



SNOW

Pro

The Official Publication of the Professional Ski Instructors of America Eastern / Education Foundation

WINTER 2007

March Madness Hits Killington for Eastern Members

New Alpine Spring Academy to offer "Pro Jam"-style event

Have you ever wanted to attend the PSIA National Academy, but couldn't quite swing the time or the money? Have you ever wanted to attend the Pro Jam or Master's Academy, but couldn't because of the time year? Or, maybe you have been to these events and you're just looking for some more "good stuff."

Then, check out the "Spring Academy" for the most snow, the best skiing, the biggest ski

The Alpine Board of Examiners (showing off their new Avalanche-supplied uniforms) invites you to join them and your fellow members at the first Alpine Spring Academy on March 22-25 at Killington, VT.



ANNUAL MEMBERSHIP MEETING NOTICE

The PSIA-E/AASI Annual Membership meeting will be held at the Snowshed Lodge at Killington, VT on Sunday, March 25, 2007, during the Spring Rally. The meeting will begin at 8:00 am and will include an organizational update and announcement of election results. Complimentary coffee, tea and pastries will be served. No groups will go on-snow until the meeting is adjourned. Meeting room location will be posted at the Rally Registration area. Please plan to attend.

resort, world-class coaches, and great après ski activities.

- **When:** March 22–25, 2007.
- **Where:** Killington, VT.
- **Why:** Great spring skiing, great ski training, PSIA-E education update, and FUN!
- **What:** Includes 4 days of coaching; lift tickets; après ski activities; reduced lodging rates.
- **How Much:** Only \$315 (that's less than \$80 per day for the best skiing, coaching and après ski activities you could imagine)

The Spring Academy is open to all PSIA-E Alpine members. Ski groups will be formed according to certification level and desired training focus. Each group size will be 8 members or fewer per coach. Normally, in an academy format, groups are 10 or more in size. At this academy you can expect plenty of ski time and lots of individual feedback from your coaches.

This Spring Academy format is different and exciting, with each group spending time with two

different coaches. Two of your days will be spent with one of our highly trained PSIA-E examiners, and two days will be spent with a new PSIA-E Eastern Team member.

Après-Ski and other Activities include:

- Thursday: Après-ski social event to be announced.
- Friday: After-skiing Coach's Clinic and Tech Talk.
- Saturday: Après-ski with Spring Rally participants in the Long Trail Pub at the Snowshed Lodge. Includes exciting door prize drawings.
- Sunday: Participate in the Annual Spring Rally Race (optional).

Spring skiing doesn't get any better than this. You won't want to miss this one. The Spring Academy registration deadline is March 1, 2007.

continued on page 6

the inside edge

3.....President's Message

6.....VIPrivileges

9.....Adopt an Eastern Team Member

12.....Around the Regions

20.....Absolutely AASI

24.....15 Below

33.....Your Turn

CANDIDATE PROFILES START ON PAGE 14; ELECTION BALLOT IS ON PAGE 35



guest editorial

What Every Good Instructor Should Know

by Gail Setlock

PSIA-E Alpine DCL Ed Staff
Gore Mountain, NY

Wow, when I think back on all of the things I have learned over the past 25 years teaching skiing, I can honestly say I have learned more through my life experiences as an instructor, trainer, Ed Staff member, and assistant director of a snowsports school, than I have through my college years (undergrad and graduate programs), and from other job experiences. Along the way a few key things continually come to mind, which I think every good instructor should know and practice - sort of like Robert Fulghum's "All I really need to know I learned in Kindergarten" poem.

- Greet every guest with a smile! It will make a good first impression, while making interactions with the guest more enjoyable. Whether you are walking through the lodge or walking out to a lesson, smiling will relax both you and the customer and will make the guest's experience and yours a better one.

- Remember that the Guest comes first! They may not always be right, but we need to put their concerns first and try to help solve their problems. Think of a time (and it happens often) when you ran into the convenience store to pay for gas, and the staff at the register continues talking, ignoring you, until they are done talking about their personal lives. Isn't that annoying? Remember that, and the next time a guest is looking to talk to you - a knowledgeable employee - give them your full attention. Also, show some empathy for a frustrated guest by affirming their aggravation by saying, "I can understand how frustrating this is for you", even if you cannot help them solve their problem. The next thing is to see if there is someone who can help them, rather than just saying, "I don't know. I don't work in that department". Escort them to the proper department where someone can help solve their problem.

- Set personal goals for yourself. We all can improve our skiing and teaching. By setting personal goals we continue to stay focused and grow. Quite often, instructors have goals to improve their skiing, but I don't often hear about goals to improve their teaching and coaching. Keep your goals attainable, with short-term objectives to accomplish which will lead you to your goal.

- Buy equipment that is right for you! So often I see instructors in top-of-the-line race boots and skis, only to see them struggle because their equipment is not appropriate. Yes, many of us are very good skiers, but we are most likely not running gates all day, every day. We need boots that fit properly (like our students, many instructors buy their boots too big) and allow us to flex our ankles. Make sure you go to a reputable shop and get the best fit possible.

- Ski Slower! How often I see instructors "fly" down the mountain. Some people may be impressed with the speed, but a lot of times the skier can ski fast but cannot perform the appropriate blend of skills. We all will benefit by skiing slower and practicing the proper application and blending of skills. As a good friend once said to me, "Anyone can make a horse run fast. A skilled rider will make him walk, trot, and cantor on command".

- Keep in good physical shape! Skiing is a physical activity; we should be a good role model by exercising and being in shape. I believe in the saying, "You can't ski yourself into shape". Instead, I believe you should come into the season already in shape, and ready to get out and ski!

- Most of all, Have Fun! Be enthusiastic about teaching and skiing. Show this in your lessons. Make your skiing playful; keep your teaching fun! Keep your students moving, with mileage to practice what you've taught them and to experience the thrill of skiing.

This list could go on. These are just a few things that I think are important, and will contribute to us all being the best instructors we can be. Have fun, savor your experiences, and enjoy the ride!

Ed. Note: The above is a guest editorial. Members may feel free to contribute to this column. Please label the article, "guest editorial". Use of such articles for this column is at the discretion of the editorial staff. ■



Volume 33, Number 4

Bill Hetrick, Editor

The official publication of the Professional Ski Instructors of America-Eastern Education Foundation.

1-A Lincoln Avenue

Albany, NY 12205-4907

Phone 518-452-6095

Fax 518-452-6099

www.psia-e.org

General Information

Submission of articles, photos or other items for publication is invited. Articles should not exceed about 1000 words. Receipt of submissions will be confirmed to the writer. Upcoming deadlines are published in each issue of *SnowPro*. Material should be sent to "SnowPro Editor" at: psia-e@psia-e.org as an MS Word document attachment. If it is necessary to mail material, it may be sent to:

Bill Hetrick, Editor

110 Hubler Rd.

State College, PA 16801

Phone 814-466-7309

psia-e@psia-e.org

Pro Shop header and Your Turn header photos by Scott Markewitz. Courtesy of PSIA.

All submitted material is subject to editing. Its use, whether solicited or not, is at the discretion of the editorial staff. All published material becomes the property of PSIA-E/EF. Articles are accepted on the condition that they may be released for publication in all National and Divisional publications.

SnowPro is published five times per year by the Professional Ski Instructors of America-Eastern Education Foundation. Permission is hereby given to all National and Divisional publications to copy original material from this newsletter providing credit is given to PSIA-E/EF and the author, and the material is not altered. Articles that contain specific copyright notices may not be reprinted without written permission from the author.

Subscriptions: Non-members can purchase a subscription to *SnowPro* by becoming an Affiliate at the rate of \$31 per year. Contact the Albany, NY office at the address above.

Note: Material published in *SnowPro* which has been provided by persons not writing in an official capacity, and for official purposes, is the responsibility of the author, and is not necessarily endorsed by the Association.

PSIA-E/EF reserves the right to refuse or edit all advertising.



continued on page 4

President's Message



by Bob Shostek
PSIA-E/AASI President

A Good Start, in Spite of.....

Well, here it is two days before Christmas, and still NO snow for us in the East! I just finished taking a dozen or so runs with some fellow instructors on excellent manmade conditions and coverage at my home area; I then decided to call it a day, went home, pulled out the garden hose and washed the cars. Who would have guessed that on December 23rd the skies would be bright blue with temperatures of 50-plus degrees – or, like many other days thus far, dark gray with RAIN? I hope that when you read this issue of the SnowPro later in January, your area in the Eastern Division is experiencing some great white stuff, and COLD temperatures for making it. In spite of this dismal start, weather-wise, our educational events to date have been VERY successful, with good member attendance. And, importantly, attendee evaluations tell us that our Educational Staff is meeting or exceeding educational expectations, regardless of the minimal snow and terrain.

It all started with the annual Snowsports Management Seminar at Mount Snow, with attendance of over 200 managers/directors, representing a majority of the division's areas. Attendees received a vast amount of information, including the following:

- From the office staff: What's new with divisional projects/programs.
- From the educational staff: An update on what's happening on the education/certification front.
- An excellent presentation from keynote speaker Michael Berry, NSAA President, about challenges that ski areas across the country are facing in growth and retention, and their strategies to deal with these challenges.
- Discussions about the industry and challenges facing snowsports schools, during a "Town Hall Session" with Michael Berry, Ray Allard - PSIA/AASI President, myself, and Mark Dorsey - PSIA/AASI Executive Director (another special guest of the

Seminar). Mark Dorsey also participated in various roundtable sessions with area managers/directors, sharing the challenges and opportunities snowsports schools are facing at the National level. One of the many positives that came out these sessions was the strong support for our new Member-Gain-a-Member campaign, and feedback from school managers/directors asking to somehow be included in the incentives. NOTE: I'm happy to announce that in response to your feedback, the division will include an MGaM contest for the school directors. Check out the particulars in a separate article in this issue.

On behalf of the Eastern Division, thanks to Michael Berry, Mark Dorsey and Ray Allard for helping to make this season's Seminar a great success.

Our annual Pro Jam this season was the BIGGEST ever. Although the open terrain was limited, the attendees experienced an excellent event. Our mountain host, Killington, and our Educational Staff, Office Staff and Sponsors of the event went to extremes to make it fun, entertaining, educational and memorable. The sponsor party and raffle was a great success, with many taking advantage of the

tremendous deals. (And, when was the last time you attended a party for instructors and there was food LEFT OVER?) The weeklong experience ended with a fun-filled banquet and another successful raffle. (MOST are still wondering what happened to an ARMS length of raffle tickets. Maybe next year?) I'm still curious why the line was not longer for taking some swings at the Piñata. Members can still get a great experience similar to the Pro Jam at the end of the season, on March 22-25, at the new "Spring Academy", being held at Killington. The "buzz" is already strong about this new event, which will run in conjunction with the Spring Rally, so please sign up early!

