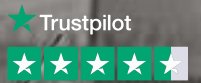


MY **FOUR**
WHEELS



Career Guide



THE BEST CAREER MOVE 1000's HAVE MADE

Become a Driving Instructor and you follow a well trodden path. Believe it or not the first professional driving lessons were given over one hundred years ago, back in 1910! Read on to discover if this is the career for you. Choose well and it will be a job for life.

What you can expect

Welcome to the My Four Wheels Career Guide, we hope you'll find this instrumental in helping you decide if Driving Instruction is the career for you. Before you dive in, here are quick highlights of what you can expect should you choose to join My Four Wheels for your training and career.

1

With 750,000 new pupils starting to drive every year (that's 2,000 every single day!) you would be joining a busy industry which provides work and security for as long as you want it.

2

You'll plan your own diary and work when you want to, not when employers say you have to. No career offers as much freedom as being a driving instructor!

3

With lesson rates around £36 per hour (at time of going to press, but rising regularly) you'll enjoy great income. Our full timers are making around £1,000 per week, after all costs are met.

4

If you are a people person, you are going to really enjoy this job, it's so rewarding to get those pupils through a test pass and launched into their future.

5

Joining My Four Wheels means you'll inherit the highest review status of any driving school in the country, our team currently boast 5 out of 5 Trustpilot stars, putting us top of the tree both with instructors and with pupils.

6

If you select our most popular training package then whatever you pay for training is refunded to you in full. You need to complete three full years service with us to enjoy the full benefit of this.

OUR RECRUITMENT PROCESS



Read the story

You should find this guide pretty comprehensive with all the basic information about becoming and being a driving instructor, and working with My Four Wheels in particular. Then:



Talk to someone

We've made available a small team of experienced advisors, all with many years industry experience, who can fill in the details and give you the benefit of their own experiences. These guys are not sales people, just well established team members with time to talk you through things and answer all your questions. Have as many conversations as you like, there will be no decision deadlines. Your allocated advisor will also be able to provide a fee quote for your training course. **When you're ready to chat contact the team member allocated in the accompanying letter on the number provided.**



Reflect on your own attributes and skills

We are looking for a perfect fit, the right people to represent our brand. Introspection will be your best guide and the warmer you feel about things the better! Page 9 tells you what we need from our team and what matters to pupils to maintain our near perfect review rating.



Make a good decision, not a hasty one

Often career decisions affect immediate family members so it's great to involve those closest to you to be part of the decision process. If you have a spouse or partner who would like to be party to your decision please feel free to chat with our advisor on a conference call basis.



Get the show on the road!

When, and only when, you are fully decided we will enrol you into the training programme. At this moment we will also allocate the job to you, so you know that job is yours awaiting your qualification.



FOUR great reasons to become a driving instructor



Job security

No career can truly claim to be a “job for life”, but driving instruction is as close as it gets. With 750,000 people currently learning to drive per annum, growing consistently year on year, and with each of those learners taking an average 47 hours paid tuition, there is and always will be a growing demand for instructors.



Flexible hours

There is no set diary for a driving instructor. With learners wanting lessons Mon-Sun, 7am - 9pm, you can pick and choose your own routine and fit your work around your life. Need the school run free? No problem! Want all weekends off? That’s absolutely fine. As your own boss you only work when YOU want to.



Great income

Everybody should earn what they deserve, and it won’t take long before you’re taking home a fantastic annual income. Working part time (24 hours per week) your income will be around £27,600 or full time (40 hours). You’ll hit £53,300 per annum. Or choose to work between those number of hours for great work/life balance.



Job satisfaction

Nothing quite beats the feeling of teaching somebody a new skill for life. As a driving instructor you’ll get a huge sense of reward and achievement from helping someone pass their test. No two days are the same as a driving instructor, and the joy teaching brings is nothing short of addictive but one that pays well too!

Why choose us?

