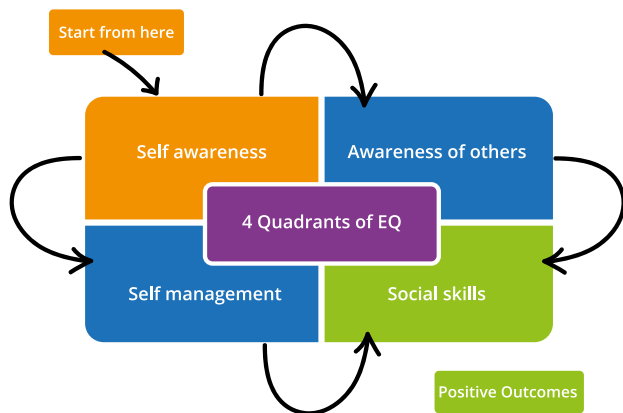
There are four stages to EQ, which can be simply defined as:

1. Understanding emotions
2. Managing emotions
3. Reading people
4. Using emotions

The four stages can be less simply defined as:

1. Self-awareness – the ability to read your own emotions and recognise their impact, whilst using gut feelings to guide decisions.
2. Self-management – controlling your emotions and impulses and adapting to changing circumstances.
3. Social awareness – the ability to sense, understand, and react to others' emotions, whilst also understanding the effect of social networks.
4. Relationship management – the ability to inspire, influence, and develop others, whilst also managing any conflict.

A diagram might help. This one shows how you might progress through the four quadrants, or stages, of EQ:



>>>



Emotional Intelligence: The Missing Link?

Lynne Barrie



You might also want to see how you compare with the following list of the 'Top Ten Habits of Emotionally Intelligent People'. Such people:

1. Label their feelings, rather than labelling people or situations.
2. Distinguish between thoughts and feelings.
3. Take responsibility for their feelings.
4. Use their feelings to help them make decisions.
5. Show respect for other people's feelings.
6. Feel energised, not angry.
7. Validate other people's feelings.
8. Practise getting a positive value from their negative emotions.
9. Don't advise, command, control, criticise, judge or lecture to others.
10. Avoid people who invalidate them, or don't respect their feelings.

Some researchers claim that having good EQ is an inborn characteristic, while others suggest that we can improve our own EQ with practice. In a way you become your own coach at helping yourself listen to your feelings. We do need to become sensitive to others if we are to have an influence on them. As ADIs, or driver development coaches, we are in a close, confined space with our pupils. This puts us in a very good position to learn to recognise and understand their feelings and emotions.

Good coaching requires EQ but so does safe driving. When a pupil displays good EQ, be sure to praise them. The more you encourage EQ in your pupils, the easier it is to coach them. For example:

I know a 17 year old who having stayed up nearly all night to meet the deadline for an art exam, then chose not to drive to school the next morning. Even though she was tired, she walked rather than driving for practice as she usually did with her mum: she didn't think it was safe to drive. She deserved real praise for being so sensible and for being able to use her EQ. This is the kind of behaviour to praise in pupils of any age.

It is really important to get a pupil in learning mood at the start of a session. Simple questions such as, "How is your day going?" and being genuinely interested in the answer, can be a good way to start.

The technique used here is question, then challenge, then praise. For example:

You as coach: "How is your day going?"

Pupil: "Well, OK I suppose."

You: "Didn't you say you had exams soon? How's the revision going?"

Pupil: "Yes, they start next week and I'm panicking that I won't be ready."

You: "It's a difficult time for you. If it helps we could skip the lesson next week so you have more time to revise. What do you think?"

(Don't worry! They'll be back and will see you as more caring).

I hope this article has helped you understand why understanding EQ will help in your lessons and that it is something that can be improved with practice.

"EQ is an attitude and a way of being. Coaching is behaviour plus the practice of EQ. Both are life skills that can be developed." - J. Whitmore (2003)



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Parliamentary Under Secretary of State

Guy Opperman MP



Guy Opperman was appointed Minister for Roads and Local Transport at the Department for Transport on 13 November 2023.