Other successful events in the early season included the educational and fun-filled Children's Academy at Mount Snow, with more than 125 in attendance. The Race events at Hunter went very well for the 40-plus attendees who had the opportunity to fine-tune their racing and coaching skills with guest coach Dave Lyon from the National Demonstration

continued on page 4

Eastern Division Dues Notice for 2007-08

Dues to increase \$2...senior and student discounts now the same

Dues invoices for the fiscal year July 1, 2007 through June 30, 2008, will be mailed to all members in May. National dues will remain at \$40.00; PSIA-Eastern Division dues will increase by \$2.00 to \$57.00. Total combined dues for regular members are \$97.00 for 2007-08 (a 2.1% increase).

The divisional dues increase will help support the normal annual increases in operational costs, educational program and staff support, a continued commitment of investment into a fiscally-responsible contingency fund, and technology tools such as web site enhancements and division-specific IT needs.

Senior and student discounts will remain in effect for 2007-08: For any Eastern Division student member age 16-23, the division discount for 2007-08 will be \$20.00 and the national discount \$10.00. Therefore, total combined dues for qualifying students will be \$67.00 in 2007-08. For seniors age 75 or more with at least ten consecutive years of membership, the division discount is now also \$20.00 and the national discount is \$10.00. Therefore, total combined dues for qualifying senior members will be \$67.00 in 2007-08. This change was made at the recommendation of the Finance Committee and approved by the Board of Directors in October, 2006, with the goal of providing equity in all discounts for qualifying members.

"Our executive director, Michael Mendrick, did research on membership dues a couple of years ago and found in a survey of associations done by the American Society of Association Executives that the average dues for an individual membership association like ours, of a regional scope and comparable budget, is \$118 annually. So, we feel that our dues continue to provide a very good value for the investment dollar," said PSIA-E/AASI Board President, Bob Shostek.

Payment is due by June 30, 2007. A late fee of \$25.00 applies after June 30, 2007. Once again, most members with Internet access may pay "online" safely, securely and conveniently through the national website at www.psia.org. If you have any questions, please contact the Albany office at your earliest convenience. Thank you!

PSIA-E/AASI dues may be deductible as an ordinary and necessary business expense (check with your tax advisor). If you choose to add a donation to the PSIA-E Education Foundation, that donation is deductible as a charitable contribution. ■

Opportunity!...

Be a SnowPro Author!!

If you've been thinking about writing an article for the "Your Turn" section of SnowPro, there's no better time than now. We have been able to work down our backlog, and will have room in upcoming issues for you to get your thoughts and ideas out to your fellow members. It's a great way to express yourself to a large audience on topics and philosophies that you feel strongly about. Many of the best articles we have had in the newsletter over the years have come directly from the general membership. Go for it!

We ask that you do the best you can, but don't be preoccupied with whether you think you're a good writer or not. Commit your ideas to the keyboard and send them in. We'll do the rest! Some guidelines and thoughts about submitting articles are:

- Should not exceed about 1000 words.
- Include name as you want it to appear, discipline, membership level, and snowsports school.
- Send to psia-e@psia-e.org as an MS Word attachment, to the attention of the SnowPro Editor. Receipt of submissions will be confirmed to the writer. If you must send a hard copy, send to the Editor at the State College, PA address in the masthead on Page 2.
- Upcoming deadlines are published in each issue of SnowPro.
- Additional submission policies can be found on page two under General Information.
- Please be aware that not all articles will be published, but a very high majority are. Some primary reasons for not being published are: Too long; unacceptable content; duplication of other articles; outdated material. ■

Thanks! Join in!
Bill Hetrick, Editor

Stay out of the back seat!
The Boot Bug keeps you and your students skiing in balance.



All ability levels improve quickly.
Call 603 498 5488
bootbug@aol.com
orders or info

BOOT BUG \$45

team. I am happy to announce that the early season Level II, Parts 1 & 2 at Hunter was well attended, with 24 participating in Part 1, and 18 in Part 2, with a pass rate of 80% in both. I have to say, WELL DONE to these early candidates!

You might be wondering by now why all the news in this President's message is about events, and not about other divisional affairs like the budget, by-laws, proposals, etc. Well, I'm writing about events and attendance because they are our primary lifeline for survival. Educational and certification events are what the division is all about. They are what the membership is looking and asking for, and they are what we strive to deliver. The message here is to assure you, the member, that when you make the decision to attend an event, we have what it takes to deliver what you are looking for - regardless of weather or snow conditions. Our staff is ready, willing and able to fulfill your educational/certification expectations, and all of our host resorts go out of their way to make the event happen successfully. We can't control the weather, but we can have plans A, B, and C in place and ready to go - it just depends on Mother Nature as to which one we will be using!

I hope the rest of the season brings you LOTS OF SNOW and enjoyment. See you on the slopes! ■



Snow: a form of precipitation that usually occurs three weeks prior to and the morning of your departure from your ski vacation.

~Author Unknown

SKI CANADA
Panorama B.C.
March 30 - April 6, 2007
Ski Improvement Camp
20th season!
(416) 999-1138
www.skiwithbob.com

PSIA - Eastern Education Foundation and PSIA/AASI - Eastern Division

Staff

Michael J. Mendrick
Executive Director
Mickey Sullivan
Director of Education & Programs
Sue Tamer
Director of Operations

Board of Directors

President
Bob Shostek
Vice President
Dutch Karnan
Immediate Past President
Bill Beerman
Region I
Director - Tom Butler
Representative - Ross Boisvert
Region II
Director - Steve O'Connor
Representative - Sherm White
Region III
Director - Ray DeVerry
Representative - David Welch
Region IV
Director - Eric Jordan
Representative - Jay Minnicks
Region V
Director - Ron Kubicki
(Secretary, PSIA-E)
Representative - Nick Brewster
Region VI
Director - Scott J. Allard
Representative - Cherisse Young
Region VII
Director - Steve Kling
(Treasurer, PSIA-E)
Representative - John Cossaboom

Committee Chairpersons

Umbrella Steering Committee
Dutch Karnan
Alpine Education & Certification Committee
Peter Howard
Snowsports School Management Committee
Steve Howie
Alpine Education Staff/BOE
Mike Bridgewater
Children's Committee
Jeff "Jake" Jacobsen
PSIA Representative
Bill Beerman
Adaptive Coordinator
John Lincoln
Nordic Coordinator
Mickey Stone
AASI Advisor
John Hobbs
Race Programs Committee
Charlie Knopp
Area Rep Program Coordinator
Joan Heaton
"15 Below" Advisor
Gary "Griz" Caudle



administrative update

Pro Jam breaks records for attendance, fundraising

“Super Raffle” & Burbridge Raffles Raise more than \$6,500

By Michael J. Mendrick

PSIA-E/AASI Executive Director

Nearly 600 members, guests, education staff and suppliers attended yet another record-breaking ProJam ever during the week of December 11 -15, 2006 at Killington, VT. Once again the staff at the mountain as well as the Killington Grand Hotel did an exceptional job of hosting us. The conditions for the open terrain was exceptional, the weather included sun in lieu of snow, the national and Eastern education staffs led their groups through an awesome week of learning and fun and, once again, we raised a record amount of money to support some important causes.

The annual Pro Jam Education Foundation fundraisers broke last year's records and once again proved to be a fun and financially successful addition to the Snow Pro Jam agenda.

First of all, a raffle to benefit the C.E. Burbridge Memorial Fund held during the Sponsor Party on Tuesday evening raised \$1,838.00 (triple the total of last year's raffle!). Later in the week, during the banquets (the event was so big we split the Master's Academy and Pro Jam dinners into two separate ballrooms) on December 14 at the Killington Grand Hotel, more than 575 members and guests gathered to celebrate the end of a great week. On display just outside the banquet room was another terrific selection of more than \$5,000 in merchandise donated by our sponsoring companies.

Led by a stellar team of raffle ticket marketers from our Board of Examiners, one HUGE punch bowl was filled to the brim with thousands of raffle tickets. When the dust cleared and the prizes drawn, \$4,716.00 in tickets were sold – an incredible amount for a two-hour dinner program. The dollars raised will go to the Education Foundation and, in

particular, the Membership Scholarship Fund. **A HUGE thank you goes to the All-Star Sales Team of Suzy Chase-Motzkin, Kristi Robertson, Pam Greene, Dave Capron, Rick Svencer, Rick Metcalf, Josh Haagen, Brian Smith and Lenny Hurrell.** Missing in action was **Bob “Wingspan” Shostek**, serving a one-year suspension from the International Council on Ethical Raffle Selling Practices for “excessive arm stretching.”

Thanks to the following donating companies for supporting our organization, contributing product and helping to generate a fun, festive and fruitful experience for members: **Avalanche Ski Wear**, (S09 navy ski jacket); **Dynastar**, (“Nothing but Trouble” twin tip skis); **Fischer**, (AMC 76

skis); **Green Mountain Orthotic Lab**, (Stance and Balance Package which includes footbed and balancing); **Tecnica**, (Diablo Magma Hyperfit boot); **Surefoot**, (custom ski boots & orthotics); **Atomic**, (M-tech 90 boot); **Salomon**, (X-wing tornado skis & bindings); **Manzella**, (men's and women's gloves); **Vew-Do**, (balance boards); **K2**, (True Luv women's skis & bindings); **Rossignol**, (Bandit B2 all mountain skis with Axial 2 pro bindings); **Swany**, (men's and junior's ski gloves).

The total of more than \$6,550.00 raised at ProJam is a testament to the generosity of our sponsors and passion of our members. Thank you to all for your support! ■

Correction

The name of the author of the article, “A Competitive Group Teaching Method”, on page 7 of the Fall issue, was misspelled. The correct spelling is Ural Talgat. We apologize for the error.

Gift Certificates

Looking for a fun, unique and very useful gift for a friend, parent, spouse, or child who is a member of PSIA-E/AASI?

How about a Gift Certificate?

Yeah, that's right, we now have two types of Gift Certificates available!

- PSIA-E/AASI Event Gift Certificates are available in increments of \$50 and can be used toward Eastern Division events. They can be designated to be used during the current season when purchased, or can be designated for the immediate upcoming season.

Please note: Once designated, certificates cannot be carried over to another season.

- Or, purchase a PSIA-E/AASI Dues Gift Certificate for the exact amount of the recipient's dues. Please contact the Office to obtain this amount!

To purchase a Gift Certificate, please call the PSIA-E/AASI office at 518-452-6095 and ask for Colleen Plante.



VIPrivileges



Want to know what PSIA-E/AASI privileges you get as a member? Look for this column in each SnowPro and we will let you know what is new – or remind you of things you should be sure to take advantage of...

By the time you get the Winter SnowPro, we will be well into our season. As I write this, we are all anxious for more cold weather and snow, but by the time you read this, I hope it has arrived and that the season is a good one so far for each of you!

Are any of you starting to cram for an upcoming certification exam?

If you have an older Study Guide and you want to know if it is still what you should be working with, there is a new link on the Eastern Division website which summarizes the changes made to each study guide, each season starting with season 06/07 (compared to 05/06 versions). Go to www.psia-e.org On the Eastern Division Home Page, right hand side where the Study Guides are listed, now also see "Chronology of Exam Guide Changes".

Or, are you a Level 3 certified member who is planning and packing for a ski trip to Europe -or elsewhere outside the United States?

