



Would you know a dual carriageway if you saw one?

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Members News:

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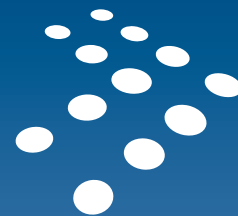


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ADINJC has recently hosted 3 events, images and feedback from The Scottish Meeting are below along with survey results from the Standards Check Made Easy and Standards Check one day workshop.



SURVEY

What did you learn from the session?

1. More information about ADINJC
2. All about the ADINJC, risk management and SC parameters
3. Dvsas are really unprepared

What did you enjoy about the session?

1. Found everything enjoyable
2. Seeing everyone in person
3. Andrew's presentation. Wish we had heard it all

Which speakers did you find entertaining & useful?

1. For me, the most useful, entertaining speaker was Alan Campbell of DVSA
2. Andy Love and Lynne Barry
3. Andrew's

Are there improvements that could be made to the session

1. Respondent skipped this question
2. Really enjoyed the two hours, flew past
3. Would have been nice for a break to catch-up & chat
(Names can be supplied on request)



The most exciting driving instructor event!

This free to attend event takes place on Sunday, 2nd October 2022 at the Heart of England Conference and Event Centre, Meriden, Warwickshire. Since its inception in 2019 almost 1,500 people have passed through the doors and we hope 2022 will be our biggest event yet.

The expo will offer unrivalled access to 50+ industry suppliers who will showcase their latest products and services, offering a valuable opportunity to see what's new on the market to help your business flourish. Visitors can also attend a wide range of topical seminars delivered by expert speakers, which will run in multiple dedicated rooms throughout the day. Key topics include business growth, coaching, lesson planning, marketing, standards checks, training, teaching aids and an update from the DVSA.

The latest confirmed speaker for the upcoming ADINJC & Intelligent Instructor National Conference & Expo...

Quentin Willson - One of the UK's best-known motoring faces, Quentin was a Top Gear presenter for over a decade, wrote and presented BBC2's The Car's The Star, started Channel 5's Fifth Gear, created the Britain's Worst Driver format and The Classic Car Show.



Session title: Talk and Q&A – How technology will change the industry.

Quentin will cover topics such as EVs, charging, range, driving to harvest energy, the decline of the manual gearbox and more.

We are delighted that Quentin will again be available to speak at the Expo. We have been privileged to have him as our Patron for several years now, and look forward to seeing him again.

Never been to one of our conferences before?

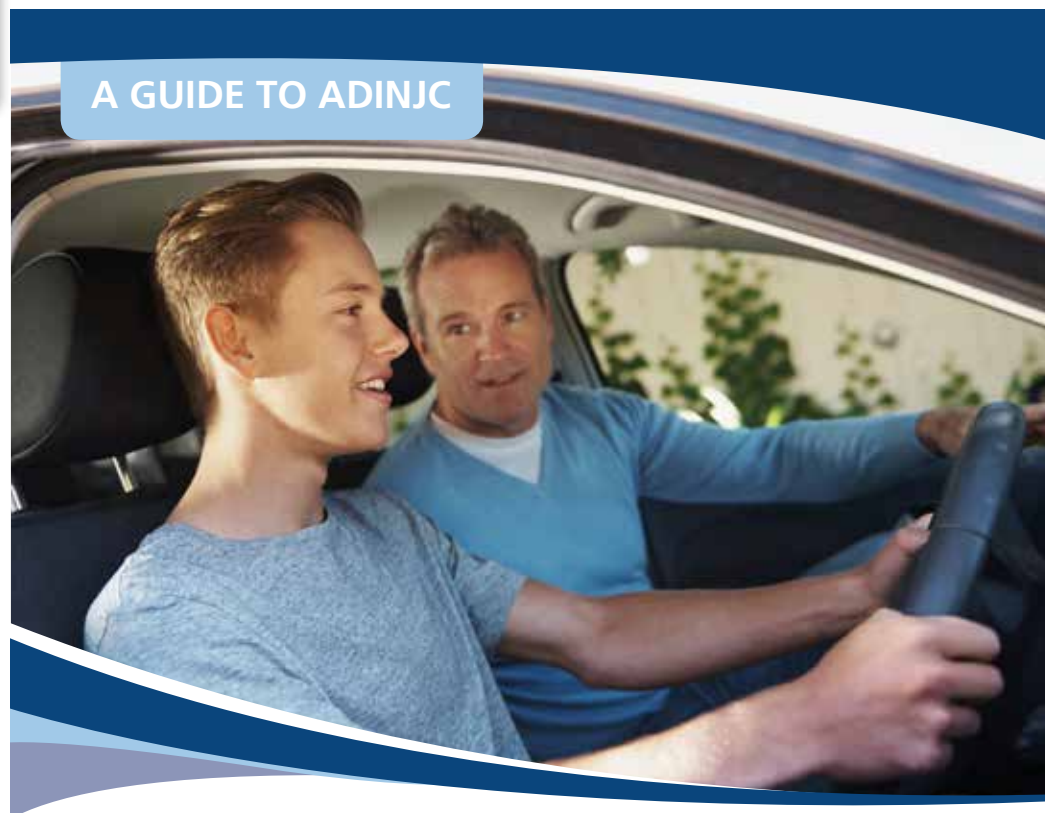
Watch our short video below to get a feel for the event! 2022 is set to be the biggest and best yet!



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A GUIDE TO ADINJC



Professional Indemnity Driving Tuition

Why is Professional Indemnity cover so important?

Because we all make mistakes in life, including in our business operations as a driving instructor.

However, if you make a mistake in running your driving school, the consequences can be very serious. You could, for instance, be sued for vast sums of money. Professional Indemnity will provide you with protection in case someone decides to take action against you even when you haven't done anything wrong.

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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You'll find the latest updates regarding DVSA via www.n-a-s-p.co.uk

A new online portal for complaints and feedback

We have launched a new **online portal** for our customers who wish to make a complaint or send positive feedback.

We're committed to providing a high quality of service to everyone, but we need you to tell us if we get things wrong. We'll listen to your complaint and treat it seriously and in confidence.

This new portal is part of our commitment to providing the best and most efficient service possible to customers.

What this means

When using the online portal, you will be asked for necessary information up front as part of the complaint or feedback submission. This will make the process more efficient.

How to give feedback

Information on how to make a complaint is available on GOV.UK, where you will also find the **new portal**.

Explaining more about mock driving tests

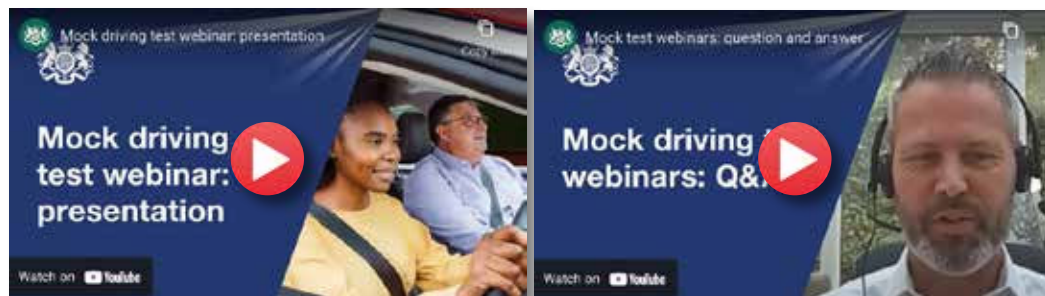
Graham O'Brien, DVSA Assistant Chief Driving Examiner, has blogged about the work we've been doing to promote mock driving tests – including our recent webinars.

Over 1,000 driving instructors joined one of the webinars. And 99% of those who left feedback recommended that you should watch the webinar too.