The benefits of being a part of the My Four Wheels team are set out on the next pages, which details all our responsibilities to you. We hope you'll find this a compelling list of support features. Check it out and let's see how many of your boxes we can tick!

But there's more to it than that. Brand, and brand values are quite tricky things to measure but play a massive role in us delivering on what we promise, both to our pupils and to our instructors.

So by choosing the My Four Wheels team you're adopting and benefiting from a brand which is well established, trusted and extremely well reviewed online. You get that from day one, the moment you launch and it's instrumental in ensuring you flourish in our industry. Just check us out online, it's rare we are in anything other than first place in review ratings and rankings.

Put another way, one of the biggest benefits of launching your driving instructor career with My Four Wheels is your instant recognition as a member of a highly respected and trusted team.

In addition to all this there's our reputation for highly effective instructor training and our "we're with you until you pass" ethos. You can trust us to get you through the qualification, as hundreds of instructors have so far.

What's more, all our driving instructor trainers are "Grade A" rated by the Department of Transport, meaning they are within the top 5% of all instructors, ensuring real expert attention to all aspects of your training.

And don't forget with our most popular training package we will refund your training fees in full.

Then finally there's our renowned pupil sourcing commitment, unique in the industry and only possible because of our five star reputation.

Now just a final note about brand. Without great instructors we don't have a great brand. So once you are up and running we'll have some expectations of how you will carry out your work. Online reviews measure all businesses and we cherish our top of the pile TRUSTPILOT Rating, so you might want to check out our expectations on page 9. We're sure you will find these palatable and basically common sense.

What we provide for you



1

Flexible training around your current job

Whilst some study can be done online, there's no substitute for practical in car training. This will be booked in consultation with you to minimise the effect on your job or personal life. So no need to give up your present job until you're qualified, the car's on your drive, and your pupils are booked and paying.

3

Pupil lead commitment

Most instructors need around 50 to 60 new pupils each year to consistently have a full diary. But it's important also to have a waiting list of new pupils ready to jump in the car when you have a test pass. So we'll provide you with unlimited pupil leads for as long as you need it. This is our industry game changer, no other school offers such commitment to your future and this alone may be your best reason for joining our team.

2

Our unparalleled training support

Whilst we have a great first time pass rate, far in excess of the national average, we have to face the possibility of a fail here and there. Don't worry, you get re-sits and our full support to get you through. We're here to see you through the exams and up and running at the earliest opportunity.

4

Choice of car

The car will be your "office" and working environment so it's only right you get to choose. Pick a model you like from the extensive range of tuition cars provided by our car rental partners. And remember the car is available to you for private use so if you need a five door, no problem, We're currently sourcing Toyota Yaris, Mini Cooper, Ford Fiesta, Peugeot 208, Renault Clio and Citroen C3 easily and other models are available most of the time.



5

Choice of working hours

With pupil demand around the clock, seven days a week you can really pick and choose your own diary. Then we'll do all the advertising needed, take the phone calls and do the booking of new pupils for you. Our full support means all you need to do is meet up with your pupils, do a great training job, then when your last lesson is over you're done for the day. No follow ups, no calls to make, no reports to write, no re-bookings to sort, just hang up your car keys and enjoy the rest of your day.

6

Grade "A" Instructor trainers

We work with Department of Transport grade A, which means they are of the top 5%, the cream of the industry!

7

Job guaranteed upon qualification

A job, in your area and based at your home address is allocated to you on the day you enrol, so no one can step in front of you. Just qualify, then launch!



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What we need you to do for us

We've talked about the importance of brand reputation elsewhere, so here's where we set out our expectation of all our instructor team members. These are the boxes we need you to tick! You can use this as a sort of personal checklist, the questions you can ask of yourself to ensure this career really suits. So take a peek inside yourself, if you can answer yes to the questions below then you will certainly shine as a driving instructor, really excel and easily exceed your income ambitions:

1

Are you a good timekeeper?