He was previously Minister of State at the Department for Work and Pensions between 27 October 2022 and 13 November 2023, and Parliamentary Under Secretary of State at the same department between 14 June 2017 and 8 September 2022.

He served as a Government Whip (Lord Commissioner of HM Treasury) from 12 May 2015 to 14 June 2017. He was elected Conservative MP for Hexham in May 2010.

Education

Guy was educated at Harrow School, he went on to read law at the University of Buckingham. He also gained a first class diploma from the University of Lille.

Political career

Guy previously served as Private Parliamentary Secretary to Mark Harper, the then Immigration Minister. He served as an Assistant Government Whip from May 2015 until July 2016.

Career before politics

Guy was called to the bar in 1989. He spent 20 years as a barrister and was also Director of his family's engineering business until 2009.

Personal life

Guy is an amateur jockey and rode his first win in 1985.

Guy Opperman has responsibility for:

- roads maintenance and infrastructure delivery (including National Highways)
- motoring agencies (DVLA, DVSA, VCA)
- local transport including buses, taxis, light rail
- active travel (cycling and walking)
- Kent including BROCK, TAP
- EES and borders
- haulage
- Future of Freight
- women's safety
- accessibility (cross-cutting lead as Ministerial Disability Champion)

A GUIDE TO ADINJC



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Well, it's hard to believe I know, but this is my 100th and last column. And I will open with a story from the Mirror of October 26th. It said that a Range Rover once owned by the late Queen is going under the hammer. The 4x4, which Her Majesty drove herself, is expected to fetch up to £60,000 in the sale. Iconic Auctioneers says the third generation L322 Range Rover was customised to royal specifications. It was first registered in 2004 and the Queen was pictured getting out of the vehicle at the Royal Windsor Horse Show that year. Finished in Epsom Green, it was fitted with a modified front grille with covert lights, front and rear seat covers, the mandatory dog guard, load space mat, side steps and mud flaps. The vehicle has covered 109,675 miles from new and comes with a full service history including trips to specialist mechanics in Mayfair and Windsor. Iconic Auctioneers says: "There will doubtless be any number of royal fans bidding for this gracious piece of automotive history." They have set a guide price of £50,000 to £60,000 for the sale, which will take place at Birmingham NEC on November 11th. You will have to keep an eye on the press to see what figure it achieved.

And the Mirror of November 7th had a piece which told how a speeding businessman tried to dodge a driving ban by claiming he was upset at the death of the Queen. Andrew Peters, 63, was caught driving his Volkswagen Golf at 68mph in a 60mph variable speed zone on September 8th last year. He was flashed by the camera on the M5 at 6.45pm – 15 minutes after Her Majesty's death had been announced to the nation. Mr Peters told magistrates in Worcester that he had been distracted after listening to the shock news on his car radio. He said: "I was distracted, and I missed the sign. I was born in the 1960s, the Queen was part of my life." Mr Peters was also fined £384 and ordered to pay a victim surcharge of £154. Well, there we all are then.

And there was a story in the Mail of October 31st which said that Sadiq Khan's expansion of London's Ultra Low Emission Zone (Ulez) means the scheme is now bringing in £715,000 a day – more than double the previous amount. According to a report, an average of 57,200 drivers daily are paying £12.50 to enter the London zone. This up from 24,712 earlier this summer before Ulez's dramatic expansion, which came into force on August 29th and pushed the zone all the way to the boundaries of the M25. It means the Labour Mayor's scheme is now raking in £715,000 a day on average – or £22.1 million in the first month of its expansion. Before, it was netting just over £300,000 daily on average, or around £9.5 million a month. The figures do not include money for non-compliance. On average 2,696 fines a day are being issued by the legion of cameras Mr Khan has deployed to enforce the scheme. The charge generally applies to petrol cars made before 2005 and diesel cars made before 2015. I'm just jolly glad I live hundreds of miles from London.