You can now watch a recording of:

- the main presentation that opened the webinars
- the question and answer sessions from 3 of the webinars

You can also find out how to listen to 2 recent driving instructor podcasts where Graham was a guest, talking about mock tests. [Read Graham's blog post here to find out more](#)



ADINJC Training

Essential Teaching Skills Webinars

Questioning Skills

Monday 12th September 6.30pm to 8.00pm

Feedback Skills

Monday 26th September 6.30pm to 8.00pm

Listening & Positivity Skills

Monday 10th October 6.30pm to 8.00pm

Identifying The Needs Of The Pupil

Monday 17th October 6.30pm to 8.00pm



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Improving the Ready to Pass? toolkit from your feedback

We've updated the 'Ready to Pass?' campaign toolkit for driving instructors in response to your feedback. We have:

- made it easier for you to access the toolkit - you can now preview, download and save individual graphics, rather than having to download a zip file (a file that contains multiple files) with everything
- updated the toolkit and graphics with a new friendlier website address of www.gov.uk/ready-to-pass, which takes users to the campaign website (the old links still work)
- added animated graphics (GIFs) which you can download and use on your own website or social media

We'll continue to improve and add to the toolkit over the coming weeks. We'll let you know when we make any major changes.

[Visit the updated toolkit.](#)



The Department for Transport (DfT) recently published the official driving test statistics for 1 January to 31 March 2022.

The data shows that 425,900 car driving tests were carried out between 1 January and 31 March 2022 (up 14% compared to the same period in 2020).

The pass rate for car driving tests has reduced to 47.1% - down from 48.1% between October and December 2021.

[For more information on the stats read our news story on GOV.UK.](#)

To help learner drivers understand when they're ready to take their test, and to reinforce the messages you are giving to your pupils, DVSA has recently launched the 'Ready to Pass?' campaign at www.gov.uk/ready-to-pass

Thank you for your support

DVSA would not have been able to increase the number of tests without the support and help of you and our driving test examiners.

Thank you for continuing to provide high quality training to your pupils and preparing them for their tests and encouraging them to delay it if they are not ready.

The work is not finished yet and we will continue to work with you to help get more new qualified drivers on the road, helping them to have access to employment, education and the economic and social opportunities that will help support the country's recovery.



Pupil Handout Packs

**Our pupil handouts are the perfect tool to reinforce your in-car tuition!
25 A4 handouts per set, 20 sets in a pack – that's enough to support 20 pupils!**

Quality

"I wish to congratulate you on the quality and format of your pupil handouts."

PC DVSA ADI

Professional

"It adds immensely to the overall professional image. They give the student something to refer to in practice and in between lessons to keep the knowledge fresh."

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

Visit our website for more details and offers on our training material.

www.ideas4adis.co.uk



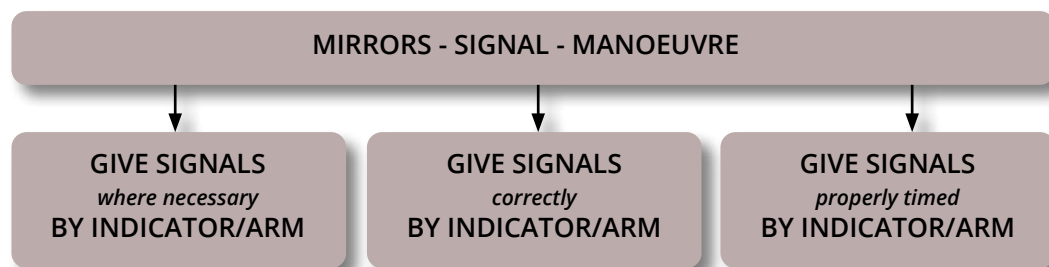
This is the fourth of a series of lessons for the learner driver. This subject of signals will undoubtedly be touched upon on every training session that you give.

Signals are the most obvious means of communication between drivers and all other road users. They are usually given by direction indicator but can also be given by arm. Sometimes we complain about the lack of signals from other drivers. We should, instead, identify how a driver's intention may be determined by where he or she is looking, the vehicle's speed, or the direction where the vehicle's front wheels are pointing.

The Key Learning Points can be summarised as:

Use of Signals - Instruction given to a partly trained learner

"Remember: Mirrors – Signal – Manoeuvre" is given as advice in the Highway Code.



The decision on any use of signals must involve consideration of all road users that are nearby.

Stage of ability

- Partly trained

Recap

- Use of signals

How much knowledge does your learner have about the use of the indicator signals? Do they have any knowledge of the way that intentions are conveyed, such as vehicle positioning?

Core of the lesson

- How will you link previous learning?

Mirrors Signal Manoeuvre (MSM)

Use of the MSM Driving Plan. Observe and assess the movement of all types of traffic ahead, to the side and behind the vehicle and decide the best use of:

- Signals

The importance of giving signals by direction indicator or arm

- where necessary
- in good time
- correctly

- Correct use of horn and flashing headlights

Useful lesson hints:

- Use the illustrations in the Highway Code and Driving – Essential Skills to introduce or review the key lesson points
- Encourage the thoughtful use of signals, including the use of arm signals to reinforce normal use of indicators.
- On an ADI Part 3 test you will also be expected to deal with pedestrian crossings in the same period.

Additional useful lesson hints:

- Teach the meaning of signals given by other road users by:
 - flashing the headlamps
 - arm (particularly pedal cyclists and horse riders)

Phraseology

"Indicate left."

"Indicate right."

Develop this instruction to:

"Do you need to signal before moving away?"

"At what point will you need to signal?"

"Has your signal cancelled?"

Skills Development

Correct signals must be given where they are needed and in plenty of time. This skill is a key element of the system of driving taught to new drivers and developed by expert advanced drivers – Mirrors Signal Manoeuvre (MSM). MSM provides the foundation of every driving instructor's lesson plan.

Instruction Method: Below are some examples of questions that you might ask your learner when they have practised sufficiently. With experience you can devise your own bank of possible questions. Questions used must be appropriate to the learner and the circumstances of the lesson. Judge the balance of "telling" and "Q&A" on how the learner responds to your guidance.

Topic Key Point:	Sample Question:
Signals by direction indicator	How do you normally communicate with other road users?
Signal use	When will you usually need to indicate?
Signal timing	At what point should any necessary signal be given?
Correct signals	What must you ensure about your signal?
Signals by arm	When might you need to give an arm signal?
Arm signal use	How do arm signals help other road users?
Use by other road users	Which road users can only use arm signals?



Typical faults to anticipate

- Signals not given correctly, in good time or where necessary
- Unnecessary signals.

Methodology

As with all driving practice under instruction, we need to complete the instructional core competencies by being sure that our learners know and understand the causes of any driving faults and the solutions that have been provided. The decision whether you need to instruct or coach, or how to use a combination of both, is a professional choice for you. "Client centred learning" by default needs to take into account your learner's "learning style".