If you are a Level 3 certified member, you can apply for the International Ski Instructors Association (ISIA) Passport. The ISIA Passport is obtained through the PSIA/AASI national office and must be validated by them each year that you plan to use it. The passport provides you recognition and verification of your Level 3 status and is your key to potential discounts throughout the world. Each resort, facility and country has different requirements as well as different offers, but having it with you and asking about its use wherever you ski or ride internationally is the way to taking advantage of this great member benefit!

The ISIA Passport Program is managed through the PSIA/AASI national office. For general information about the Passport Program, log onto the national site at www.psia.org; next choose "What's New" and then go to (FAQs) Frequently Asked Questions. If your questions are not answered there, please send the Membership Information Services Team an email at mist@psia.org or call them at (303) 987-9390.



Ok, so maybe you just want to ski or ride at an eastern resort that you have not tried out yet?

As a PSIA/AASI member, many resorts will extend you

a discount when you come to ski or ride at their area. Now, the Eastern Division is happy to announce some "VIP Resort Ticket Deals" for our members. We hope there will be more to follow, but for the current listing of VIP Deals, go to the Eastern Division Website at www.psia-e.org.

march madness, continued

The Spring Rally: Fun in the Sun and Snow for Everyone!

All Alpine, AASI, Adaptive and Nordic members are invited. Enjoy Killington Resort and the great spring skiing that comes with this fabulous mountain and the PSIA-E/AASI event. The Spring Rally is a great way to catch up on your PSIA-E/AASI education credits and ski or ride with new and old friends for the weekend. Ski and ride groups are organized according to certification needs, ski experience and education desires.

The event includes two days of coaching from members of our PSIA-E and AASI Education Staff, lift tickets, Saturday après ski party with exciting door prizes. The Annual Spring Rally race (optional) will be held on Sunday. There is discount lodging available to members at several Killington area lodging properties for this Spring Rally weekend.

This year the Saturday Après ski party will be held in the Long Trail Pub in the Snowshed Lodge. You can expect this party to be swinging, with a band scheduled and lots of hors d'oeuvres. There will also be some awesome door prizes given away. The après ski party will replace the traditional Saturday night dinner.

In addition to the Spring Rally events, the Annual Membership Meeting will be held on Sunday, March 25, at 8:00am in the Snowshed Lodge.

The cost for this Super Spring Rally weekend is only \$158. The registration deadline is March 1, 2007.

See you this spring! ■

Join us on top of our Killington world!

Breakfast daily
Fireplace Suites
Hot Tub · Sauna
Outdoor Heated Pool
Game & Family Rooms
Function Rooms · Internet Access via data ports & WiFi
Common Room with Fireplace & Big-screen TV
Santa Fe Restaurant, Lounge with Nightly Entertainment

and PSIA/AASI discounts!

THE MOUNTAIN INN
Premier Killington Village Location
at the Top of Killington Road
TOLL FREE 888-422-3595 • MTINN.com

The Zipper Line



straight talk from the association

I Love to Ski and Ride

Macarena Style!

by Joan E. Heaton
Educator

PSIA-E/AASI Area Rep Coordinator
Windham Mt., NY

Well, didn't we have just the best time ever? There we were at the Snowsports School Management Seminar at Mount Snow. The session was The TEACHING DIMENSION, specifically, the Teaching and Learning Styles. The task we used was an adaptation of the Macarena as we all sang, "I LOVE TO SKI AND RIDE!" So, what style of teaching is that? Well, it started out to be Command, then Task/Practice, and then Reciprocal Style.

I'd like to briefly review here the basics of this session from the Seminar:

First, I reminded everyone in attendance that a style of teaching is determined by who is making which decision; remember that in Command Style, the teacher makes ALL the decisions pertaining to pre-class, execution, and evaluation. I shared with the group that over the years, since the early '80s, when I first brought attention to the teaching aspect of snowsports teaching by presenting the Styles, I have observed instances where it was thought that because tasks were used, ergo, the style of teaching was labeled "Task". I also observed that, in some instances, where just because partners were used, the style of teaching was labeled "Reciprocal".

We discussed that, in the Task/Practice Style, the teacher begins by sharing the Execution Decisions with the students. Keep in mind that it is the sharing of the Execution Decisions that makes the style "Task". Decisions such as where a student stands during class, and when the student will start or stop practice, are the first decisions to be shared because they are the easiest decisions to share. Actually, in sharing these decisions, the students are more active and more involved in the lesson. This is a good thing!

In Reciprocal Style, the style is identified because Evaluation Decisions are shared as the

student who assumes the role of Observer is responsible to evaluate or judge the actions of the Performer, and not just because partners are used. I also cautioned the group that, when using Reciprocal, the teacher should NOT pair up with a student. However, for demonstration purposes the teacher can step in and work with one of the partners; but, when the demonstration is completed, the teacher should step out and allow the student partners to work together. It needs to be remembered that the teacher should be available to ALL the students. Now the teacher can move through the group to give feedback; it is important that the teacher speak with the Observer so as not to usurp the authority given to that student.

The sharing of these decisions continues as we move along the spectrum of teaching styles to Guided Discovery, Guided Exploration, and Problem Solving. In these three styles, the students are actively involved with the subject matter as the teacher poses questions, paths, and problems for the students to explore. We discussed how the questions, paths, and problems posed by the teacher actually make the student uncomfortable, and, as a result, they seek ways to answer, explore, solve, and, thereby, move themselves out of that uncomfortable state of mind. I filled in the technical terms of this discomfort as cognitive dissonance or stimulus, the quest to find the answers as inquiry or mediation, and the solutions as cognitive consonance or discovery. I also shared with the group that care needs to be taken with Guided Discovery to be sure that the questions and/or tasks used are gradual, and leading to that one desired answer. Just asking random questions does not make the style of teaching "Guided Discovery".

The discussion concerning the learning styles went smoothly. The identifying behaviors of each of the styles – Feeler, Watcher, Thinker, and Doer - were discussed. The quiet behaviors of the Feeler, the "hanging back" desires of the Watcher, the questions of the Thinker, and the impatience of the Doer need to be noted so appropriate teacher behaviors for each can be employed. There was some discussion that we might get more "bang for our buck" if we encouraged students to take the leap of faith and try to experience learning in all four styles and not just in one's own dominant style. Food for thought!

As we examined the many faces of feedback, we all agreed that feedback is critical to learning: Intrinsic - Extrinsic, Group – Individual, Positive – Negative, and Descriptive – Prescriptive. The time-line involved with Concurrent, Immediate, Terminal, and Delayed Feedback drew some comments. Concurrent Feedback is given while a student is performing. Immediate is given as soon as the student finishes performing, without any time delay. Terminal Feedback is given after the student

finishes performing, but waits until the teacher gets around to him/her. Delayed Feedback is given about a previous performance after another activity has been performed. Although Delayed Feedback is considered the weakest type of feedback, it is still better than no feedback. Concurrent Feedback continues to be the best type of feedback; however, the teacher needs to determine if the student can handle being spoken to while performing.

The call to action for us in this teaching aspect of snowsports teaching is to assume the responsibility of learning and doing everything possible in our lessons to effect a positive change in our students' performance.

The outdoor sessions demonstrated the practical application of the material covered indoors. A special thank you goes to Ray Allard, Bob Shostek, and Peter Howard, who conducted these sessions with me. And, as I observed Ray, Bob, and Peter demonstrating The Styles, I could not help but feel so proud to realize how far and how accomplished we have become in our snowsports teaching delivery. We have certainly come a long way from the early '80's.

Our Snow Dance that concluded the indoor session was done with enthusiasm and with the hope that snow is on the way! THINK SNOW!! Thanks to everyone who attended. I had a great time, too!

Everyone is invited to go online to our website, www.psia-e.org, click on Education, and, in the drop-down screen, click on The Teaching Dimension by Joan Heaton. Your comments are welcome; write to: (jeheaton@optonline.net). ■

continued on page 8

EXCLUSIVE **VEW-DO**
PSIA-EAST
BALANCE BOARDS

PRO DEAL

30% OFF ALL MODELS

FOR MORE DETAILS GO TO
WWW.PSIA-E.ORG

THE ZIPPY

THE FLOW

COME CLINIC WITH TEAM VEW-DO AT THE
2006 PRO JAM

*CALL TO ARRANGE FOR A
SNOWSPORT BALANCE CLINIC
AT YOUR RESORT
SINCE 1990

PHONE: (802)362-2893
WWW.VEWDO.COM

Is the Alpine Development Team for you?

.....Tryouts are March 14-15

by Mickey Sullivan

Director of Education & Programs

Have you ever thought about being part of the PSIA-E Education Staff? If you're an Alpine Level III certified instructor, then you may want to consider trying out for the Alpine Development Team. The "Dev" Team provides a great opportunity for moving your skiing and coaching skills toward their full potential. You'll have the opportunity to ski, train and work with some of the best coaches that PSIA-E has to offer. Even the preparation process can be extremely valuable. Most of the past candidates that I've talked to have shared with me that their work to prepare for the tryout was extremely valuable to them.

What is the Development Team?

The PSIA-E Alpine Development Team is a small group of Certified Level III instructors who are chosen by way of a demanding and competitive exam. This exam is the first required level in the Examiner track. Team members receive training to sharpen their teaching and professional knowledge skills, with a focus on developing into highly effective clinicians. Team members understudy with members of the Educational Staff, and occasionally staff Level 1 exams, Development Series events, and Introductory Mogul events.

Requirements to try out for the Alpine Development Team:

- Must have been an Alpine Certified Level III member for a minimum of 18 months.
- Be actively teaching skiing.
- Submit a resume and two letters of recommendation, one of which is from the snowsports school director or immediate supervisor.
- Submit the event application, using the regular event application form, which can be found in both the Early Fall and Fall issues of the SnowPro, or on the website at: www.psia-e.org

The registration deadline for all materials listed above, plus the event fee (\$225), is February 21, 2007. This year's Alpine Dev Team Exam will be held on March 14-15, 2007, at Hunter Mt., NY.

We're looking for a few exceptional men and women that are dedicated and passionate about teaching skiing and coaching others. If this sounds

like you, then consider taking this year's Alpine Development Team exam. ■

Getting "The Best Bang for Your Buck"

by Suzy Chase-Motzkin

PSIA-E Alpine Examiner/Coach

You've poured over the event schedule, thinking about which event would fit best. Maybe you're thinking about an exam, or you want to improve your bump or race technique, or even delve into one of the multifaceted aspects of sport psychology/psychology or movement analysis. Maybe it's just time for an update, or you just want to hang out with people and glide, slide, or ride. Whatever it is that motivates you, you've paid your money and want value in return.

You've arrived at the event, mostly with considerable cost. You have anticipated what the event is going to be like. More importantly, you set an ideal of what you expect from the program. At the registration desk you greet some of the educational staff, and you think to yourself that the folks behind the lists of participants seem like nice enough people...

and they are. I've met all these guys, and they care. They love the sport and care about delivering a good clinic. They want to address people's goals and keep them happy. Most of us see skiing or snowboarding as a gift to be shared.