Perfect timekeeping is essential to the efficient running of your diary. But even more importantly a key way your pupils will judge you.

2

Will you give full value to your pupils?

Lessons are two hours duration. That's what pupils pay for so that's what they must get. Ensure an on time start and deliver a full 120 minutes, no interruptions, no personal errands, no taking of calls in the lesson and no picking up and dropping off of family or friends.

3

Do you love to keep an immaculate car?

Some of us are obsessive about our cars cleanliness, others find it a bit of a chore. Will you step out each day having spent some time ensuring your car is as clean and tidy as it could be?

4

Are you a good rapport builder?

Pupils who get on with their instructors stay the course and will not have their heads turned by special offers from other driving schools, they've got to know you and enjoy your company.

5

Are you reliable?

All learners look forward to their lessons, so once their booked in always keep the appointment. Pupils hate interruption to the learning stream, don't cancel or rearrange unless it's an emergency.

6

Will you teach well and be professional?

Our training will prepare you for the real world of driving instruction. You will be able to deliver well planned and enjoyable learning at the right pace for each pupil. They will readily see that progress is being made and will remain committed to you right through to test pass.

Choose **your car**

Remember the car will be your “office” for 8 hours a day, so pick one that suits. Sourced through our rental partner it will be available to you for private use and remember we will pick up the bill for company branding and dual controls. The rental cost is included in all our income calculations, see page 13, so the net income shown there is all yours!

BRAND NEW or **NEARLY NEW** cars available



Toyota Yaris



Ford Fiesta



Mini Cooper



Renault Clio



Citroën C3



Peugeot 208



Vauxhall Corsa

Prices will vary depending on age, make and model chosen

All cars come with

- ✓ Dual controlled courtesy car if yours is off the road
- ✓ Routine servicing and worn tyre replacement
- ✓ Road fund license
- ✓ Breakdown rescue and recovery
- ✓ He-man dual controls
- ✓ Metallic paint
- ✓ Roof protector for headboard



Turning Right



STAY FROM THE WHEELS

- Look
- SPEED
- POSITION
- SIGNAL
- Mirrors
- Visual Awareness



Emergency Lane Change



What will you earn?

By choosing our most popular training package whatever training fees you will have paid will be refunded back to you during years two and three through reduced fees shown in the matrix below. What's more, you'll benefit from two weeks franchise free in each year you are with us.

The income matrix below is based on our most popular career package with a nearly new car and assuming £36 per hour lesson rate. Lesson rates may be different in your area, be sure to ask your advisor what the actual rate is in your area. And remember lesson rates have been going up faster than inflation for some time now, so things may be even better by the time you launch with us!

| YEAR 1 | Hours per week | | | YEAR 2&3 | Hours per week | | |
|---------------------------------|----------------|------------|-------------|---------------------------------|----------------|------------|-------------|
| | 24 | 32 | 40 | | 24 | 32 | 40 |
| Income from Pupils | 864 | 1152 | 1440 | Income from Pupils | 864 | 1152 | 1440 |
| Franchise and Car Fee | 260 | 260 | 260 | Franchise and Car Fee | 240 | 240 | 240 |
| Fuel | 54 | 72 | 90 | Fuel | 54 | 72 | 90 |
| Insurance | 20 | 20 | 20 | Insurance | 20 | 20 | 20 |
| Additional Costs You may incur* | 21 | 28 | 35 | Additional Costs You may incur* | 21 | 28 | 35 |
| Your Weekly Earnings | 509 | 772 | 1035 | Your Weekly Earnings | 529 | 792 | 1055 |

*These are costs which most new instructors have in the early months but which tend to decline with experience. They can include the cost of special offers and pupil payment collection fees. Your career adviser can provide more detail when you speak with them.

IF YOU CHOOSE a brand new car rather than one of our excellent and great value nearly new options then expect a small increase to the franchise and car fee shown. This will not generally be a large additional cost and a quote can be provided on request. However do bear in mind that any quote given at the start of your training may vary (up or down!) by the time you are ready to launch in a few months time. There can also be a small additional insurance cost depending on your choice of car.