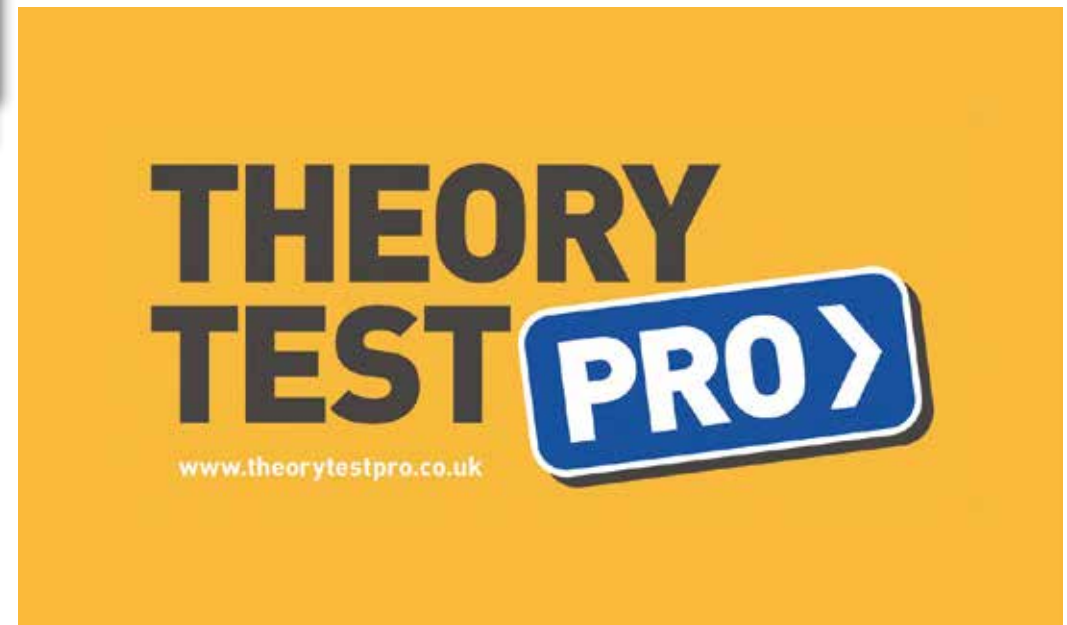
Instruction – this is tailored into mostly full and guided instruction. When we're dealing with a complete novice or Partly-Trained learner, we need to instruct them until they firstly gain confidence and secondly, remember what to do and when to do it. We are teaching them to learn a new skill.

Coaching – is more by suggestion or possibly demonstration than instruction. Coaching is giving the driver an idea to try out, thereby taking more ownership and responsibility for, driving better.

Modern educational thinking encourages use of coaching skills. Remembering the obvious, that we are teaching people to drive on busy public roads, our methodology is important to ensure a safe learning environment. Coaching skills, used appropriately are an effective means to raise awareness and build self-responsibility, with the learner, in time taking ownership of the driving task.



Next month we will look at 'Junctions'



Book Review

How To Become A Driver Trainer by Bill Lavender

Reviewed by Andrew Love, Training Team Leader **ADINJC**, ORDIT Grade A Trainer.

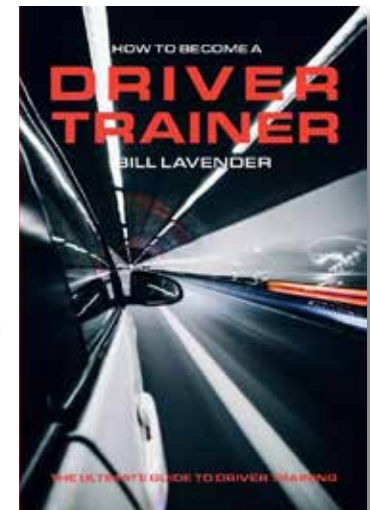
As someone who is dyslexic, this book is very easy to read, the type is sympathetic to my condition, there are lots of tables & diagrams to help me digest the information effectively.

As well as the useful information about becoming a driver trainer, the book also discusses what is needed to become a great trainer. What I think is particularly useful is how the chapters reference & link to the relevant documents or publications from the DVSA & current research; i.e. The National standard for driver and rider training, The National standard for driving cars and light vans & The Goals for driver education.

The book examines 'issues' that other publications don't focus on, i.e., customer care, how to make a living & other opportunities that are open to you once you've qualified as an ADI, including, running a business, costing your sales, how to get the most out of your qualification, different driving techniques, sectors in the market that require the ADI qualification & throughout the book discussions about driver behaviour.

In summary, it's very useful for those wishing to enter the driver training sector.

Andrew Love. Cert Ed. MIMTD. AMRSGB



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Latest from Road Safety GB

Road SafetyGB

[Scheme to rate safety and sustainability of e-scooters](#) - [Click here to read the full story](#)

Work is underway to develop a new safety rating system for e-scooters, e-bikes and other forms of micromobility.

As well as safety, it will evaluate and rate machines based on sustainability and social responsibility.

It is expected to launch later this year, initially targeted at privately owned and rental e-scooters.

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



Latest news from DfT



[Driving licensing review](#)

A call for evidence that seeks views on potential opportunities to improve our driving licensing regime.

This consultation closes at **11:45pm on 28 October 2022**

Consultation description

During the coronavirus (COVID-19) pandemic and the subsequent HGV driver shortage crisis, the government rapidly put [33 actions in place to address these](#).

Eight of these actions came from expanding the HGV driver testing capacity and improving the licensing process. The licensing improvements were achievable partly due to the fact that we had left the European Union and had the freedom to change our legislation to improve our testing and licensing regime.

We now wish to explore whether there are any further opportunities that could be available to us. These include whether to grant drivers who have category B car licence entitlement additional entitlement to category C1 (7.5 tonnes) goods vehicle entitlement and whether to grant drivers who have a category B licence entitlement to a minibus category D1 licence.

In addition to other ideas on licence categories, there are proposals to raise the standards of HGV instruction and improve pass rates and to permit a person who has held an HGV category C licence for 2 years to drive PCVs for maintenance and repair purposes.

Any changes would need to ensure continued safe use of our roads and be economically proportionate. That is why we want to hear the views of those who help make our driver licensing regime efficient and safe and be guided by the feedback.

[Access the consultation document here.](#)

Ways to respond

[Respond online here](#) or complete a response form and either

Email to: licensing.consultation@dft.gov.uk or

Post to: Department for Transport, Driver Licensing CFE, 3rd Floor, Great Minster House, 33 Horseferry Road, London SW1P 4DR



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Would you know a dual carriageway if you saw one?

Tom Stenson - Worcestershire Driver Training



Knowledge of your local area is important as an instructor, how else can you set appropriate challenges and constructively answer questions from learners? Following some interesting conversations with instructors, examiners and learners, it seems there is some confusion on what a dual carriageway is and how to identify one. To try and ensure I was giving the correct technical information to my learner drivers and PDIs, I decided to undertake some research.

Surely the easiest way to identify a dual carriageway would be to look for the blue sign with white writing telling us of the dual carriageway ahead. Without this sign, how else could we tell?

Let's start with some technical information. These definitions are all taken from the national archives published by the UK government, with the links given at the end of this article.

Here, a dual-carriageway road means "a road part of which consists of a central reservation to separate a carriageway to be used by vehicles proceeding in one direction from a carriageway to be used by vehicles proceeding in the opposite direction"

A central reservation is described as either of the following:

- (a) any land between the carriageways of a road comprising two carriageways; or
- (b) any permanent work (other than a traffic island) in the carriageway of a road, which separates the carriageway or, as the case may be, the part of the carriageway which is to be used by traffic moving in one direction from the carriageway or part of the carriageway which is to be used (whether at all times or at particular times only) by traffic moving in the other direction

Driving the essential skills and the highway code describe a dual carriageway as a road where lanes in one direction are separated from lanes in the other direction by a central reservation. There may be a safety barrier along this central reservation. Once on a two-lane dual carriageway you should stay in the left-hand lane and use the right-hand lane for overtaking and turning right. On a dual carriageway with three or more lanes, you may use the middle lanes or the right-hand lane to overtake but you should return to the middle lanes and then the left-hand lane when it is safe to do so.

So, can we have a single lane dual carriageway? The answer is yes! If we go by the definitions described above, a dual carriageway can have single or multiple lanes if the carriageways are separated by a central reservation.

There is a dual carriageway in Worcester which forms part of the A449. The road is clearly marked as national speed limit, which as we know means the maximum speed is 70mph. This road goes from a two-lane dual carriageway down to a one-lane and then back to a two-lane. The reason for this single lane is due to a right turn after a large bend. This section of road is also marked as a national speed limit, meaning the maximum speed is 70mph, despite it going down to one-lane. This is still a dual carriageway, as it has a central reservation that separates the two carriageways.