The time comes when the groups are determined. You gather to meet indoors or on the slopes. We're standing there wondering about the mixed bag of folks. We know that we are to deliver a program based on its title - but what of the individuals in the group? Well, the coach/instructor introduces himself and solicits the same from the group. "Tell us all who you are, where you're from, and what do you want out of the next few days?" "OMG!, you think. If I knew that I was going to have to declare my personal objectives in front of everybody, I would have prepared." It may be easy for you to collect all the self-talk and articulate it into an intelligent sound byte. For many of us it is not. After the time has passed you think what you had said was too generic, or that you didn't want everybody to hate you for asking to do demos. As you move to the lift with your group, you think that this one comment will be your branding for the next few days.

While ascending the mountain, your coach is now determining how to address everybody's goals and expectations. First, we determine what terrain would be best for the group based on the previous interview and the conditions of the day, plus what the program was that you had signed up for. We do try our best. Yet, at the end of the event many of you feel that you didn't get what you wanted out of the

f.y.i.

Alpine Resort Trainer (ART) Workshop

New for the 2006-07 season is the Alpine Resort Trainer Workshop. This specialized workshop is designed for PSIA Level III Alpine members* that are part of the resort training staff at their home ski mountain. Participants will be school directors, assistant directors, supervisors and home resort instructor trainers.

Participants will receive the same intensive training that our DCL staff (Divisional Clinic Leaders) receive at their December training. You will be trained by our DCL or Dev Team coaches or Eastern Team members at the ART workshop. Participants will work on personal skiing skill improvement, coaching and demonstration skills, techniques for staff training and preparing your staff for exams.

For the ART workshops the group size will be a maximum of 8 per coach. You can plan for an abundance of attention as our normal group size is 10 per coach.

Participants of the ART workshop will receive a "dated" certificate of participation. This certificate can be used to display in your home or office and to demonstrate to your ski resort supervisor that you have received this specialized training.

The fee for the ART workshop is \$160 per person for the 2 day session.

There will be four opportunities to take the ART workshop this season.

Sunday River: January 18, 19

Elk Mountain: January 25, 26

Mount Snow: February 7, 8

Winterplace: February 6, 7

* PSIA Level II members may participate with the approval of their School Director and the PSIA-E Director of Education.

program. Why is this? Either the coach forgot your little sound byte, is not a mind reader, selected inappropriate terrain, or just ran out of time.

Well, there is an easy remedy to this. It is called communication. One person talks, the other listens and often replies, then concessions, agreements, and actions are facilitated. It is often uncomfortable to state your goals and intentions at the beginning of a clinic, and, often, the things that seemed important at the onset change from day-to-day, from morning to afternoon, or even run-to-run. There is no rule that you have to stick to your first request. You can change your mind.

The event schedule has great diversity, and usually there is something for everyone. Remember, when you choose your event you will not be branded by your initial requests. Try to take some responsibility for your own learning by asking questions and restating your goals, when appropriate. Your coach will do her best to accommodate you within the limits of time and terrain, and, most importantly, will work to balance the goals of the entire group.

By taking the time to assess what it is that you expect from an event, and by communicating openly with your coach, you should leave well satisfied. Best of all, by utilizing this active approach to learning, you will be able to translate your experience to the lessons that you teach. Your students, therefore, should be well satisfied when they bid you adieu. ■

Modern or Not?

by Peter Howard

PSIA-E Alpine Education-Certification

Chair

Throughout history we have modernized life's tasks to minimize toil and failure. It seems skiing is no exception. Today, skiers flop from side-to-side, rolling their edges and leaving arcs behind. It's all gotten so much easier. Almost anyone can carve, and it seems hard to believe that carving was once the "signature of excellence" ten years. So, is this modern skiing? Is there a difference between great modern skiing and just riding around on modern equipment?

At a recent training session, Jeb Boyd, of the National Demonstration Team, shared specifics the team developed concerning what constitutes modern skiing versus just skiing on modern equipment. Some of the shared thoughts follow.

- We ski on two skis most of the time now. The days of cruising around with the inside ski off the ground half the time are over (this is a "Duh!" - for most of us, it will get more profound. Please be patient). There is a refined flow of movements that connect the skis to the snow through edge

penetration. The skier is connected to the arc of the turn even if the skis momentarily come off the snow. The turns are connected to each other in a seamless nature, ideally free of extra corrective adjustments. It is important for skiers to stay relaxed as they flow to the loading phase of the turn (see statements about the use of strength below). The movements of the body should target where the edge penetration will take place. We constantly move to where we are going next, and where we are going next is constantly moving.

- This is an athletic sport that requires strength. Being strong in a static, holding, isometric sense is not in harmony with a sport that requires touch. There are times we simultaneously soften up and yield with the inside half, and power up to stand strong with the outside half. In difficult conditions, a certain amount of functional tension in the core provides the anchor for the active extremities that are swinging poles and sucking up bumps. Without that purposeful core tension, the fabric would undoubtedly come off the wings now and then. As the body seamlessly connects turns, moments of power intersperse with moments of nimbleness. It would be fair to say that we should achieve strength through movement, rather than strength through holding. Herein lies one of the main differences between parking on the sidecut and skiing modern.

- Modern skiing is versatile and efficient. It is minimalistic in nature. It doesn't take much movement to make a lot happen. The challenge is that there must be movement, and the movement must be accurate. I call this the "Goldie Locks effect". Too quick into the turn and the skier is committed to a certain radius - and may be off balance to the inside. Too slow going into the turn and the skis edges may not engage. Too square to the skis and the edges may not hold the end of the old turn, and extra motion will be required to get into the new turn. Too countered and the skis may chatter as some flow along the arc is lost.

- Versatility comes from selecting appropriate tactics, while maintaining sound fundamentals. Tactics can mean speed, radius, and use of terrain. It can also mean things such as stance width, amount of edge applied, amount of vertical motion, where the heavy spot in the turn is, etc. These selectable aspects of technique, combined in motion with sound fundamentals, create the versatility that separates great modern skiers from the person who needs four pairs of skis with different sidecuts to make four different sized turns.

It is good to hear some specifics that qualify what truly is the nature of modern skiing. It's tough from a teaching perspective to find descriptors and activities that relate to refined movement. I hope these thoughts of the National team, combined with a few of my own, will aid in your teaching and skiing experience this season. ■

An Eastern Team Member Needs You!

...Adopt an Eastern Team Member Today

by Mickey Sullivan, Director of Education & Programs

Your PSIA-E and AASI Eastern Teams are working hard at preparing for the PSIA/AASI National Team tryouts in 2008, and you can be a very important part of their development.

Our Eastern Team coaches and the Director of Education have planned an important training week at Snowbird, Utah, on April 16-20, 2007. Terry Barbour, PSIA-E Alpine Team coach, says, "It is of vital importance that our teams ski, ride and train on the terrain that we will be tested on in 2008. By experiencing exam conditions a year in advance we will have the time needed to make adjustments in our preparation for the 2008 tryouts."

Our PSIA-E/AASI Eastern Team training budget can provide for guest coaching fees, lodging and some meal expenses for our spring training event to Utah. However, Eastern Team members may be responsible for their own transportation. Director of Education Mickey Sullivan, says, "This elite team has contributed thousands of hours and made significant sacrifices to reach this point in their careers and make the Eastern Team. It would be appropriate and very desirable if these athletes - which represent our best skiers, riders and coaches - did not have to spend their personal money at this point for training expenses associated with the 2008 National Team tryouts."

Do you have a significant amount of air or travel miles that can be transferred? An Eastern Team member could use your support by donating the appropriate miles to fly him or her from the east to Utah for the Eastern Team training event.

And, in addition to the gratification of supporting the Eastern Team, how would you like to spend a full day on the snow with an Eastern Team member?

So, how does this work? Here is how you can help with the "Adopt an Eastern Team Member" program:

- PSIA-E/AASI members can use their qualified frequent flyer miles to purchase airline tickets for an Eastern Team member to travel to Salt Lake City this coming April for our Eastern Team training event by making the commitment to transfer their air miles toward the "Adopt an Eastern Team Member" program.

continued on page 10

■ zipper line, continued

- PSIA-E/AASI members can then request an Eastern Team member to adopt. (Please note that the final Eastern Team members will not be decided until the final January 30-31, 2007 tryout.)
- If the requested member is already adopted, then a team member in need will be assigned. You must be willing to accept an assigned team member with this program.
- Once the adoption is made, then team members will work directly with their new PSIA-E "parent" to make the travel arrangements.

What the PSIA-E/AASI "parent" receives:

- Tremendous gratification for helping an Eastern Team member with their training.
- An opportunity to develop a relationship with an Eastern Team member.
- Recognition in the Summer 2007 Snow Pro newsletter.
- A 5 x 7 photo of the Eastern team.
- One all-day private ski/snowboard lesson during the 2007/08 seasons at the eastern team member's home resort. Details to be arranged by "parent" and team member.

How do you adopt an Eastern Team member:

- E-mail Melissa Skinner at mskinner@psia-e.org with your interest and request ASAP.
 - Although it is not necessary, you may indicate which potential Eastern Team member you would like to adopt. Team member adoptions will be on a first-requested basis. Final adoptions will be assigned by February 15, 2007.
 - Shortly after February 15, Melissa will fulfill your request and put you in direct contact with your adopted Eastern Team member.
- Please consider joining in on this very important, and very rewarding project!! ■

ProJam 2006 Highlights



The Charlie Rockwell-led band Crisis performs to a fiesta of "south of the border" hats worn by many of the more than 500 attendees at the ProJam banquet. Olé!



Nordic Coordinator (and proud new papa of 6 lb., 11 oz. Corey Michael Stone) Mickey Stone holds court with a happy gang of Nords as they prepare for a day on the hill at Killington.



Alpine BOE member (and raffle ticket super-seller) Rick Svencer and his group enjoy the sunshine at Killington during ProJam.



PSIA-E/AASI President Bob Shostek shows off his new Avalanche duds while getting ready for another great day at Killington.



"Hey, do you guys want to learn the proper way to lean on your poles or are you just going to keep snapping your goggle strap?!"



PSIA-AASI National Office Hires Former Eastern Division Education Director Kim Seevers

The Professional Ski Instructors of America (PSIA) and the American Association of Snowboard Instructors (AASI) have hired Kim Seevers to serve as education director. She replaces Linda Crockett, who chose to pursue new interests after heading the associations' education department for 13 years.

"Kim's intimate knowledge of PSIA-AASI educational systems, products, and services—not to mention her strong work ethic—make her the ideal candidate for the position of national education director," said PSIA-AASI Executive Director Mark Dorsey. "I couldn't be more pleased that she stepped up to fill the position."

"I'm very excited about this opportunity to make a difference in ski and snowboard instruction on a national scale," said Seevers. "Challenges motivate me. I look forward to helping create educational programs, materials, and certification processes that benefit the entire membership, and the industry."

Seevers most recently served as the program director and head ski team coach for the Adaptive Sports Foundation in Windham, New York. A veteran of PSIA-AASI, she earned her Alpine Level III certification in 1986, and became a division clinic leader and examiner 10 years later. Seevers was director of education and programs for PSIA-AASI's Eastern Division from 1998–2004, during which time she developed and implemented certification programs; participated in multiple strategic planning, certification, and education committees and task forces; authored several manuals, and served as a reviewer for numerous publications developed by the PSIA-AASI Education Foundation.