As a loyalty bonus, your Franchise Fees go down by another £10 per week year on year, right through to Year 6 – while the level of support and UNLIMITED pupil sourcing commitment remains. It’s just our way of saying “thanks for being a part of the team!

Location, location, location

Please note that £36 is the average cost of a driving lesson, this may differ depending on where you are located (sometimes more, sometimes less).

As you become a more well-established, sought after driving instructor and your skill-set improves you will be able to demand a higher rate.

Inflation

Year 6+ figures opposite are based on today’s rates and costs. In six years time all of these figures will have gone up in line with inflation.

| | Hours per week | | |
|---------------------------------|----------------|------------|-------------|
| | 24 | 32 | 40 |
| YEAR 6+ | | | |
| Income from Pupils | 864 | 1152 | 1440 |
| Franchise and Car Fee | 210 | 210 | 210 |
| Fuel | 54 | 72 | 90 |
| Insurance | 20 | 20 | 20 |
| Additional Costs You may incur* | 21 | 28 | 35 |
| Your Weekly Earnings | 559 | 822 | 1085 |

*These are costs which most new instructors have in the early months but which tend to decline with experience. They can include the cost of special offers and pupil payment collection fees. Your career adviser can provide more detail when you speak with them.

How is your course structured?

PART 1

- ✓ Immediate and unlimited access to Theory Test Pro including Highway Code & Road Signs
- ✓ Your complete M4W ADI training manual
- ✓ A hard copy of 'Driving - The Essential Skills' handbook
- ✓ Access to ADI help desk (at any time throughout the course)
- ✓ Tutor support

PART 2

- ✓ Assessment drive to 'base line' your current driving standards
- ✓ Identifying, analysing and prioritising your areas for development
- ✓ In-car training to rectify driving faults (8 hours)
- ✓ Unlimited access to on-line Part 2 training videos
- ✓ Test result follow up and next steps



“Currently in the process and working towards gaining my ADI qualification. M4W have been brilliant so far in terms of providing me with the materials, resources and dealing with any enquiries. Matt and Simon have been so professional and helpful that I can consider them as my lifelong friends. I know the help is there and with the support available I feel confident I will pass all my tests on the first attempts!”

Umar P - London



PART 3

- ✓ 'The Practical Guide to teaching and Coaching for Driving Instructors' handbook
- ✓ 20 hours of online training courses delivered by our ADI training team, along with 20 hours in-car training
- ✓ Unlimited access to online Part 3 training videos from an ORDIT registered senior trainer
- ✓ Part 3 test day preparation
- ✓ Test result follow up and next steps

+ SUPPORT

- ✓ FREE career planning consultation (once you pass your Part 2 test)
- ✓ Full licence or trainee licence options explored
- ✓ Contract signature and DVSA licence application
- ✓ Half day induction course combined with car collection, where applicable

Pre launch induction course to cover all aspects of getting on the road. You will be briefed on all practicalities and procedures to ensure your launch is smooth and easy. Usually a lengthy zoom call but if you can make a trip to our National Head Office in York then it can be done face to face and you may even be able to collect your car as well!



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The career launch

In the run up to your last exam we'll need to start making plans for your launch. There's no need to wait until the last minute, and a bit of forward planning will ensure you get off to a flying start. This is where the Trainee licence option may come into it's own. Basically this is your chance to start working and earning before you fully qualify. It's a great shortcut if you are not working whilst training with us. But even more importantly it's a chance to do the job for real before you tackle that last exam. A no brainer for many new team members, just get exams one and two out of the way then go straight to career launch.

Alternatively, if you are still in employment at this stage we'll need to take into account any notice period you might have. There's no point us getting you fully booked with pupils when you still have two weeks to work in your present job, so let's do a proper launch that works best for you. The ideal is to have a full diary booked and ready at the end of your notice period, so you step straight out of one job and into your new one.