And the Sun of October 14th had a piece which said that anti-Ulez activists are planning to destroy eight out of ten cameras in the next coming four weeks. They claim they have "exciting plans" that will bring the pollution charge scheme "to its knees". The 250 so-called Bladerunners are targeting 1,420 out of the 1,775 cameras brought in by mayor Sadiq Khan to identify non-compliant vehicles being driven across the capital. One activist said: "People are attracted to this. It's up to people if they want to take action. Jail is on the table. It's that serious". Another said: "We will not stop until we have our freedom. We are sick and tired of this taxation. We are struggling to make ends meet." Harry Jenkinson, 56, has been using protest signs to block a camera in Bexleyheath. "It's the little man sticking up for himself," he said.

And the Mirror of October 25th had a piece which told how a Ferrari F50 once owned by Rod Stewart is up for auction. The 202mph dream car was bought by the singer in 1997 and would have cost him around £390,000. But its rarity means the current anonymous owner could net up to £3million. The car boasts a 'race-derived' 4.7-litre V12 engine and has 10,998 miles on the clock. Accompanying its sale on November 12th is the Ferrari Classiche 'red folder', plus a history file. It includes an original document showing the car was registered to Stewart at his estate in Essex. Ed Callow, of Collecting Cars, said: "F50s have rocketed in value since Sir Rod Stewart owned this one. I wouldn't be surprised if it makes north of £3m." Another one for you to keep an eye on the press for.

And the Mirror of October 30th had a story with the headline 'End petrol rip-off'. It said the RAC is calling on retailers to cut the price of petrol by 5p a litre due to lower wholesale costs. The automotive services firm says there is currently a "big lose-lose", where drivers are missing out on cheaper fuel and the Treasury is losing out on tax revenue. At the moment, the average price of unleaded stands at 155.33p but the Big Four supermarkets' margin was 14p in October, double the figure for the year to date. Simon Williams, of the RAC, said: "Drivers should be furious that the 5p-a-litre duty cut, which had been in place since the end of March 2022, is not being passed on at forecourts. While retailers argue their costs have increased due to inflation, there is a definite link between pump prices and consumer price inflation." This summer, the Competition and Markets Authority found Sainsbury's, Asda, Tesco and Morrisons had all overcharged drivers by 6p a litre in 2022. Well, I never have and never will buy supermarket fuel.

And there was a very sad story in the Mail of November 7th. It told how a drunken father who crashed his car before leading his 12-year-old son to his death crossing a motorway on foot was jailed for ten years. Matthew Rycroft, 37, overturned his Audi before forcing his son Callum, who was autistic and had spina bifida, to follow him for 15 minutes along the M62 in West Yorkshire. The pair crossed to the central reservation and Callum was hit by a car. Rycroft was so drunk he didn't even realise his son had been struck and was found hiding in bushes nearby. He admitted manslaughter, dangerous driving, and failure to provide a specimen. Leeds Crown Court heard he ignored pleas from his parents on the phone not to drive, with Callum heard crying in the background. Somehow, I feel that sentence was insufficient, do you not?

And the Mail of October 31st had a piece which told how Wales's Labour government has been accused of 'hypocrisy' as it emerged nearly half its fleet of chauffeur-driven cars are diesels. Data also reveals Welsh ministers are collectively driving an average of 375 miles a day. It comes despite a raft of 'green' measures in Wales, including 20mph limits and a ban on new road building projects. Figures in Freedom of Information requests revealed that five of the 12-strong fleet are diesel. Four are petrol hybrids and three are electric. Welsh Secretary David TC Davies branded Labour ministers 'hypocritical', as they are trying to "make it impossible for ordinary people to use their cars". The Welsh government said the "decarbonisation of the fleet is ongoing". Oh yes?