PSIA-AASI President Ray Allard had high praise for Seevers' qualifications while also expressing gratitude to her predecessor. "Linda Crockett led the education department with great skill for more than a decade, and I know Kim will continue that strong tradition," said Allard. ■

In Memoriam

Ralph Toscano, of North Conway, NH, has passed away at the age of 75. He was an Alpine Level I member of PSIA-E, having joined in 2003. He taught at Cranmore Snowsports School, NH.

John M. Abernathy, of Franconia, N.H., passed away on December 4, 2006. He loved skiing and taught first at Loon Mountain and, the last nine years, at Cannon Mountain, NH. He was a certified Alpine Level II member of PSIA-E.

Note: Mr. Abernathy's obituary stated that memorial donations may be made to the PSIA-E Education Foundation in honor of John.

PSIA-E/AASI extends its heartfelt sympathy to family and friends of our passing members.

*Have you been growing
as a ski or snowboard
instructor?*



*Have you been refining
your skills and
techniques?*

*Are you preparing for your
next certification level?*

Then you need the NEW Ski and Ride Standards DVDs

Our Ski and Ride Standards DVDs were created by your Eastern Division. The DVD's demonstrate PSIA & AASI national standards while showing specific "Eastern Division" testing needs and requirements.

**For Alpine Skiers; created in 2006,
PSIA-E Alpine Certification Standards DVD - \$20**

**For Riders; NEW for season 06/07,
AASI-E Riding Standards Indicators DVD - \$15**

**For Nordic (Tele and Track/Skate); NEW for season 06/07
PSIA-E Nordic Certification Standards DVD - \$15**

To order these training DVDs, go to www.psia-e.org and download the faxable ProShop order form or call the Eastern Division office at 518-452-6095

In addition to the DVD's our PSIA & AASI Eastern Division study guides (available on the psia-e website) are great resources and highly recommended reading to improve your snowsports teaching education and to help you prepare for exams.

Eastern Division
Professional Ski Instructors of America
American Association of Snowboard Instructors



Around the Regions



Region 1 (NH & ME)

Tom Butler, Regional Director, reports: Greetings, Region 1'ers! Hopefully, this column finds you all well and enjoying some well overdue winter-like weather. Ross Boisvert, Regional Rep, and I held 2 meetings for the membership this fall, one at Gunstock on November 4, and the other at Sugarloaf/USA, November 19. We had nearly 45 members between both meetings, for which we are truly appreciative. I want to thank PSIA-E/AASI VP Dutch Karnan for taking the time to attend the Gunstock meeting, and Alpine Education & Certification Committee Chairman Peter Howard for making the meeting at Sugarloaf. Ross and I would like to especially thank Ralph Woodward, Steve Sherlock, and Coach Reynolds for making the Sugarloaf meeting. These veteran members brought a sense of history and perspective to the meeting, which resulted in some excellent discussions.

Top on the list for discussion at both meetings was the Member-Gain-a-Member Program. Hopefully, you have all had the opportunity to read up on this initiative in previous editions of the SnowPro. While support for increasing the membership to make PSIA-E/AASI a more potent educational organization was unanimous, questions arose as to the method chosen to achieve that outcome. Marketing our members to the guests in order to create demand for PSIA certified pros, and, thus, help spur membership growth vs. having the members recruit members to initiate growth was discussed at length.

Growth of the organization led to lively conversation on how to retain the talent that we already have, and whom we work so hard to train here in the east. Having just lost an exceptional snowboard coach to the lure of the Rockies, this topic was very timely for me. There was concern by other members that in addition to coaches heading west (and we don't mean Vermont), PSIA National was taking a disproportionate amount of our dues out as well. Ross presented a copy of our financial statement and assured those assembled that this wasn't the case. He left the copy for the members to read through following the meeting.

The availability of scholarships was a topic that I brought to the table at both meetings. As a member of the scholarship committee, I was amazed at the

lack of applicants from Region 1. Only 9 members from our region applied for scholarships. The discussion that followed was aimed at how to increase not only our number of applicants, but other regions as well. Several members suggested pushing the deadline later in the fall to allow for more applicants. Another proposal was to have more than one deadline in a season so those that want to take late season events could apply during the winter rather than in early fall. Allowing online registration prior to the end of the season so members could apply while their goals for the following season were still fresh was another idea. One final comment was that the deadline is fine where it is; however, it was they suggested that the SnowPro could use a little facelift to its layout to better highlight the scholarship program and other key initiatives.

Finally, there was concern that there aren't enough events scheduled in Maine, which generated some significant head nods from those at the Sugarloaf meeting. Discussion ensued about travel requirements for members and Ed. Staff alike, and also the demand for such events in Maine in the first place.

Once again, I want to thank everyone that attended and contributed to these discussions. I thoroughly enjoyed the meetings and am grateful to those members that attended and spoke their mind. This is your organization and it should reflect the needs of the membership. If there is anything further that any of you would like either Ross or myself to present to the Board at our next meeting, please feel free to email me at delbocavista98@yahoo.com. I look forward to hearing from you and we appreciate you allowing us to represent you on the PSIA-E/AASI Board of Directors.

Have a great winter, and thank you for reading.

Region 2 (VT)

Sherm White, Regional Representative, reports: I was worried that I wasn't going to get on skis in November this year for the first time in many years, but Killington and Mother Nature came through and I got to ski at DCL training on November 30. As I write this on December 1, it looks like Mother Nature may be getting more cooperative, with some cold and snow in the forecast, which is good because I think we have all run out of pre-season jobs to get done.

This is always an exciting time of year, trying to remember how I skied so smoothly and effortlessly last April, and figure out where that feeling went over the summer. I try to remember what sensations I used as cues last spring, and then I need time to recreate them. I sometimes think I should fly con-

struction zone tape and banners on my first couple of runs, to warn others that I am a work in progress hurtling down the slope. Even if I'm going slowly, most of my focus is internal. I'd hate to be trying to teach someone with that preoccupation.

The first day always reminds me how I like to learn - and what I need to focus on in my performance - which I think helps me be more sensitive to the people I teach who are trying to improve their performance. It might be an image, an idea, or it might just be practice space with feedback. It also reminds me to keep things simple. Focus on one thing at a time, starting from the feet up, and focus on movement and activity, rather than positions.

We're lucky in Region 2 that we have a wealth of educational events from which to choose, and they are a close drive - maybe because we have such great playgrounds in Vermont. If you haven't checked out the events calendar, do yourself a favor and take a look.

Steve O'Connor, Regional Director, hosted a successful off-snow Region 2 meeting, with surprisingly good attendance, including people from beyond Killington who weren't on lunch break. It must be the chance to talk about skiing and riding, even when you can't do it, plus the lure of free pizza. Ray Allard attended, and brought a copy of the new PSIA/AASI "Go with a Pro" video, put together by the National Teams in conjunction with Egan Productions. It will be distributed to all RSN and other media outlets, as well as member schools. If you haven't seen it at your home area, ask about it. It combines some great skiing and riding, with Team members talking about what fuels their passion for the sport and teaching, as well as some great skiing and riding tips. For years, the East has been championing the idea of PSIA/AASI promoting teaching, and the rest of the country is now behind it.

We are going to have another Region 2 meeting on Friday night, January 26, at Bolton Valley. If this one isn't on-snow, we are all in trouble. Steve and I thought it would be interesting to try something different and see if we can get more people together from the northern reaches of the region, so we hope to see you there. You should be getting a postcard announcing details. Plan on arriving around 6:00pm, and check in at the Snowsports School desk. We'll go on-snow for a while, and have a meeting around 7:30 or 8pm. Our thanks go to Ed Gill and the management at Bolton for offering to host this event, at no charge. We hope to see you there. In the meantime, get out and ski or ride, and have a great time teaching this year.

Region 3 (MA, CT & RI)

David Welch, Regional Representative, reports: It seems like our Regional meeting was just yesterday (Oct 8) and here it is the beginning of a new year! Time flies when you're busy preparing for a new season. More often than not Mother Nature likes to keep us guessing, and she surely didn't change her ways this time around! A rather challenging start to the winter season is nothing new in these parts; as usual, the areas did what they could to get things up and running as quickly as possible.

Well, it's election time again! The positions to be filled are Regional Director and Regional Representative for the Eastern Board of Directors, and Regional Alpine Education & Certification Committee Representative and Regional Snowsports School Management Committee Representative for the Standing Committees. I urge you to take the time to read the candidate profiles and make a choice as to who will represent you in these various positions for the next three years. It's your organization; your vote can make a difference!

On a sad note, New England has LOST another ski area. Powder Ridge in Middlefield, CT, announced this fall that it would not open this season. It cited the rising cost of operations as one of its reasons for closing down. There is no word yet if it will reopen in the future; let's hope for the best.

Hopefully, you have all heard about the new Member-Gain-a-Member program that was announced in the last edition of the Snow Pro. This is a great way to get involved in helping our membership grow, and earn some great incentives at the same time! SO START TODAY!

Ray DeVerry, your Regional Director, and I hope to see you out on the hill at an event in the region this season. There is plenty to choose from, Adaptive to Snowboarding, and everything in between; so, there is no excuse for not picking something to expand your education. THINK SNOW and HAVE FUN!

Region 4 (PA & NJ)

Eric Jordan, Regional Director, reports: Another season is upon us, and, hopefully, we will enjoy a cold and snowy winter. I would urge everyone to get out and take an educational event this season; it is a great way to enhance your teaching skills as well as your own personal skiing.

We have now finalized the planning for our regional meetings, and everyone should have received a post card in the mail with the dates and locations. Both meetings will be held in conjunction with scheduled educational events, which will hopefully make it more convenient for everyone to attend. The first meeting will be held at Elk Mountain on January 23, 2007, and the second meeting will be held at

Blue Mountain on March 7, 2007. Both meetings will start at approximately 4:30 in the main lodge.

Also, don't forget about the new "Member-Gain-a-Member" program. Start recruiting new members now, and you could end up with some great prizes and maybe even win a free event registration to next year's Snow Pro Jam!

That's all for now. I look forward to seeing you at our regional meetings. As always, please feel free to contact me with any questions or comments at: (enj5050@yahoo.com).

Region 5 (Western NY State)

Nick Brewster, Regional Representative, reports: Greetings from western upstate New York. There has been lots of moisture in the air this year, and now in the ground. This caused major flooding in the Southern Tier. We received 8 inches of rain on June 26 and 5 inches on November 16. Both events resulted in many roads being washed out, including Route I-88. All major routes are now open but the ground remains saturated. This is good for this winter's snowmaking!

If we get 25% of this rain in the form of snow this winter we will need snowshoes to walk to the grocery store! You may want to think about a snow blower, because you might need it this winter; and, plan on getting up earlier so you can ski the Western NY Pow.

Ron Kubicki, Regional Director, and I urge you to study the schedule of events. There are many varied opportunities for Region 5 members, close to home. It's time to reach out and expand your educational horizons.

Take care and have a great season.