This is a great example of, no matter how experienced you are in the driver training industry, your local area can help you expand your knowledge of the highway code. Using opportunities on the road to apply the highway code can make excellent "teachable moments". As an instructor, always ensure you research the technical information you give out and use all opportunities to clarify and expand your own understanding.

Useful links:

"central reservation" - <https://www.legislation.gov.uk/uksi/2002/3113/regulation/4/made>

"dual carriageway road" - <https://www.legislation.gov.uk/ukpga/1984/27/schedule/6>



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Road Safety Information

Graham Feest ADINJC
Road Safety Advisor



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



Items this month include:

- Reducing Casualties by Stopping Crashes
- How to Become a Driver Trainer
- An Unexpected Positive Impact
- Optimising Kerbside Space
- Tagging Disqualified Drivers
- Direct Vision Standards Proving Their Worth
- Driving Instructor Demand Survey
- M4 Smart Motorway Moves to SVD Testing
- Motorcycle Thefts
- Pot Hole Education
- Active Travel England
- Life Sentences a New Option for Judges
- A 20 Minute Neighbourhood
- Drink Drive Limit
- Medical Questionnaires
- Changes in Extrication Practices
- Operation Vertebrae
- Rental E-Scooter Trials Extended to 2024

And much more!

DIPOD Show 198 - Mock Tests & Aggression

DIPOD - The Driving Instructors' Podcast -
Sponsored by ADINJC for the discerning ADI!

Show 198 - The latest episode from Dipod is now freely available for your listening pleasure! Your response is always welcome at www.dipod.co.uk

In this second show with DVSA representative Assistant Chief Driving Examiner Graham O'Brien, we go in deep on conducting mock tests. We also cover other subjects including Standards Checks, Mirrors in pairs and aggression.

Find the latest show at www.dipod.co.uk

Please tell a fellow ADI about the Driving Instructors Podcast and help spread the word!

Catch up now on all 88 minutes if you haven't done so already and as always, these shows are not to be missed!

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

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- 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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Machiavelli The Prince (Or The Driving Instructor)

Liam Greaney
Driving-Pro Limited



Machiavelli The Prince is all about power. In his opening letter to Lorenzo De Medici what he is saying is that to know power you must be powerless, but to know powerlessness you must be powerful.

In my previous article How To Win Friends And Influence People (Or Pupils) we looked at soft power and how to change people. With Machiavelli we are looking at hard power and its use and how the driving instructor might use this.

For background: Machiavelli was a product of the renaissance which means a rebirth. What the renaissance was, was a rediscovering of the writing of the Romans. Florence was the centre of that rebirth and he was a son of that great city.

His world was made up of lots of little city states and some empires like the Ottoman one. We started to see the emergence of great nation states like France and Spain. What he wrote about was, what was happening around him and his observations on that. He both knew power and powerlessness.

Machiavelli only served the republic and was imprisoned and tortured when The Medici regained power. I personally think he has been given a very bad press and he was very much a man for the people. It is a constant theme in The Prince.

There are many versions of this book. The differences being how the actual text is translated from medieval Italian to modern English and the introduction which gives some background both to Machiavelli himself and the times he lived in.

I have given some quotes and the chapter from which they are taken if you want to read more. The book itself will be about 80 pages with the background information adding more pages according to the version you get hold of.

"Whether it is better to be loved than feared, or the reverse. The answer is that one would like to be both one and the other: But because it is difficult to combine them, it is far better to be feared than loved if you cannot be both." Chapter 17.

This is perhaps his most famous quote. As driving instructors certainly none of us want to be feared and when they have the test pass certificate in their hands, we are surely loved. Hopefully this love remains long enough for our pupil to write a glowing review of our services.

But what did the man really say. He said if you are only loved, people will break promises to you to their own advantage. An instructor who never charges for cancellations will have many more cancellations than one that does charge.

For feared in our context here, we might say that there are consequences if your pupils do not keep their word. By this in the book he means punishment. As far as I am aware no driving instructor has their pupils flogged if they cancel lessons. Or possibly executed if they are serial cancellers. The dread of having to pay for a lesson they have cancelled is the best we can do.

But with the above comes a very important caveat which is, if you cannot be loved, above all you must avoid being hated. Nobody learns in a good way from those that they hate.

Machiavelli makes the point that one way hatred comes is when you take men's money and women's virtue. In other chapters he talks about extraordinary vices as a means of being hated. I must admit I am intrigued as to what extraordinary vices a driving instructor could have that would make their pupils hate them.

The meaning here is about control. We can't control if we are loved or not by our pupils. But we can control if we are hated simply by being professional. For us that means being as professional as we can be and maybe a clear set of terms and conditions so your pupil knows what is expected of them. And is aware of the consequence of: for instance not giving 48 hours notice of a cancellation.

"A Prince, therefore, must have no other object or thought, nor acquire skill in anything except war, its organisation, and its discipline." Chapter 14.

A driving instructor, therefore, must have no other objective or thought, nor acquire skill in anything except than the practice of safe driving, its organisation, and its discipline.

Machiavelli says the prince should practise hunting to understand the land but also to condition his body for the hardship of war. But how can this relate to driving instructors.

Certainly you should be driving the way that you teach your pupils to drive. Doing so will mean that you see the advantages of driving done correctly. But more importantly you will be aware of how the practice impacts you and other road users. Also when you are driving in your tuition vehicle you are an advert for safe driving.

On the practical side the preparation for and the taking of advanced driving tests is useful. If nothing else they are a reminder of what your pupils go through.

Machiavelli says: The Prince should read history to know what other great men have done. He said we should learn what others have done both in victory and defeat. The Prince should model himself on great men.

For us as instructors this is CPD. The ADINJC has some great courses and trainers. We should all be learning. The more we know and understand about this job the better and more interesting it becomes. Treat every day as a school day.

There is always something that can be learned. I always want to learn something from the pupil. It might be a turn of phrase or a way of viewing the world. For instance when overtaking cyclists I always say "give enough room for a fat policeman". I stole that from a pupil and use it all the time. That vivid description works very well.

Machiavelli The Prince (Or The Driving Instructor)

Liam Greaney
Driving-Pro Limited



Having a life outside driving instruction is good. If we are one dimensional we are not reaching our full potential. The practice of existing skills and acquiring of new skills will help us reach our pupils. The skill itself will help us reach some. But the process and our understanding of it will help us reach many.

"So it follows that the prudent ruler cannot, and must not, honour his word when it places him at a disadvantage and when the reasons for which he made his promise no longer exist." Chapter 18.

Am I saying that a driving instructor should break his word? I promise to take all my pupils to the test when they are ready to pass. I even have a learning agreement that they sign agreeing to take my advice.

So what happens? The poor pupil under pressure from their family or work puts in for their test without telling me. They take the advice of someone who last took a driving test 30 years ago and would not stand a chance in hell of passing it. Do I feel guilty about telling them to put it back. Not likely, but it can lead to difficult conversations.

Remember that bit earlier about loved or feared. You will certainly be loved for a very short time if you take them. But not necessarily be loved by the examiner if they fail badly.

People and pupils will break their promises to you to their own advantage. They won't be bad people either. The reasons they give will be valid. But remember if you are taking a pupil to test who originally said he would take your advice and then did put in for it without telling or clearing it with you. Have they not broken their word first. Is this not a change of circumstances under which they agreed to follow your advice.

"I believe that it is probably true that fortune is the arbiter of half the things we do, leaving the other half or so to be controlled by ourselves." Chapter 25

How often as instructors do we hear "with a bit of luck they will pass". Machiavelli says half is luck and half is chance. It is clear from his writing that a lack of preparation will mean that luck is the sole arbiter.

Certainly as driving instructors the better prepared our pupils are the better the chances are that they will pass. I might add that the better prepared we are, the better chance our pupil has of passing.

