

## Julie Glenister – Driving Instructor

On 11 January 2005 Julie Glenister took delivery of her brand new Mitsubishi Colt 1.5 Sport and the next day she was running her own independent Driving School. She had been planning for this day ever since she decided to leave her management job and become a driving instructor. The change left her with less stress and more time for her partner and three grown up children. She had always enjoyed driving and she thought she would like teaching people. Even now, after four years teaching she still gets a buzz when one of her students passes the test.

All Driving Instructors have to pass examinations in driving and teaching skills. Julie invested over £3500 in her training with BSM and examination fees. When she qualified she worked within the BSM organisation as a self employed driving instructor, building her reputation and finding her own clients. BSM have high standards for their instructors and provide courses to encourage them to continue with their training.

Now she is independent she saves the fee to BSM but she still has to pay for the car, insurance and advertising for new clients. Her fees are currently £23 which is the same as BSM.

Julie teaches people of all ages but her most difficult clients are experienced drivers from Europe who need to be firmly told that they have picked up a lot of bad habits which they have to get rid of before they can hope to get a UK driving licence.

Julie recognises that passing the test does not make you a good driver. She is also a Pass Plus instructor which involves the new driver having an extra six hours with her to practice driving in town and country; on dual carriageways and motorways; in bad weather and in the dark. Passing this test entitles the new driver to interesting discounts from insurance companies.

And what of the future? Julie has no ambition to run a big driving school – she has been a manager and got the tee-shirt. She enjoys running her own business and being with her own clients. She may never be disgustingly rich but she will earn a decent living doing work she enjoys.