Region 6 (Eastern NY State)

Scott Allard, Regional Director, reports: Well, at the time of this report the northeast wasn't very white, and the temperatures were not very low; yet, a few of us were able to get open for the Thanksgiving weekend. The reporting mountains stated that in spite of the lack of early snow, school programs and lift ticket sales were doing well.

Sorry about the cancellation of our first regional meeting at Gore. Between the weather and the operations schedule, I felt it would be better to move it back into the season. A post card with the times and dates of the future meetings will be out soon. If there are any questions, feel free to contact me.

The Member-Gain-a-Member campaign is off and running. Many mountains are now finished with their ITCs, and there are a lot of new instructors out there. Here is your chance to grow our membership, as well as earn some Ed. Bucks. If you have any questions about the campaign please contact Eileen Carr in the office at: (ecarr@psia-e.org).

In closing, I would like to remind everyone of the old axiom that there are three kinds of people: Those who make things happen; Those who watch what happens; and, Those who wonder what happened. PSIA-E/AASI's goal is to help the membership see and understand the association's vision, which will help drive us in a positive direction with awesome results. Your input and interest in our region are very important to help make things happen, and to guide us in a positive direction. Cherisse Young, Regional Representative, and I look forward to hearing from you and appreciate the opportunity to serve you on the Board of Directors. Please send questions or concerns to us at: Scott Allard – Director (allardc@frontiernet.net), or Cherisse Young - Rep. (cyoung@mhcable.com).

Region 7 (States South of PA & NJ)

John Cossaboom, Regional Representative, reports: I'm sure that, by the time you read this, all of our areas are open, and we have made it through the long holiday period. We can settle into a regular routine briefly before the busy 3-day weekends are upon us.

Michael Berry, President of the National Ski Areas Association, was the featured speaker at the recent Snowsports Management Seminar, held at Mount Snow, VT. During his talk on the status of the Growth Project, he stressed the importance instructors have in shaping the success that new skiers and riders experience. We have a wonderful opportunity to pass on our love of the sport to everyone with whom we have contact. By inviting our students into the special "club" of snowsports lovers, we help the industry, our home resort, and ourselves to grow.

On another growth note, Steve Kling, Regional Director, and I want to encourage you to support the PSIA-E/AASI Member-Gain-a-Member campaign. You will not only be helping your association to grow, but also have the chance to win some great prizes.

Finally, I want to thank Steve for his leadership during the past three years. Our region is stronger because of Steve's efforts to increase the number of events available to us, and to improve communication among our members.

Please remember that you have the opportunity to have a voice in the future of our region by voting in the current elections for the Board of Directors and the standing committees. See details in this issue of SnowPro. Be sure to cast your vote in Region 7.

Have a great season, and I hope to see you on the slopes. ■

Region 3, 4 and 7 Candidate Profiles

Region 3

Region 3 Election (CT, MA, RI): Candidate Profiles & Voting Rules

Use the ballot on the inside back page of this newsletter to cast your vote. There are two (2) candidates running in Region 3 for Board seats, no candidates for either the Snowsports School Management Committee or for the Alpine Education & Certification Committee. The Board candidate receiving the most votes will be elected Region 3 Director; the candidate with the second-most votes will be elected Region 3 Representative (within compliance of the association bylaws provisions relative to board elections). No write-in votes for any positions will be accepted on the ballot form.



*Region 3 Board of Directors: **Ray DeVerry**,
A3, S3
(Education Staff Employee)
Ski Butternut; Education Director*

Statement of Background & Qualifications:

29-year member of PSIA
Served two terms on the board as Region III Director
23 years as Alpine Examiner
9 years Snowboard Examiner
5 years ETS Coach for snowboard
AASI Steering Committee member since inception
Current member of Finance Committee
Current member of Certification Task Force
26 years as Education Director at Ski Butternut
Other related qualification:
Education: BS of Mechanical Engineering degree

Statement of Philosophy & Direction:

Having served two terms on the Board of Directors, I am familiar with the process and procedures necessary to support Region III and guide the organization into the future. I would like to continue to be involved in growing the organization so that we can provide the best educational events possible to our membership.

Call for Committee Chairs

All committee chairs are recommended by the President to the Board of Directors for ratification at the June Board meeting each year. The Chairperson of the Snowsports School Management Committee must have had experience as a snowsports school director. The chairperson of the Alpine Education & Certification Committee must be an active member of the Alpine Board of Examiners at the time of appointment. If you are interested in serving (or continuing) as chairperson of any committee, please submit your interest in writing (e-mail acceptable) by March 15, 2007 to the attention of Michael Mendrick, Executive Director, at mmendrick@psia-e.org. Thank you in advance for your interest in serving PSIA-E and AASI.

Important Note on Open Positions:

The Snowsports School Management Committee Representative and Alpine Education & Certification Representative positions for Regions 3, 4 and 7 are currently open positions, with no applying candidates. The PSIA-E Board of Directors will approve the appointment of these unfilled positions at their June 23-24, 2007 meeting. If you are interested in being considered as a designate for these open positions, please send written notification via e-mail to the attention of Michael Mendrick, Executive Director, at mmendrick@psia-e.org.

*Region 3 Board of Directors: **David Welch** – A3
Ski Sundown, CT; Training Director*

Statement of Background & Qualifications:

I have been a professional ski instructor since 1995 and a member of PSIA-E since the spring of 1996. I have a level III Alpine certification and am the current Region 3 Representative to the Eastern Board of Directors. Some of my duties on the Board of Directors have included serving on the PSIA-E Education Foundation Scholarship Committee and being a part of the Governance Task Force. I currently work as the Alpine Training Director and Alpine Supervisor at Ski Sundown in New Hartford, CT.

Statement of Philosophy & Direction:

Having served as your Regional Representative for two terms has been an educational event in itself. During the past five years I have had the opportunity to meet many of our members at different events and hear their comments, questions and concerns about our association. Thru it all there is always one thing that stands out the most. They all have a great PASSION for what they do out on the hill! That passion resounds throughout our organization in all disciplines and shows itself in many different ways. I believe it is this driving force that will help make our association even stronger in the years to come!

During my time on the Board of Directors I have strongly supported the development of programs and educational materials for all disciplines. This is what helps keep our membership on the cutting edge of snowsport instruction and in turn will only help to fuel the excitement of the guests we serve.

I have also been an advocate for programs that attract new membership to our association. One of the biggest challenges that we face is attracting and retaining younger people who can help grow our ranks and carry on with our mission to inspire life-long passion for snowsports! It is my belief that if the public as well as our own industry becomes more aware of who we are and what we do our organization and the snowsports industry we serve will grow accordingly.

With your continued support, I would be proud to continue representing all Region 3 AASI/PSIA-E members on the Eastern Board of Directors. Thank you for time and consideration.

Region 4

Region 4 Election (NJ, PA): Candidate Profiles & Voting Rules

Use the ballot on the inside back page of this newsletter to cast your vote. There are two (2) candidates running in Region 4 for Board seats, no candidates for the Snowsports School Management Committee and no candidates for the Alpine Education & Certification Committee. The Board candidate receiving the most votes will be elected Region 4 Director; the candidate with the second-most votes will be elected Region 4 Representative (within compliance of the association bylaws provisions relative to board elections). No write-in votes for any positions will be accepted on the ballot form.

*Region 4 Board of Directors: **Eric Jordan** – A3
(Education Staff Employee)
Elk Mountain, PA; Supervisor*

Statement of Background & Qualifications:

Member since 1989

2003 to Present	PSIA-E Board of Directors (Region 4 Director)
2003 to Present	PSIA-E Finance Committee member
2000 to Present	PSIA-E Examiner/Course Conductor
1989 to Present	PSIA-E Member
1988 to Present	Elk Mountain Ski Resort – Supervisor/Staff Trainer

Education

1995 - Bachelors Degree in Accounting/Finance, Minor in Business Management.

Statement of Philosophy & Direction:

The current direction of region 4 is positive. It is imperative that we continue on this path and continuously address the needs of region 4. As an educational staff member as well as your Director, I experience an on hill relationship with fellow region 4 members throughout the entire ski season. I have perceived a great interest in and need by members for an increase in 1.) Weekend and evening events, both educational and exams 2.) Increase in member benefits for part time instructors, which make up over two thirds of the region 4 membership. 3.) Expansion of education and training availability throughout the entire region. With your support, I assure you that your voice will continue to be heard and we can continue to build upon the existing foundation already established. Thank you in advance for your support.

*Region 4 Board of Directors: **Steve Kling** – A3
Ski Liberty, PA; Tech Director*

Statement of Background & Qualifications:

- Current PSIA-E Treasurer and Director
- Ski Instructor since 1969
- Snowboard instructor since 2001
- Alpine Certified since 1978
- Technical Director, Ski Liberty since 1991
- Lawyer with background in ski area defense and business

Statement of Philosophy & Direction:

I am completing one term on the Board of Directors. In that time I've learned much about the operation of both the Board and our Association. Some of the views and assumptions I held before joining the Board have proved wrong; oth-

ers correct, and I've certainly come to understand issues and concerns I had no clue existed for the Association. I believe I have been an effective contributor to the Board and have assisted in moving us forward as an Association. I also believe that given my experience of the last three years, I can be more effective in the coming years.

Our biggest challenge is our budget and the biggest impact on our budget are membership levels. We have created a Finance Committee on the Board to help focus more on keeping dues down and services up over the long term. I've enjoyed the opportunity to assist and bring the Finance Committee into existence, and hope for the opportunity to continue to serve as its Chair.

As a part-time instructor and technical director I have the same perspective as the majority of our members. I have found over the last three years that my varied background outside the ski industry along with my more than 30 years teaching skiing, provided a useful perspective in shaping Association policy. If elected again to the Board, I will continue to be open and responsive to the input and wishes of our members and will strive to represent their concerns to the Board and Association management. I would appreciate your support to allow me to continue to serve you on the Board of Directors.

Region 7

Region 7 Election (States south of NJ, PA): Candidate Profiles & Voting Rules

Use the ballot on the inside back page of this newsletter to cast your vote. There is one (1) candidate running in Region 7 for Board seats, no candidates for the Snowsports School Management Committee and no candidates for the Alpine Education & Certification Committee. The Board candidate receiving an acclamation vote will be elected Region 7 Director; a Regional Representative will be appointed at the June 2007 meeting of the Board of Directors (within compliance of the association bylaws provisions relative to board elections). No write-in votes for any positions will be accepted on the ballot form.

*Region 7 Board of Directors: **John Cossaboom** – A3
Cataloochee, NC; Snowsports School Director*

Statement of Background & Qualifications:

- * PSIA member for 30 years
- * Member PSIA-E Board of Directors - 2002-2004, 2005 to present. Served on the following task forces: Region 7, Membership Marketing, Certification Trends and Needs.
- * DCL - Education Staff member - 1992 to present.
- * Snowsports School Director at Cataloochee, NC

Statement of Philosophy & Direction:

It has been an honor to serve as your Region 7 representative to the Board of Directors. Over the past several years, our organization has faced a number of challenges, both internal and external. The weather, insurance, and personnel issues have forced your board to take a different look at how we deal with these challenges, and we have responded. Our organization is strong and growing, thanks in part to the new Member-Gain-a Member program. There is still much to do, however.