First thing we will need is your car choice. The team will let you know what's available in good time so you can check out the various models and choose the one that's right for you. There will be a choice of new or nearly new cars and 5 door models can be sourced if needed. Remember the car is available to you for private miles so pick one that suits your needs.

Then we need a diary plan. It's up to you how many hours per week you work, and when those hours are. But we need to know in advance so we can get your chosen diary onto our booking system and get the bookings flowing in good time.

And that's it! You can now just concentrate on nailing your last ADI exam knowing everything is prepared and your new career is finally just around the corner.

The idea is to have as full a diary as possible booked and ready at the end of your notice period, so you step straight out of one job and into your new one.

What they say about us

“

“I joined My Four Wheels in April 2019. Whilst I was nervous at the start, all of my questions were answered by the amazing team which made me take the leap. Since starting I never once felt like it was the wrong decision simply because of the great support I had from the online tutors. I managed to stay focussed and achieve my goal of getting to Part 3 by September, which is well within the average time it normally takes. I’m now sitting my part 3 training and the fantastic support still continues, so a big thumbs up from me to My Four Wheels!”

Sarah H - Leeds



“

“Absolutely seamless recruitment offer, real in depth and knowledgeable staff...Mark has been a dream! In terms of training, it’s 1st class - as a previous adult educator with a forensic psychology background the course material has refreshed everything I already knew. Would definitely recommend My Four Wheels. Yes, there are schools out there offering a new career at cheaper course rates, but in my honest opinion you get what you pay for, and this course is A class! You won’t be disappointed :)“

David L - Nottingham



“

From the moment I started my journey with My Four Wheels I can honestly say I have been treated with the greatest respect and professionalism by the entire team. If I call in, send an email then the response is always supportive.

People make any business and this Company has great people! No challenge is too small to be dealt with or too large to be overpowering. So even if you're feeling a bit down, when it all gets too much and you doubt your ability. Then they are always there to support you and put you back on track. Keep up the great work!

Mark G - Manchester



“

I have been a driving instructor with M4W for the last 2 years. It has been a strange 2 years for everybody but the team at M4W have made things seem normal, they have always put the drivers first. I have had a constant stream of pupils and they just keep coming, the downside is I can't fit in everyone who wants a lesson. One thing that I have been impressed with is the support I have had from day 1, I was well looked after while in training and this has continued while out on the road. I don't think I realised what it would really be like teaching, I am constantly learning and I have had some fantastic pupils.

Billy H - Birmingham





MY **FOUR**

WHEELS

Your next step

We hope you have found this career guide useful. And we really hope this is what you are looking for next in life because we need new team members nationwide as soon as possible.

Informative as this guide is though, no doubt there will be questions and clarifications needed. So the next step generally would be a telephone conversation to go through things, add detail where needed and to answer any questions you may have. To this end we have set up a small advisory team, old hands from the industry who have worked with us for many years and who can spend time with you to help you with your decision. Often career decisions affect immediate family members so it's great to involve those closest to you to be part of the decision process. If you have a spouse or partner who would like to be party to your decision please feel free to chat with our advisor on a conference call basis.

It will be our advisors job to answer all your questions and to help you understand all aspects of both training and career. You'll find him or her very approachable and not at all pushy. There will be no attempt to convince you this is the best career for you, only you can decide that. In particular no deadlines will be set for accepting a job or training placement, the process goes at your speed, so make a good decision, not a hasty one!

Also, as all instructors are called upon to pay for their own training, our advisor will be able to prepare a fee quote for you and send this to you by email and post. Remember, with our most popular training package whatever you pay for your training will be refunded to you in full provided you complete 3 years service with us, though we very much hope you will stay much longer than that.

Call your advisor now and let's see if this is just the career you are looking for!



**Join the My Four Wheels
Instructor Team now...**

...and never look back!