Machiavelli says we proceed according to our own nature. That luck can be changeable, but we ourselves tend not to be. He says luck favours the bold and boldness favours the young.

As I write this I keep seeing the young lads who I train, chopping at the bit to have a go. They know that while what I say is true, they might get lucky. We are all familiar with the look that says you are old and boring, while they the pupil is young and daring and has the skills to blast this.



ADIs working for ADIs.

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:

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

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

@ADINJC



ADINJC is fully supportive of this petition, which is currently at 8,000 signatures - it would be great to get it up to 10,000, so please help by signing, if you haven't already. And by circulating it to your students, friends and family.

Abuse and intimidation on the road towards learner drivers is still widespread. A shocking 81% of learners have experienced abuse or intimidation from other road users, which leads to 72% of learners making mistakes. Marmalade Insurance have made it their mission to put a stop to this, and they need your help!

Help make a difference!

Marmalade Insurance are asking the Government to do more to prevent on-road bullying of learners by introducing measures to impose stronger sentences on drivers who drive carelessly or dangerously around learner drivers.

They'll also be raising awareness amongst all road users, providing guidance to learners on how to deal with on-road abuse, and sharing resources on how road users can curb their road rage. Read more about their campaign [here](#).

What other learner drivers say...

- I've had drivers get out the car and shout, or wind down their windows and call me useless.
- Drivers make you feel as if you're wrong when you follow the rules and they break them.
- I got verbal abuse and rude hand gestures... and stalled the car.
- The road is a scary place! I don't drive anymore because of the other people on the road!
- Beeping at me isn't going to make me recover from stalling any quicker!

The dedicated team at Marmalade is at the end of the line to answer all your enquiries and to signpost you to Marmalade products.

You can call them on **0333 323 2615** or if you prefer, you can email them at info@marmaladenetwork.co.uk



EARN (EVEN) MORE!



This August, the **Marmalade Network** will be increasing our usual commission rates which are **increasing by up to 50%** for policies that start in the month of August!* **Start referring your students!****

Our August commissions

- | | |
|--|-------------------------|
| • Named Young Driver Insurance: | from £75 to £100 |
| • Black Box Insurance: | from £50 to £75 |
| • Pay As You Go Insurance: | from £40 to £50 |
| • 240 Day Learner Insurance: | from £40 to £45 |
| • 180 Day Learner Insurance: | from £35 to £40 |
| • 120 Day Learner Insurance: | from £30 to £35 |
| • 30, 60 or 90 Day Learner Insurance: | from £25 to £30 |

marmaladenetwork.co.uk
0333 323 2615



* only policies that have a start date in the month of August 2022 will have the higher level of commissions applied against them, policies starting in July or September will still have the standard rate of commission applied.

** Marmalade Network would like to remind you that we only ever ask you to refer a student where it is a good fit for them, if you are unsure then ask them to give us a call and we will happily run through their options based on their circumstances.





New training dates have been announced across the country in the company of Andrew Love, our Head of Training and various members of our training team. These events are definitely not to be missed - the combined expertise from our range of trainers is second to none. Book now for our face to face and online courses, covering Standards Checks, Part 3s and Mock Test Madness! <https://www.adinjc.org.uk/training/#adinjc-courses>

Tues 13 Sept - Standards Check Workshop - £99 members £120 lite members

Holiday Inn Corby-Kettering

(A 43 Geddington Road, Corby. NN18 8ET)

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](#)

Essential Teaching Skills Series

The ADINJC are pleased to be running a series of webinars facilitated by Lynne Barrie & Andrew Love called Essential Teaching Skills

They are designed to enhance your teaching skills to bring the best from your student.

The skills that will be discussed are -

Mon 12th Sept - 6:30-8pm - Questioning Skills - £30 (£25 for premium members)

The discussion will cover recognising the importance of using efficient Q&A, understanding the principles of Q&A, types of questions, use of 5 W H (what, where, when, who, why & how), imbedded commands, action questions, probing questions and overcoming objections.

Mon 26th Sept - 6:30-8pm - Feedback Skills - £30 (£25 for premium members)

Types of Feedback, instructor led, student led, benefits of well-structured feedback, feedback loop, scaling, Gibbs Cycle.

Mon 10th Oct - 6:30-8pm - Listening & Positivity Skills - £30 (£25 for premium members)

What is active listening? Being attentive, non-judgemental, reflecting, clarifying, summarizing, looking for the good points.

Mon 17th Oct - 6:30-8pm - Identifying the needs of the Pupil - £30 (£25 for premium members)

The difference between lesson goals & needs, what is meant by the needs of the pupil? What's the difference between needs & wants? How to identify the needs in driver training. Does the pupil know what they need? Getting agreement to change the plan. How does it link to a good lesson?

You can purchase ALL FOUR or individually. >>>>> [BOOK YOUR PLACE NOW](#)

Receive a 20% discount if you buy all four - that's £96 for all 4, £80 for premium members

Tues 15 Nov - Standards Check Workshop - £99 members £120 lite members

Holiday Inn Preston, The Ringway, Preston PR1 3AU

The workshop will examine the recent changes to the timings of the assessment, so you feel more

confident and prepared when attending your appointment with the DVSA. 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. It includes lunch and refreshments throughout the day, free parking, a resources pack and CPD certificate and it is held in a very relaxed and friendly atmosphere. >>>>> [BOOK YOUR PLACE NOW](#)

If you register as a premium member then you will get the cheaper price for our courses - and it's only £4 a month to be a premium member with all the benefits that brings.

[Have a look at what the benefits are here.](#)

There are limited places on these courses, so to ensure that you secure your spot, please go to ADINJC Shop on the website. <https://www.adinjc.org.uk/shop/>

If you haven't registered on our website yet, you'll need to register as a lite member to complete your purchase.

For the members that haven't migrated to the new membership structure or signed up to the new website, please call [0800 8202 444](tel:08008202444)

We're always here for you



Reach out to us on the following telephone numbers:

Peter our friendly treasurer can be reached on our usual ADINJC helpline - [0800 8202 444](tel:08008202444). He loves to hear from you so please don't be a stranger where he's concerned!

Sue our Secretary's number is [07855 453414](tel:07855453414)

HMRC Helpline: [0800 0159 559](tel:08000159559)

Citizens Advice Bureau - <https://www.citizensadvice.org.uk/health/coronavirus-what-it-means-for-you/>
Samaritans helpline - call free on [116 123](tel:116123)

ADINJC Talk Line

As we've all made the much anticipated return to work, whatever happens as we continue to make our way through this, please don't struggle on your own. We are aware at NJC as driving instructors and trainers ourselves that with long waiting lists and demands from clients that are challenging this is still a stressful time. If you do find yourself worrying or being in isolation for example, we have lovely volunteers to talk to at the NJC talk line. Please do feel free to get straight in touch with us and we will put you in contact with these wonderful people who have offered to be available in case anyone needs them. As you'd expect, all calls will be treated in the strictest of confidence.

Call or email Sue Duncan: [07855 453414](tel:07855453414) secretary@adinjc.org.uk

Can't emphasise the talk line enough, it's there for you as are we.