As your representative, I will continue to insure that Region 7 plays an active role in all programs, committees, and events. I encourage you to be equally involved by supporting these efforts and by voting. I welcome and appreciate your comments, questions, and concerns.

Thank you for the opportunity to serve.

...to our sponsoring companies for making the 2006 Snowsports Management Seminar, Snow Pro Jam, and our Pro Jam Educational Fund Super Raffle a HUGE success!

Thank You



manzella®



2006 Snowsports School Management Seminar

Everyone had a great time at the "First Annual" Sponsor Cocktail Party and enjoyed the raffle prizes donated by our sponsors and given out at the banquet which followed!

Debbie Goslin was busy taking lots of orders for Manzella gloves and mittens

Robert Jones of Magic Mountain and Spyder reps, Katherine Gallagher and AJ Gasuk discuss uniform options

Beyond X was well represented with their new line by Ed Chappee



Keith Smith and Phil Fraser of Karbon were busy, busy, busy!



Amelie Cote and Mike Minnerly show off all the new Avalanche gear to a lot of happy directors

December 2006

All of our sponsors were busy retuning and prepping skis in-between demo sessions. With more than 500 participants and a ½ day demo schedule for each group within ProJam – these guys put a lot of skis out on the hill in three days. Thanks to all for the hard work!

See you next year!





**PSIA-E/AASI
2006-2007
Event Application**



OFFICE USE ONLY

Date Rec'd _____	Event\$ _____
App Num _____	Other _____
Event Num _____	Total\$ _____

Please print and fill out all sections. One event per form. Application with payment must be received by event deadline. Applications not received by event deadline are subject to a \$25 non-refundable late processing fee.

Mail or fax to: PSIA-E or AASI, 1-A Lincoln Ave, Albany, NY 12205 Fax# (518) 452-6099
Call (518) 452-6095 for information only. No applications accepted via phone.

Member No: _____ Primary Discipline/Level: _____ / _____ Date of Birth: _____
If a non member, check box.

Division: Eastern Alaska Central Intermountain Northern Intermountain
Circle one Western Northwest Rocky Mountain Northern Rocky Mountain

NAME: _____ Male / Female
Last First Circle one

ADDRESS: _____
Check box if a change Street/Box
City State Zip

DAYTIME PHONE: (_____) _____ ALTERNATE PHONE: (_____) _____

EVENT #: _____ E-mail address: _____

EVENT: _____
Event Name Event Location Event Date Alpine / Adaptive
Nordic / Snowboard
Race / Children's
Circle one

PAYING BY CHECK CHECK #: _____ AMOUNT: \$ _____

OR, Please charge to my: MasterCard or Visa Exp. Date: _____

 \$ Amount _____ Signed _____

OFFICE USE ONLY

Date Proc _____
Auth # _____
Initials _____

Please note: Current members wishing to change region must notify the office in writing; change is not generated from this form.

All applicants must sign the following Release Form:

Recognizing that snowsports can be hazardous, I hereby release PSIA-E, PSIA-E/EF, AASI, the host area, and agents and employees of each from liability for any and all injuries of whatever nature arising during, or in connection with the conduction of the event for which this application is made.

Signature _____ Date _____

If applying for any certification level, your Ski/Snowboard School Director must complete the following:

As Director, I attest to the following: This applicant is a member of my staff. If a candidate for any level of certification, the candidate has received exam training and preparation. If a candidate for Level I, the applicant has completed the PSIA/AASI minimum entry level requirements, including a minimum of 50 hours of teaching/training.

Director's Signature _____ Name of School _____

ADMINISTRATIVE CHARGES FOR NO-SHOWS, CANCELLATIONS AND RETURNED CHECKS

TRANSFERS: Up to one week prior to original event	\$15.00
During the week prior to original event (notice no later than 4:30 PM on last business day before event).....	40 % of fee
NOTE: Transfers to another event must be before the three week deadline of that event.	
NO-SHOWS: Regardless of reason	75% of fee
CANCELLATIONS: Up to one week prior to event.....	\$20.00
During the week prior to event (notice given no later than 4:30 PM on the last business day before event)...	50 % of fee
RETURNED CHECKS/DECLINED CHARGES: Checks returned for insufficient funds will not be redeposited.	
Registrant's application will be voided unless such checks or charges are replaced by certified check, money order or cash prior to the event. For returned checks, this must include a processing charge of \$25.00.	



Snowsports School Management Seminar highlights



SSM attendees enjoy the first Sponsor Showcase & Reception prior to the annual banquet. Many thanks to sponsors Avalanche, Karbon, Beyond X, Spyder and Manzella for exhibiting and supporting the program.



"Retiring" PSIA-E/AASI Board members Marty Harrison and Rich Weiss Jr. (both of Okemo) share a moment and a smile after being recognized for their many contributions to the organization during their service on the Board of Directors.



"Veteran" members Ron Kubicki (Holiday Valley, PSIA-E Board), Kristi Robertson (Stowe, outgoing Alpine BOE Chairperson, proudly displaying the BOX holding her recognition plaque!), Alison Cummings (Stratton, Alpine BOE) and Wendy Frank (Holimont) prove that it's not "all work and no play" at the Snowsports School Management Seminar.

Nearly 250 snowsports school directors and staff from more than 100 eastern snowsports schools enjoyed three days of education, camaraderie and even some early-season skiing (thanks to the efforts of the Mount Snow staff!) at the annual Snowsports School Management Seminar on November 27-29 at Mount Snow, VT. Attendees also had an opportunity to hear from NSAA President/CEO Michael Berry, PSIA/AASI executive director Mark Dorsey, PSIA/AASI national president Ray Allard and Eastern Division president Bob Shostek during a "town hall" interactive session. **A very special thank you to Michael Berry and Mark Dorsey for making the trip from Denver to join us!**



Eastern AASI Exam Standards

by John Hobbs

Eastern AASI Advisor

Assistant Director, Snowsports School
Killington, VT

One of the original goals of AASI was to create consistency in professional snowboard instruction across the nation. Wanting to avoid any "cookie cutter" results, we nonetheless sought a standard that defined the Level of a coach, and subsequently also served to create a better and more consistent product coast-to-coast.

The biggest challenge to achieving our goal was - and continues to be - the varied terrains and the individual concerns that arise from our vastly different divisions. For example, Rocky Mountain division has a specific requirement for avalanche training - a requirement clearly unnecessary in our Central Division (Midwest). As a result, our National Standards are attempting to create consistency in teaching, nationwide, while also allowing for the unique nature of each AASI division and its interpretations as they address topics specific to them.

The AASI National Standards, in addition to the Y model, follow:

Level 1 Certified

Perform and demonstrate **comprehension** of AASI concepts. Explain, illustrate, describe and expand on using his/her own words. Grasp meaning and intent, measure, interpret and summarize.

Level 2 Certified

Perform and demonstrate the **application** of AASI concepts. Find and construct appropriate solutions. Collect information, solve problems and use abstractions. Apply learning to new situations.

Level 3 Certified

Perform and demonstrate the **analysis** of AASI concepts. Detect and develop relationships between component parts and the whole. Organize, distin-

guish, differentiate, determine, debate, generalize and conclude.

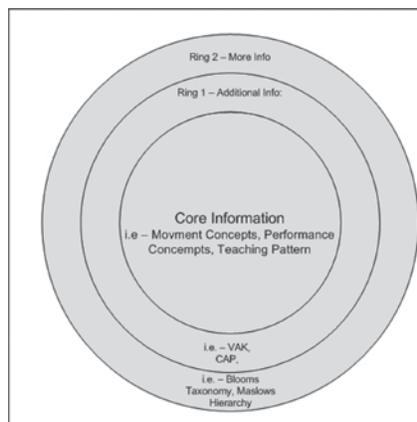
This information from our national organization provides us some guidelines, and, while needing such broad and encompassing standards, we also feel our members need greater and clearer specifics to be able to better train for their exams. Of course, all this has also remained fluid enough for independence and changes in style.

When our AASI Educational Staff gets together for training each year, topics will vary, but there always remains a common focus - namely, making sure that as we train and evaluate our members, we are all training and evaluating to the same standard. Through our discussions and interactions at training we are defining the standard more specifically. In the past, most of this information was communicated to the membership verbally through our clinics.

Last season we focused on trying to better define the riding standards for our Eastern membership. We now have a piece called Riding Standards Indicators that expounds on the riding standards for the Eastern Division (more on that later). So, this season one of the focuses of our training was to try to create something more concrete for Pro-Knowledge and Teaching.

After setting up the task at hand, breaking up into small groups, and hashing it out on the hill, we regrouped inside to share our ideas. Initially, it started out with the amount of information a candidate needed to know. Obviously, Level III needs to know more than Level I. One idea presented was a bubble of core information that is required for all Levels, then an outer ring that has more specific or detailed information, and a third layer that would encompass all information. The expectation was presented as: Level I → knowing the core, Level II → knowing the core, much of the 1st ring, and some of the second, and Level III → knowing the core, the 1st ring and much of the second - kind of like the layers of an onion. A basic representation is included in Fig 1.

Figure 1



But, after a little discussion we all agreed that it did not really represent what we were looking for. Although it is true that Levels II and III need to know more information, we all decided that needing to know more is less important. Most important is depth of understanding of our concepts. When we looked at our conclusions, we ended up with something similar to National's standards:

Level I - Basic understanding.

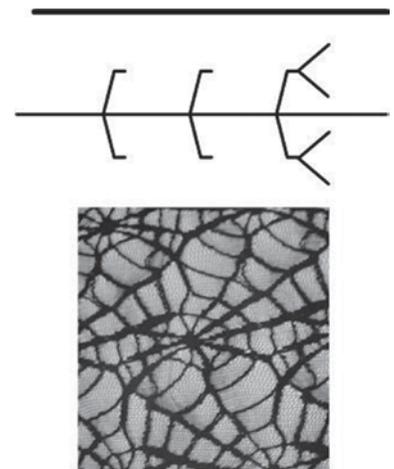
Level II - Break things down and apply basic understanding to new and different situations.

Level III - Analyze, draw conclusions, and synthesize into something new.

Such discourse/discussion helped us to ensure we were all on the same page - training to the same standards - but our conclusions to be presented to the membership were not much more specific than what we started with. Although we felt these similar refinements were true and appropriate, we wanted a more concrete conclusion. We hashed it out for a while, but kept coming back to the same conclusions. So, our next step was to better describe the conclusions to make it more concrete. We also figured a graphical representation of the standard for pro-knowledge would help to better clarify and define for our membership.

Below in Fig 2 is a basic graphical representation of the expectation for pro-knowledge:

Figure 2



Level I (top) works along a straight line, both in knowledge and teaching. Level II (middle) is a straight line, but the line branches out, providing different choices and opportunities. A Level III (bottom) works more like a spider web; the teaching can go from any topic to any topic, and ideas flow in more directions than just from point-A to point-B.

