

# DRIVING INSTRUCTOR TRAINING



 SmartDriving

Driving Instructor Training



- Presentation will last around 1 hour.  
Using Zoom - Q&A chat
- We will be emailing a copy of the slides out afterwards.

## What we will cover

- Who can become an instructor and what the job involves
- Timeframe to train and DVSA requirements
- The training provided and the qualification process
- Starting your business, franchise package, and car options
- Earning potential
- Course cost and options to pay
- Webinar special offer and intensive course option.
- Q&A Live, contact numbers and emails.

# Who we are

- Part of the Watch Learn Drive group
- Smart Driving training driving instructors since 1995
- DRIVE driving school, since 2016 – the fastest growing driving school in the UK
- Over 250 driving instructors currently
- Our course is written by John Farlam
- Over 100 specialist driving instructor trainers
- Nationwide training – delivered locally
- ORDIT registered
- A MULTI-award-winning company with many award-winning training products and services
- We are very proud to have won the Prestige Award for 'Driving School of the Year 2024'



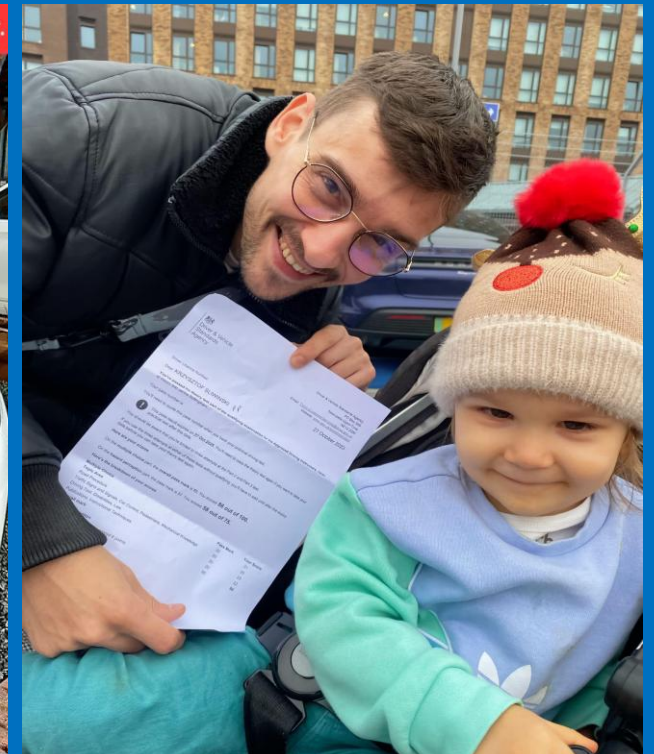
## GOLDEN 'L' AWARD WINNERS





# Who can become a Driving Instructor?

- Providing you meet the DVSA requirements ANYONE can become a driving instructor.
- Anyone over 21 – NO upper age limit
- Any Nationality – We train and support all nationalities; English does not need to be your first language.
- Any Background - you don't have to have professional driving qualifications or have teaching experience. We train and support everyone.



# Why become a Driving Instructor?



- Flexible hours
- Work life balance
- Be your own boss
- Job satisfaction
- Great income
- Job security



# Flexible hours

- Lessons can be done at any time
- There is NO on and off peak time
- You control your own diary, days, times area you want to work.
- You can pick your pupil up from college, work, home, anywhere!
- Most instructors do two hour lessons
- Freedom to change and move lessons
- Freedom to grow or wind down work load



# Work life balance

- Freedom to fit work into home life and other commitments
- Being available and having control
- Do the school run each day, never miss a sports day or a school play
- Book time out for special occasions and important events
- Able to attend appointments
- Take holidays and days off when you choose



# Be your own boss

- Manage how and when you work
- Get out what you put in
- Reputation and word of mouth
- Just you! You do not have to run a team, manage other people or do extra work! Just look after your pupils
- No pressure of deadlines
- Make the decisions and call the shots





# Job Satisfaction

- Reward of teaching
- Seeing your pupils grow and develop each week
- Helping them achieve a life goal as huge as passing their driving test
- Teaching important driving and life skills
- Teaching someone who wants to be there and is engaged in the lesson
- Building pupils confidence
- Have fun, have a chat and build a rapport



# Great Income

- Driving lessons currently ranging from £35- £45 per hour!
- Most instructors doing at least 2hr lesson slots (£70-£90 per lesson)
- DVSA states it takes approximately 46 hours of professional tuition to reach test standard
- So each new pupil you take on will pay around £1 600 to £2000 to learn to drive with you.
- We guarantee a minimum of 40k in your 1<sup>st</sup> year of teaching.