ADINJC Business Support Line

Our Business Support Line is still very much open to anyone who feels they need help. If you're an ADI, PDI, franchisee or independent instructor and need some business ears to really listen to you, please do not hesitate to call Matt Stone our Deputy Chair on [07900 225502](tel:07900225502) or Stewart Lochrie our Scottish Ambassador on [07791 559318](tel:07791559318)



The lead story this month comes from the Mail of August 6th. It told how killer cyclists face tougher jail sentences under a crackdown proposed by the Transport Secretary. Grant Shapps wants to close an 'archaic' legal hole which means riders who kill pedestrians can be jailed for a maximum of only two years. Mr Shapps wants reckless cyclists to be treated the same as reckless motorists and hit out at a 'selfish minority' of aggressive riders. He said an overhaul was needed to 'impress on cyclists the real harm they can cause when speed is combined with lack of care'. Under his proposal, a new law of causing death by dangerous cycling would be included in the forthcoming Transport Bill, due before Parliament in the autumn. Grieving relatives of victims of killer cyclists have 'waited too long for this straightforward measure', he told the Mail. Mr Shapps said the current 'archaic law' means prosecutions of killer cyclists must rely on 'a legal relic of the horse-drawn era or invoke manslaughter, a draconian option'. He added: 'We need the cycling equivalent of death by dangerous driving to close a gap in the law and impress on cyclists the real harm they can cause when speed is combined with a lack of care. For example, traffic lights are there to regulate all traffic. But a selfish minority of cyclists appear to believe that they are somehow immune to red lights. We need to crack down on this disregard for road safety. Relatives have waited too long for this straightforward measure.' Well said Mr Shapps.

And there was a piece in the Sunday Mirror of July 17th which said that electric conversions for Army Land Rovers are to be tested in a drive to meet green targets. A new research facility called Defence BattleLab will trial the battery-powered 4x4s for combat conditions ~ and is also assessing whether electric bikes have a place in modern warfare. If successful, contracts would be offered to replace diesel engines in army Land Rovers with electric powertrains. Firms said to be in the frame include Evarrati, a company known for converting iconic performance cars. Such a move would bring the military into line with other public bodies as police forces and councils introduce electric vehicles into their fleets. Cpl Bryan Munce, one of eight army staff working in the Defence BattleLab facility alongside academics and the private sector, told military magazine Soldier: "I'll be assessing full-electric conversions of Landies against fossil-fuel equivalents and analysing the pros and cons of each in a military context." A source added: "I'd hope the testing is rigorous when one considers the current capacity of electric cars in domestic use." Indeed.

And the Mirror of August 5th had a story which said that Love Island star Kem Cetinay was 'devastated' after he was involved in a horror crash that left a motorcyclist dead. (I've never watched the programme, so I have no idea who Mr Cetinay is). Kem, 26 was driving his Mercedes G-Wagon when it was in a collision with the motorbike near his home in Essex at 11.30am on the previous day. The biker was pronounced dead by paramedics half an hour later. Kem is being treated by police as a witness. His representatives said: "Kem was involved in a road traffic accident close to his home in the Brentwood area. Tragically, a motorcyclist died. Kem will be making no further comment on this matter aside to offer his deepest condolences, prayers and sympathies to the motorcyclist's family." Police said: "The driver of the car stopped at the scene and is assisting police. He was not arrested." Kem rose to fame in 2017 when he and Amber Davies were winners on Love Island. Sad indeed.

And there was an interesting story in the Mail on Sunday of August 7th. It said that where you live is a real driving factor in the type of car you end up driving, according to new data from the DVLA. Vehicles tend to sell best closest to the factories where they are made – while in well-off parts

of the UK, it is almost mandatory to own a luxury marque. In the W8 post code, encompassing wealthy Kensington in West London, one car in four is either a BMW or a Mercedes. Meanwhile, Aberystwyth and the Shetland and Orkney Islands have the smallest percentage of these two brands, making up just one in every 20 vehicles. Ford and Vauxhalls are most common in towns with car-making heritage, with lots of Fords in parts of Essex near the Dagenham plant, and Vauxhalls around Luton. Nissans are popular on Tyneside, where there is a factory. James Ruppert, author of second car guide Bangerpedia, said: 'Obviously posh car brands inhabit well-off areas, but it is excellent to see local brand loyalty isn't dead.' Volkswagen cars are at their most popular in Bristol, Volvos on the Scottish Borders, Fiats in Cardigan, Wales and Hyundais in Carrickfergus, Northern Ireland. Electric cars are popular in London – where they avoid the daily £27.50 charge imposed on more polluting cars – and Skegness. Local car dealer David Smith, of NT Shaw of Louth, said the large, retired population around Skegness find the cars 'so easy to drive – and crucially, they have the disposable income to buy them in the first place'. As they say, you can prove anything with statistics.

And there was a piece in the Mirror of July 11th with the headline 'You shut the road a month to build that?' It said that a cycle lane measuring just 20ft has been installed on a road said to have been closed for a month for the work. Resident Bill Priddin, 73, said it was his town's only cycle lane, adding: "They closed the road down for four or five weeks and that's what they put up. It's only about 20ft. If you look at the length of it, it's basically just a lay-by." Another resident, David Holland, 50, said: "I don't see the point of it. Some areas are high in pollution, but I can't see how that will help solve it." The short two-direction lane was built by Staffordshire County council in front of a parade of shops in Kidgrove, Stoke. Official David Williams said it was "part of wider plans to improve air quality in the area." Good grief!

There was another very sad story in the Mail of August 3rd. It told how a terminally ill lecturer who was tackled by police after 'mooning' at a speed camera has been cleared. David Meekom, 55, was detained in his back garden by officers shortly after he bared his backside at a mobile speed camera van last November. The father of two, who has the nerve condition multiple system atrophy (MSA), had been arrested on suspicion of indecent exposure and dangerous driving. Earlier this month he went on trial accused of obstructing a constable in the execution of their duty and was cleared in just one day. Prosecutor Sarah Hurd told Redditch Magistrates' Court that police went to Mr Meekom's home in Kidderminster, Worcestershire, where one officer said the defendant swore at him before singing Monty Python's Always Look On The Bright Side Of Life. Officers then forced their way into the garden. Ms Hurd said: "He is not cooperating with his arms in allowing them to get a grip properly to allow them to apply handcuffs. He is tackled to the ground; it is then that Mr Meekom informs them that he has some very serious health conditions. He is then led round to the front of the premises where the handcuffs are changed from the front to the back to help him breathe." Mr Meekom said he had only six years to live and had drawn up a 'bucket list' of things to do before he dies, including mooning at a speed camera. But within 20 minutes of baring his backside outside a local Tesco Express, three police cars descended on his home after an officer manning the speed camera reported the incident to colleagues. Justice Charles Townsend said that police had acted 'lawfully' but added that, given Mr Meekom's health, straining against the handcuffs was justified to help him breathe. Mr Meekom, who lives with his wife Sarah, 36, and their daughters, also has Parkinson's and heart and kidney issues. He branded police 'heavy-handed' and guilty of 'outrageous bullying'. I know who I agree with.



And the Mirror of August 2nd brought us a touch of nostalgia by revealing that the late Princess Diana's car is up for sale. The 1985 Ford Escort RS Turbo is in black with blue trim and has less than 25,000 miles on the clock. Princess Di's beloved 132 horsepower hot hatch – which she drove from 1985 to 1988 and was once given away in a Kiss FM contest – will be sold by Silverstone Auctions on August 27th when it is expected to go for 'six figures'.

The Mirror also told us that a sports car driven by Roger Moore in the final episode of 1960s TV series The Saint was auctioned in June at the Goodwood Festival of Speed at Goodwood in Sussex. The 1968 Marcos 1600 GT Coupe was expected to fetch between £70,000 and £80,000 but sadly I can find no record of the achieved price. Moore, as title character Simon Templar, drove a Volvo P1800 in the series title sequence. But he drove the Marcos in a rally race in final episode The World Beater. In the episode, sabotage led to Templar crashing. The vehicle underwent a full body and mechanical restoration which was completed in November. Not a lot of people know that.