And, appropriately, I am writing the last story in my last column on deadline day. It comes from the Mail of November 10th. It said that, according to the RAC, vehicle breakdowns caused by potholes have reached a record high. The motoring organisation said it received 5,978 call-outs to breakdowns attributed to poor surfaces on local roads between July and September. The figure is the highest for that quarter since RAC records began in 2006 and represents a 46 per cent increase on the 4,085 incidents in the same period last year. Common problems caused by potholes include damaged shock absorbers, broken suspension springs, and distorted wheels. The cost of bringing pothole-plagued local roads in England and Wales up to scratch has been estimated at £14billion.

>>>





Garage repair data analysed by the RAC shows that drivers are paying an average of £440 if their car needs fixing after hitting a pothole for any damage more serious than a puncture. RAC head of policy said: "Our analysis of pothole-related breakdowns is sadly showing once again that the substandard state of the country's local roads is causing a world of pain for drivers, let alone those on two wheels. Fortunately, the Government has promised £8.3 billion for local highways authorities over a five-year period, which should give them the certainty of funding they need to be able to plan longer term maintenance work." Well, we can only hope.

And finally,

I will repeat a joke that I told you in my second column (I can't find the first) and tell you my current favourite:

The Times is read by the people who run the country.

The Daily Mirror is read by the people who think they run the country.

The Guardian is read by the people who think they ought to run the country.

The Morning Star is read by the people who think the country ought to be run by another country.

The Independent is read by people who don't know who runs the country but are sure they're doing it wrong.

The Daily Mail is read by the wives of the people who run the country.

The Financial Times is read by the people who own the country.

The Daily Express is read by the people who think the country ought to be run as it used to be run.

The Daily Telegraph is read by the people who think it still is.

And the Sun's readers don't care who runs the country providing she has big tits.

A man goes to see his doctor because he is not feeling very well. The doctor gives him a thorough examination and says "I think you should sit down because I have some very bad news. You have Yellow 24". "What's Yellow 24?" the man asks. "All your blood cells have turned yellow, and you only have twenty-four hours to live". The man is absolutely devastated and goes home to tell his wife. "I've got Yellow 24". "What's Yellow 24?" she asks. "All my blood cells have turned yellow, and I have only twenty-four hours to live. What are we going to do?" His wife is always very practical and says "Look, tonight is my bingo night and, throughout all the years we've been married, you have never come with me. Come with me tonight". So, he goes along to bingo and, as luck would have it, he wins the first game. And the second game. And the third game. And the national game. And the international game. The MC calls him up on the stage "You must be the luckiest man alive". "Lucky?" the man says, "I've got Yellow 24". "Good grief" says the MC "You've only gone and won the raffle as well!"

Au revoir,

Adrian

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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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Driver & Vehicle
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DVSA driver services: PCS union ballot

The Public and Commercial Services (PCS) Union has announced its intention to ballot its members within DVSA on taking industrial action.

We are aware that you and your pupils may have concerns on how this will affect driving tests.

We will provide further information when we can once the ballot has closed on 13 December 2023 and we know the outcome.

Public Liability Driving Tuition

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;

'Remove dummy cameras now'

Inactive speed cameras should be removed from Britain's roads before they cause a major collision, a road safety technology firm has warned.

Road Angel recently undertook a Freedom of Information Act request which revealed that 46% of fixed speed cameras in England and Wales were inactive.

Now the campaigners are calling on police forces and local authorities to ensure all fixed cameras are active or to remove them altogether.

Road Angel says that inactive cameras serve no purpose other than to distract motorists and warn that they have the potential to cause a major collision.

It points to an incident from 2018, when entrepreneur Shed Simove was banned from selling a dummy speed camera by police who warned him that he could face seven years in jail if one of his devices distracted a motorist and led to a collision.

Road Angel founder Gary Digva says inactive cameras had the potential to confuse drivers and served no real purpose.

He said: "We believe speed cameras serve a useful purpose in encouraging motorists to drive safely but our view is that cameras should be working.

"If a camera is inactive and remains so for many months or even years at a time then it begs the question, why is it there?