# Job Security

- The industry urgently needs instructors
- Pupils are waiting from 2 to 6 months to start their lessons
- Instructors switching from 1hr to 2hr.
- Growing as a nation – more people learning each year
- Driving licence required for many jobs
- Transport industry all stems from getting a licence
- Instructors joining but also leaving the register
- Many instructors choose to only work part time or less than full time for work life balance
- Covid bottle neck and backlog





# Training

- Flexible training - Around current commitments and/or full-time job
  - Training timeframe 4-12 months
  - Online training from home
  - Virtual classroom at home, sessions run daytime, evenings and weekends
  - Full training material and apps included
  - Unlimited specialist training support by phone and email
  - Local practical training
  - Licence can be Automatic or Manual
  - 68 hours of practical in car training
  - Guaranteed train until pass
- The DVSA requirements
    - Hold a full UK licence for at least 2.5 years
    - Not been disqualified from driving in the last 4 years
    - No more than 5 penalty points on licence
    - Have a DBS/CRB

# Part One Test

Theory and hazard perception

## Test

- Multiple choice questions
- Hazard perception test
- Unlimited attempts
- Test fee £81 paid directly to DVSA

## Our Training

- Online training platform
- Unlimited specialist support by phone and email
- App and materials supplied
- Mock tests, PDI surgeries and webinars

# Part Two Test

Driving Ability test



## Our Training

- Online preparation via online platform
  - Video clips and guides of current standard
  - Practice exercises
  - 2 x half day (4 hours each) in car face to face specialist training sessions
  - Full report after each session
  - Unlimited training support by phone and email
  - Automatic and Manual training
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- DVSA allow 3 attempts at test
  - Test fee £111 paid directly to DVSA



# Part Three Training (40hrs face to face training)

## Instructor Ability – how to teach a pupil

- Online preparation via online platform
- Video clips of lessons being delivered & explained
- Practice exercises
- 8 x half day specialist in car face to face training sessions(32hrs)
- Full report after each in car session
- Unlimited virtual classroom sessions (8hrs minimum)
- Unlimited training support by phone and email
- DVSA allow 3 attempts at test - Test fee £111 paid directly to DVSA



# Trainee Licence - PDI licence fee £140 (pink badge)

After 40 hrs of part 3 training

## Start to teach

- Start teaching **real** pupils, work as much or as little as you choose.
- Start earning – charge full price for every lesson
- Transition & build your business around your current job, grow and increase the workload at your pace.
- Unlimited additional training (20 hours of minimum legal requirement)
- You **MUST** be sponsored by a driving school or ADI to start on a trainee licence – DRIVE GUARANTEED TO SPONSOR ALL OF OUR TRAINEES.
- Gain the necessary 'on the job' experience to take and pass part 3 test
- Choose a pupil you are currently teaching and take them for the test
- Replace your weekly training session with real paid lessons. Teaching just 4hrs will earn £140 - £180 p/w
- Teaching 20hrs will earn £700!

# Franchise Fee

## £99 p/w

- Pupils – We will supply your pupils. No finder's fee, No commission, No additional charges
- Call centre for bookings – lessons pre-paid and pre booked 4 to 8 weeks in advance
- The lessons are typically booked in blocks of 10-20hrs
- Total Drive App – diary management and online payment system
- Accounts and bookkeeping support
- Marketing, advertising, website and social media
- DRIVE Brand clothing and accessories
- DRIVE learner driver app – assist pupils with their practical lessons
- Free Business start-up course, ongoing business management support and mentoring
- Standards check training & CPD training
- Car Signwriting
- Guaranteed minimum £40,000 after our fees, in year one
- Training fees back in year 2
- Franchise-free year 3 (ongoing from then onwards)
- 12-month contract – 28day clause



# Car options



## Own vehicle - £0 (already funded)

- Most people already have a suitable car
- Dual controls
- Insurance partners

## Buy options – from £30 p/w

- Ex-lease cars fitted with dual controls
- New car packages from dealership
- Second hand private sale
- ADI forums – car sales

## Fully expensed car – from £120 p/w

- We can arrange this for you
- Fully insured for personal and business use
- Fully serviced & maintained (inc. tyres)
- Breakdown cover & replacement car

# Earning potential

40 hours @ £35 per hour

Total = £1400

Deductions –

Car package £80

Fuel £100

Franchise fee £99

Total after deductions

£1121 per week

£4857 per month

£58,292 per year

20 hours @ £35 per hour

Total = £700

Deductions –

Car package £80

Fuel £50

Franchise fee £99

Total after deductions

£471 per week

£2041 per month

£24,492 per year



# Enrol by Friday 25<sup>th</sup> April – Webinar special Train for JUST £1499 – SAVE £700



- Spread the cost - 0% finance over 12 months or in house payment plan.
- Pay in full £1299 and save a further £200
- Guaranteed train until pass or money back
- Guaranteed position with DRIVE
- Guaranteed minimum income of £40,000 after our fees
- Market leading course, full career training, unlimited support and mentoring, ongoing careers package



## GOLDEN 'L' AWARD WINNERS



- Intensive option - (normally £2699)

SAVE £700 on intensive training. Pay just £1999 on finance or £1799 in full (places strictly limited)



# Webinar Special

## Enrol by Friday 25<sup>th</sup> April

**SAVE £700**

**TEST FEES BACK**

Once qualified we will refund in CASH your test DVSA fees. Up to the value of £303.

**TRAINEE LICENCE PAID**

We will pay your trainee licence fee  
- Save £140



# QUESTIONS?

## Smart Driving

Sarah Carter – 07354 847 977  
0800 09 88 321 (option 1)  
[recruitment@smartdriving.co.uk](mailto:recruitment@smartdriving.co.uk)

## DRIVE

Dave Hamilton – 07540 400 573  
0800 368 8193 (option 1)  
[recruitment@trainwithdrive.co.uk](mailto:recruitment@trainwithdrive.co.uk)

Driving lessons:  
[www.just-drive.co.uk](http://www.just-drive.co.uk)