And then, of course, there was the story of the month which hit all the media outlets – the rise in the price of fuel. I'll quote from the front page of the Mirror of August 3rd. It had the two words – BRAZEN PROFITEERS in large capital letters. Inside the paper was the detail. BP revealed it raked in obscene profits of £880 a second (£6.9billion) in the three months to June – three times as much as last year. But as millions struggle with the cost-of-living crisis, BP's petrol pumps were found to be the UK's dearest. The cash bonanza comes after rival Shell and British Gas owner Centrica announced combined profits of nearly £11billion at the end of July, as energy costs soar due to the Ukraine war. And it brought the quarterly profit tally for the top Western energy firms to £48billion. A Nationwide Building Society study found more than a third of people are spending less on food to keep their car on the road. Unite general secretary Sharon Graham branded the oil windfalls an "epidemic of unfettered profiteering". AA data revealed that last month BP forecourts were charging a typical 191.7p a litre for petrol, 2.74p more than the national average. And consultants Cornwall Insight have warned average energy bills will jump from £1,971 to more than £3,615 in the new year – and would remain above £3,000 a year until 2024. BP also announced a new £3.2billion windfall for its shareholders. Chief executive Bernard Looney (can you imagine a more appropriate name?) – who called the firm a "cash machine" – could make as much as £11.7million from the profits surge. He insisted BP was "investing to accelerate a transition... to affordable and lower carbon energy". I'm speechless!

And finally,
When my bike hurts me, I kick it back. It's a vicious cycle.
What do you call a charity managed by atheists? A non-prophet organisation.
Til next time,

Adrian



MyDriveTime®

The essential admin tool for ADIs



LESS TIME ON ADMIN MORE TIME TEACHING

www.mydrivetime.co.uk



On their website, featured recently:

- Driver licensing changes - Proposed plans to bring back rights for all drivers to drive large vans and small lorries [click here to read](#)
- More evidence of increasing phone use behind the wheel - Official data reveals a rise in mobile phone use behind the wheel [click here to read](#)
- Experience is stressful - Novice drivers deal with troubles on the road more easily [click here to read](#)
- Disgraceful government inaction on roads - Executive Director of PACTS calls for a road safety plan [click here to read](#)



Intelligent Instructor's Big Summer Giveaway

Over 100 prizes worth over £2,800 up for grabs!

Intelligent Instructor has teamed up with some of the biggest and best names across the driver training industry to bring you a huge free summer prize draw. It's completely free to enter and one lucky winner will take home over 100 prizes worth over £2,800!

Here are some of the prizes you can win...

- Set of four Michelin tyres – worth £450
- Two-day training course on how to teach people with disabilities with QEF – worth £360
- TomTom Go Discover 7" sat nav- worth £309.99
- One year access to Total Drive +Premium – worth £288
- £250 discount voucher for driving instructor insurance with Towergate insurance – worth £250
- Driving Test Success 4-in-1 theory test app for 40 of your learners, for 12 months – worth £200
- Theory Test Pro Plus Plan – for 30 of your learners, for 12 months – worth £200
- Yiannimize car cleaner kit – worth £153.86
- Standards Check course from Tri-Coaching Partnership – worth £120
- ADI Ninja driving lesson plans – worth £84
- 20 sets of pupil handouts from ideas4adis – worth £80
- BriteAngle LED warning triangle – worth £60
- Pair of Cabungs and designer sleeves – worth £60
- Nextbase 122 Dash Cam – worth £59

[Full list of prizes can be viewed here](#)

So what do you have to do to win this incredible bunch of prizes?

Well it's simple just [click here](#) and enter for free!



A GUIDE TO ADINJC

Waveney
Group Schemes
PART OF THE TOWERGATE GROUP
Tuition Insurance



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;



In my previous 3 articles I have looked at how to start to be a coach, the initial practice, coaching qualities, and a way of being. In this article I would like to look at the difference between coaching and mentoring and how we learn.

As a coach you hold the fundamental belief that the coachee has all the answers they need and that the learning comes from within. The coach is the facilitator, and the catalyst, for the change that the coachee is seeking. Coaching is more about the relationship between the coach and the coachee. It is often a shorter-term process and, even though it may be goal driven, the conversations can be more general. The coach tends to act as a mirror and reflects back to the coachee their thoughts, feelings, and behaviours aiming to raise the self-awareness of the coachee.

Mentoring tends to be a longer-term process and is often more career driven. The mentor would have specific sector knowledge and would manage the process rather than being led by the coachee. Whether you are coaching or mentoring there are a lot of fundamental principles that overlap. The bottom line is that learning takes place and for that to happen, there must be a change in behaviour as the outcome. Mentoring is more about giving advice and copying the lead of the mentor who, hopefully, has proven success methods that can be used to further the career of the client.

Fundamentally it is all about learning - as a coach myself, I hold the belief that learning comes from within. Motivation will play a key part in what methods you choose to educate yourself. We are often motivated by material gain - such as cars, houses and money - but the question we need to ask is, do these material gains make us happy? They are all very nice and give a short-term buzz but they are extrinsic motivators, which is probably why we would choose a mentor who has demonstrated they have all these possessions.

The old saying 'money doesn't buy you happiness' (and I know it might be nicer to die rich than to die poor) but happiness is a thought. And it is that intrinsic motivation of being content with ourselves and knowing that we have strived for achievement and giving our best that are the real motivators that give us fire in our belly. Becoming self-aware and learning about ourselves is what will make our lives more fulfilled as we strive to be who we are and not what we perceive other people think we should be. Using reflective practices helps us learn about ourselves. A coach will unlock that potential using a variety of methods, tools and models that will suit the individual

coachee. That intrinsic motivation to act is often missing in our daily lives, and we tend to put off what could have been done today and leave it for tomorrow except of course tomorrow never comes!

A coach will help the coachee take responsibility for taking the action necessary to make the changes they desire to materialise. Coaching will leave the past behind and work in the present to create the future the coachee has set as their goal. It will not matter how good your mentor is if you lack the life skills that you need to transform your life into a life with meaning and purpose that will give you the strength to push through the challenges that we all face because you know, you know yourself and that your thoughts and feelings give you the change that you have set as your goal.

For me I would seek a mentor if I was looking to improve a skill, but I would seek a coach if I was looking to apply that skill. Coaching leads to self-awareness and self-reflection which will always improve performance.

To sum up this article, if you want advice seek a mentor, if you want to learn, seek a coach, because learning will always come from within.

Please let me know how your journey is developing as a coach, I welcome your comments.

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Driving test backlog will rumble on until Jan 2024

This item from our sponsors Marmalade was first released in January this year, but is still relevant now, possibly even more so. We thought you'd like another chance to read it.

With the 2020/21 lockdowns causing carnage to the driving test booking system, we have seen a backlog rumbling on throughout the last 12 months. Learners have struggled to book tests, have spent more money, with some even forced to travel far and wide to secure a test.

Although back in March last year we predicted the backlog would clear by the end of this month, we've noticed the problem has compounded as demand outweighed supply. With learners up and down the country agonising over when they may finally be able to book a driving test we thought we'd take a deep dive into the issue and recalculate when the backlog will clear.

With this demand in mind, our research has found the DVSA only has the capacity to conduct an estimated 130,622 tests per month, according to an average taken from Office for National Statistics (ONS) figures of conducted driving tests in 2021***. This means there is a greater demand for tests than there are slots available in January. We can therefore predict there will be a backlog of 113,755 tests at the end of the month which can only be taken in February at the earliest.

By taking into account the excess tests rolled over from January, 113,755, the number of tests already booked in February, 108,104, and the estimated number of learners who will go on to try and book their test next month, 110,830, we can calculate there will be a demand for 332,689 tests in February. By forecasting the maximum of 130,622 tests which will be carried out in February, we can estimate the driving test backlog will grow to 202,067 by the end of next month.

With the demand for driving tests set to far outweigh the number of slots available at the start of this year, the driving test backlog will reach its peak in May when there'll be more than half a million (520,581) learners wanting to book a test.

Although the backlog will slowly begin to clear from June onwards, there will still be more than 250,000 learners waiting to book their test at the start of 2023 - a stark reminder of the depth of this issue. In fact, it won't be until August next year when the backlog dips back below 100,000 people.