"Yes it may still play a part in encouraging traffic to slow down but it could also act to distract drivers and potentially cause an accident.

"Our view is that if cameras are present then drivers should be able to feel assured that they are working. If they are non operational then they should be removed.

"That is why we are calling on police forces and local authorities across the country to carry out an audit of cameras and remove any non operational devices as quickly as possible."

[Click here](#) to read other latest news from Road Safety GB

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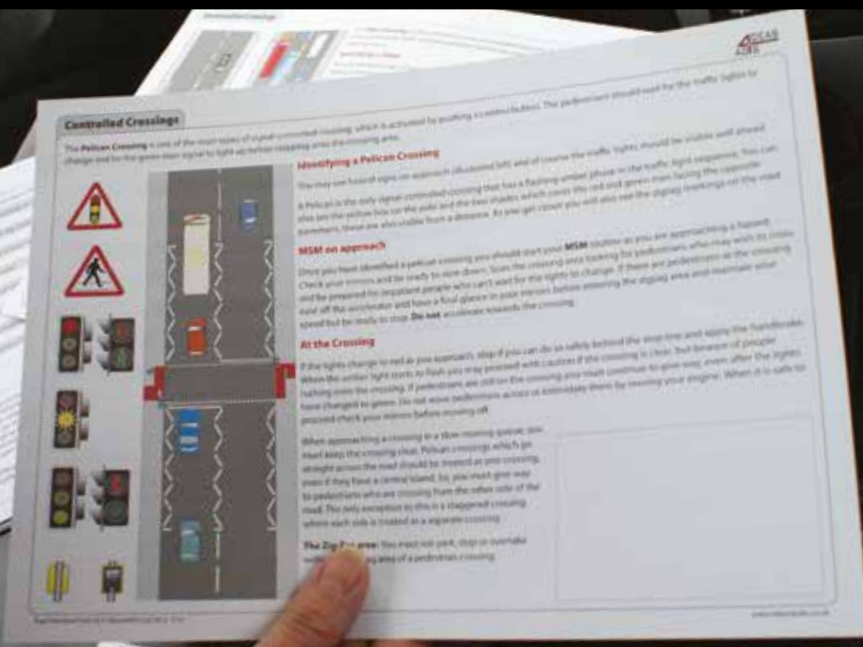


Webinar link



[Click here](#) view the recent NASP webinar during which practical test waiting times were discussed and the following information released by DVSA.

- Since April 2021, measures put in place by the DVSA to reduce waiting times for its customers, together with the ongoing recruitment of driving examiners, is creating on average over 42,900 extra car test slots each month.
- The DVSA has deployed all eligible managers and administrative staff back on the front line to do driving tests from the beginning of October until the end of March, which will create around 150,000 additional test slots.
- Car practical test waiting times remain high due to:
 - an increase in demand
 - sustained industrial action on civil service pay, and
 - people's concerns about not being able to book a test, which has led to a change in customers' behaviour.
- As of 13 November 2023, there were 562,296 car practical driving tests booked, and 82,836 driving tests available within the 24-week booking window.



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Member's' Meeting Saturday 2 December

There will be a members' meeting on Saturday 2 December at the Holiday Inn Coventry CV2 2HP.

We have some great guests that we are very happy to welcome - firstly James Gibson, Executive Director Road Safety GB will talk about the Road Safety GB Ageing Driver CPD course - there are some fully funded free places!

Then the popular Kev and Tracey Field will help us to understand why it's important that ADIs take an interest in neurodiversity and its links to anxiety.

This promises to be an excellent meeting, please find the [Agenda here](#). And the minutes of the September meeting [here](#).

You are welcome to attend but must register your interest by email to secretary@adinjc.org.uk as numbers will be limited.

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

This month as every month, thank you to everyone who contributes and helps ADINJC, most especially our magnificent Sponsors.

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QUOTE

“Even if you're on the right track, you'll get run over if you just sit there.”

- Will Rogers

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