The finish line will however be in sight as winter approaches in 2023 and by the end of December the backlog will be down to less than 20,000 people.

January 2024 is the month learner drivers will be holding out for though as the demand for driving tests, 126,541, will finally fall below the availability of tests, 130,622.

	Estimated demand for tests	Max number of tests which can be carried out	Excess tests rolled over to following month
2022			
Jan	244377	130622	113755
Feb	332689	130622	202067
Mar	427539	130622	296917
Apr	476619	130622	345997
May	520581	130622	389959
June	502589	130622	371967
July	482797	130622	352175
Aug	463005	130622	332383
Sep	443213	130622	312591
Oct	423421	130622	292799
Nov	403629	130622	273007
Dec	383837	130622	253215
2023			
Jan	364045	130622	233423
Feb	344253	130622	213631
Mar	324461	130622	193839
Apr	304669	130622	174047
May	284877	130622	154255
June	265085	130622	134463
July	245293	130622	114671
Aug	225501	130622	94879
Sep	205709	130622	75087
Oct	185917	130622	55295
Nov	166125	130622	35503
Dec	146333	130622	15711
2024			
Jan	126541	130622	

What has the DVSA done about the backlog?

In light of the backlog and the challenges faced by learners, the DVSA says it has introduced measures to increase car driving tests, including:

- Offering overtime and annual leave buy back to our driving examiners
- Asking all those qualified to conduct tests, but who do not do so as part of their current day job, to return to conducting tests
- Inviting recently retired examiners to conduct tests
- Conducting out of hours testing such as at weekends and on public holidays
- A campaign to recruit up to an additional 300 examiners

How do learners feel about the backlog?

Our research in September found learners were paying on average £249.20 to cover the costs of extra lessons while they waited for a test slot, with 77% of learners citing the extra cost of more lessons as the biggest frustration in the delay for tests.

The top five frustrations for learners caused by the backlog include:

- Having to pay for more driving lessons - 77%
- Having to rely on friends or family to drive - 71%
- Delaying independence and freedom - 68%
- Being unable to drive to work / college / training - 66%
- Being unable to drive for social / leisure purposes - 64%





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)



For more information or to discuss your cover requirements contact our team on:

01603 753 888

www.towergateinsurance.co.uk/driving-instructor-insurance

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DRIVING INSTRUCTOR INSURANCE EXPLAINED

Driving Instructor Insurance - features explained

Any Driver Cover - It is essential for your policy to be issued on an any driver basis; this allows you to teach any licensed driver on the road irrespective of previous driving experience or other risk factors. This also allows the examiner to drive if required, as you will not be able to provide his or her details to your insurer prior to your pupil taking their test.

Replacement Dual Control Vehicle Cover - As a business car insurance policy it is important to ensure you get the correct replacement vehicle suitable for your needs. Most standard car insurance products will only offer you a non-dual controlled car in the event of a non-fault incident meaning you're unable to continue working. Many specialist driving instructor insurance providers will provide you with a dual controlled vehicle in the event of a claim. You should try to find a provider who will supply you with a guaranteed dual control replacement car within 24 hours to enable you continue teaching and sit any pre-booked driving tests. You should also consider how long you may need this vehicle for many providers will only supply a vehicle for a limited period try to find a provider who offers unlimited cover.

Negligent Tuition Cover - This cover extends you're driving instructor insurance policy to insure you and any driving instructor engaged by you to whom you have provided a vehicle which is insured under your policy, for your/their legal liability to pupils whilst driving instruction is being provided.

Driving Off Road Driver Aged 14+ - Some driving instructor insurance policies provide extended cover to allow you to teach pupils off road who are aged 14 or over. This cover is only provided where it can be evidenced that the land you're using the vehicle on does not form part of

the Road Traffic Act 1988. "Restricted byway" means a way over which the public have restricted byway rights within the meaning of Part II of the Countryside and Rights of Way Act 2000, with or without a right to drive animals of any description along the way, but no other rights of way.

Cover for Hire & Reward - As a driving instructor you will be collecting money for giving lessons whilst carrying your client in the vehicle this requires hire and reward to be included within your policy for the purpose of driving tuition and test. Standard private motor policies will not include this type of cover.

- Dual controls
- Additional speedo
- Additional mirrors
- Sign writing
- Disabled driving equipment

Modified Vehicle Cover - As a driving instructor you will have a number of additional features added to your vehicle these can include:

- Dual controls
- Additional speedo
- Additional mirrors
- Sign writing
- Disabled driving equipment

Most standard car insurance policies will class these as modifications and will therefore not be able to provide cover. It is important to mention these to your insurance provider so that they then can note these on your policy and provide cover suitable for your needs.

Driving Instructor Insurance discounts

Motorists usually pay more for driving instructor car insurance so it is important to try to keep costs down. One way to save money is to compare quotes from a number of different insurers - and it's easy with Towergate. We provide access to a panel of driving instructor car insurance companies and Lloyds Syndicates.

You can help to keep your driving instructor's car insurance premiums down by choosing a low group car, adding additional security or keeping your vehicle garaged over-night.

Insurance companies reward careful claim free drivers with lower premiums, so try not to claim unless the damage is serious. You can then build up a no claims discount and potentially cut the cost of cover by as much as 65%. No driving instructor wants to pay over the odds for business car insurance but it is also important to remember that the cheapest policy is not always the best. You might, for example, want to pay a little bit extra for more extensive cover. This could save you money in the long run, for example it could provide you with a replacement vehicle for a longer period keeping your business on the road.

For more information or to discuss your cover requirements contact our team on:

01603 753 888

www.towergateinsurance.co.uk/driving-instructor-insurance

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Coffee at the Hilton

Graham Feest, the ADINJC's Road Safety Advisor, is inviting ADIs in the area to a coffee networking meeting at the Hilton Hotel in Hull on Sunday 25th September 2022 10.30-12.30.

This is a free to attend event and is being supported by ADINJC and MSA GB. Our own Andrew Love, Training Team Leader, will be helping the conversation along.

The event is free to attend, but delegates need to book a place for catering purposes. Full details of the event can be accessed [here](#).



Association Meeting



There will be an Association Meeting starting at 10am on Saturday 10 September 2022, by Zoom.

Please [click here to register](#) if you would like to attend the meeting. Apologies should be emailed to secretary@adinjc.org.uk.

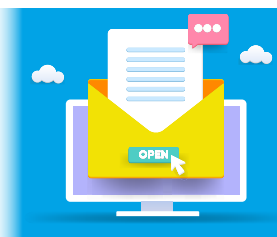
We will have two guest speakers - Dave Mann is DVSA's ADI Delegated Manager South/Compliance Auditor. And we also have Des Payne, Safety Team Leader, British Horse Society.

Please [click here](#) for the Agenda.

Articles we have sent out via Email this Month

- DVSA - Official statistics reveal driving test pass rates are moving towards pre-pandemic levels
- Intelligent Instructor Big Summer Giveaway
- DVSA - Explaining more about mock driving tests
- The ADINJC & Intelligent Instructor National Conference & Expo '22

And much more!



Calling all budding writers out there. Would you like to write for ADINJC in 2022? Perhaps you'd just like to see your name in digital ink? Please do send us in articles and indeed anything of interest. We welcome your views and ideas and as editor, I look forward to hearing from you. Email studio@ideas4adis.co.uk

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

And Finally - a quote...

"No one is perfect - that's why pencils have erasers."

- Wolfgang Riebe

INSURANCE FOR YOUNG DRIVERS



Learner Driver Insurance



SHORT TERM COVER ON A CAR THEY BORROW

Pay As You Go Insurance



PAY PER MILE COVER ON A PARENTS' CAR

ANNUAL INSURANCE



Provides seamless cover before and after their driving test!

- Named Young Driver Insurance on the family car
- Black Box Insurance on their own car

Cars For Young Drivers



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