Having said all of this, we can now add that Our new Riding Standards Indicators Video has a direct relation to this. Wanting to produce a video with a

perspective different from the recent national video, we went with a more experiential (versus instructional) approach. The video itself has the standard riding footage, with music in the background. But the educational part comes in multiple ways. Most basic is a way for our membership to compare their riding to strong representation of skills needed at each Level. But, more importantly, is the insert that comes with the video (which is also in the study guides). This insert (Riding Standards Indicators) gives the membership a more concrete riding standard. There is still plenty of interpretation, but the process of understanding the words that go along with the video representations is the key to this piece. The insert provides our membership the tools needed to start down the paths of understanding. Or, better yet, the better way of understanding. For example, a common question often asked of our educational staff is, "What's the new task we have to learn to pass?" While such a question is human nature, it unfortunately also reveals a lack of understanding. Truth is, there is never a task or set of tasks that you can "memorize" to pass. Tasks are a means to highlight skills. Or, if you have difficulty with a certain skill, then a certain task will highlight this.

The first question is, "What?" but a better and deeper question is, "Why?" While training or watching the video, or reading its insert, always ask yourself, "Why?" "Why do they have us do short, snaky turns?" "Why this task? What does it highlight?" Soon, you will take it to the next Level and try to create new tasks that may bring out the same movements or performance(s) and start asking, "Why not this task?" The success in exams is claimed by those who take the path of deeper knowledge and understanding - whether by use of the video, books, training, experience, or, hopefully, all the above.

So, lastly, we addressed teaching. Because of the amount of time spent on pro-know, we were able to only scratch the surface of teaching, but it was agreed that creativity should regain some focus and consideration. Although we were training and setting expectations for our membership to deliver a mechanically correct lesson, it was a dry result. We felt that, overall, the pendulum has swung too far toward just mechanics. Think of it this way: There's the guy/gal in your Slider's School who is a heck of an entertainer, but may not know much about the mechanics of snowboarding; then, there's the guy/gal who can talk to you about vectoring and the degree of your inclination, but is really, well, b-o-r-i-n-g. Which would you want to pay big bucks to for a private lesson? A significant majority of our Ed Staff would pick neither, and I agree. To be a good teacher/coach there has to be both mechanics and creativity. Yes, mechanics is our foundation, but if we want people to continue to learn, it must be engaging and fun as well. This will be a focus for our clinics

this year, and will be a stronger expectation in the exam process for the 2007-08 season. Look for use of analogies, creative movement of the group, and teaching other than task-style, among other things. More to come on this subject...

A lot has been covered here, but it is pretty simple, really; ultimately, our job is to understand what we do on the hill, and analyze, apply, and communicate - creatively!

It's all downhill from there! (Just don't forget the old-school jibs.) ■

OK, So Who Trains the Education Staff?

by Chandler Simpkins

ASI Examiner

Member, Snowboard Steering Committee

ASI Eastern Demo Team

PSIA-E Alpine DCL

PSIA-E Nordic D-H Level III

Staff Trainer - Sunday River, ME

Each fall and early winter the AASI Education Staff gets together for training, and this year our training was especially good; many thanks to organizer John Hobbs. One of the greatest things about the Eastern Ed. Staff is our ability and desire to openly debate - sometimes heatedly - and discuss issues until we agree to a conclusion and confirm that we're all on the same page. These discussions are some of our most productive training sessions.

Over the last couple of years we have focused on riding standards, resulting in clearer standards in both training and evaluation for our members. These riding standards indicators are laid out in the study guides, and are now part of AASI's newest product, the Riding Standards Indicators Video (check it out) with its handy symbiotic insert. This is a great product and tool, developed by the AASI team (and special note and thanks to "vid-man", Tom Vickery) that will help clarify to our members what a Level II and Level III rider may look/ride like.

This year in our training we focused on the much more difficult topic of professional knowledge and teaching standards.

The first day of our training we headed out on the hill to work through the ideas in smaller groups. Led by veteran Examiners Ted Fleischer, Dave Lynch, and John Hobbs, the three groups rode, and rode some more, while chewing over what the various levels and situations might look like. We all agree on the ideas described in the Exam Study Guides,

recently re-edited by Holly Anderson (thanks Holly) that describe a Level I as being able to repeat ideas by rote. Level II is the ability to apply the information, and Level IIIs are able to analyze the information. The former Senator Jesse Helms once said, "I can't define pornography, Senator, but I know it when I see it." This is a little like trying to evaluate teaching and pro knowledge, but we tried to take it a step further in definition. See John Hobbs' article for more detail on the pro-knowledge, teaching, and riding conclusions we agreed upon.

The second day we were lucky enough to work with Bud Keene. Bud is the former US Olympic Coach who worked with folks like Shaun White who brought home seven Olympic Snowboard medals in 2006. Though he was faced with 27 students (you think your groups are too big!), Bud managed to both inspire and give us some of his great wisdom. In the morning we rode together as a pack. Bud had us lying in the snow at the bottom of the gondola, doing "board stretches". We put our boards on, laid down on our backs, and went through the different grabs to stretch out; a cool experience that could even be done as a preseason, living room activity.

In the afternoon we came in to listen to Bud, and see scenes from the new video that he is producing. The video will be available first at your local snowboard shop, and then through US Snowboarding. It features seven of the top riders in the pipe, with Bud explaining the tricks they're doing. There are eight different segments, and the video is designed for the rider, the parents, and the coaches to help in reaching new levels. Bud also shared some of his coaching ideas with us: "Visualize the trick, and succeed in it", "Keep trying, perseverance is one of the most important parts", and, "Believe in yourself". You have to check out this video!

Another highlight of our training was getting our new uniforms. We'll be sporting Burton AK jackets with the AASI logo on the shoulder. Thanks to Shaun Cattanaich and Burton for their support. And, a special thanks to President Bob Shostek, Education Director, Mickey Sullivan, and the PSIA-E/AASI Board of the Directors for their generous support in getting our new threads. Thanks also to Killington and John Hobbs for hosting our training.

All in all it was one of the best training sessions I've attended in over a decade of being on the snowboard Ed. Staff. As always, it is one of the high points of the season to see old friends, share ideas, and start the season off right. As your AASI Ed. Staff, we continue to strive to give you, our members, the best product we can. Thanks for your support. ■

continued on page 22

AASI Dev Team/ Eastern Team Tryouts

by John Hobbs
Eastern AASI Advisor
Killington, VT

Are you interested in becoming a member of the AASI Dev Team or Eastern Team? We will be holding concurrent tryouts for both on April 5-6, 2007, at Killington, VT. These tryouts are open to any AASI Level III member in good standing. As we may end up with an adequate number of Educational Staff members, this could be the last tryout for AASI Dev Team until 2009.

Any AASI Level II member who is taking the April Level III exam may also apply for the Dev/Eastern Team tryout. Should you not attain your Level III, your application fee of \$195 will be refunded. Pretty safe bet, there.

But, before you start ordering new business cards, you need to know the skizzy. First of all, you should enjoy traveling. If you make Dev Team, you will be understudying other Educational Staff members at various mountains. If you make Eastern Team, you will be attending training that will not only help you be a better coach, but also help you perform during the National Team tryouts. You also need to commit time - approximately fifteen days per season. Quality coaching and bettering your own skills through training and understudying is your compensation; neither of these positions comes with a paycheck...to start.

Still interested? Candidates will need to submit an event application (signed by your School Director) by the March 15, 2007 deadline. We will also need your resume, along with a blurb outlining your five-year goals/plans, two letters of reference, and a 500 word writing sample (part of the responsibilities for either position is to write articles for Snow Pro and/or Pro Rider). In addition to this paperwork, the evaluation process includes on-snow teaching and riding, and a 10-20 minute presentation, followed by a brief interview. The topics for your writing/presentation need not be confined/limited to snowboarding, unless you so choose.

These tryouts open up a number of options and opportunities for AASI Level III members. Whether you end up on AASI's Dev Team, or E-Team, or both, is determined by the final results of the tryout. So, whatever your interest and passion, the possibilities are exciting and we look forward to this AASI spring event.

Hope you are all enjoying winter! ■

Adaptive Airtime



The Value of an Adaptive Skiing Junior Instructor Program

by Michael Zuckerman
*Adaptive Dev Team
Adaptive Level III
Alpine Level II
Wintergreen, VA*

Ilove teenagers! As evidenced by the growth of the "Below 15" gang, more and more interest has recently been given to reducing alienation, encouraging volunteerism and increasing empowerment among teenagers. In 1995, Wintergreen Adaptive Skiing's first official season, we decided to create a junior instructor corps, and now, in our twelfth year, we have 25 high school students each season and they have become (literally, quite often) the backbone of our program. The intent of this article is to describe the strengths and talents that these young people bring to the program, and how these talents are typically utilized. Needless to say, it is my belief that our junior instructors are central to our entire operation, and that our program would be greatly diminished if they ever stopped "playing" in our program.

The attributes that our juniors bring to the program are many. First, they are strong. Much of what we do involves heavy lifting (e.g., loading beginning sit-down skiers onto the chairlift, picking up kids with autism who have fallen and gone limp as a rag doll). Strength can also be useful in tethering hefty bi-skiers on more difficult terrain (yes - we have had several high school students pass our tethering competency check-off on our intermediate slopes). Along with strength comes endurance. While many of our most valuable adult instructors are getting on in years and simply run out of steam as the day progresses, our teenagers seem to have endless supplies of energy and are as reliable a source of strength at the end of the day as they were at the beginning.

Closely related to that endless supply of energy is their seemingly limitless enthusiasm. Mark my words, make a teenager feel valued and useful, give him a task to do that is obviously essential and meaningful, and you will see it done with a gusto, a pride, and an enthusiasm that many adults are too "grown-up" to exhibit. Make her feel needed and essential and you will see reliability - punctuality even - that you didn't think teenagers were capable of.

The trait, though, that I think most clearly sets our juniors apart is their playfulness. Whether it be having a snowball fight on the hill, a wrestling match in the lodge, or a congo line at the lifeline, our juniors bring joy and liveliness. Their playful banter fills our building with laughter. Our juniors play with our young students in ways that many of us old-timers have forgotten - and, they are loved by our students for it.

Perhaps the most gratifying things I see in our program are the friendships made between our juniors and our high school students. We have one ski student who regularly attends varsity high school volleyball games to cheer on the friend who cheers her on on the slopes every weekend. And, just as we have students who come back year after year, so too do we have repeat junior instructors - and to watch these friendships develop over years (remember - oftentimes making friends as a child or teenager with a disability can be a daunting task) is truly remarkable. In fact, at last count, we have 15 instructors in our program who started out with us in high school and are either continuing with us through college, or are still with us beyond college. Our Staff Development Director and our Skier Development Director both started out as high school junior instructors.

How do we utilize our junior instructors? First, we use them as "mules". They do the lion's share of the schlepping of adaptive and rental equipment. They shovel the sidewalks, haul our drinking water and act as general "go-fers" when one is called for. Over the years, a pecking order and a rite of passage have developed in which the moment a volunteer turns 18, he is no longer required to do these mundane tasks and he gets to sit back and gloat at the "youngsters" still performing them. Any squawks from the under 18s and it is met with the silencing, "Trust me - I had to do it plenty, and now it is your turn. When you turn 18....."

The junior instructors also perform many functions on the hill. They act as the second person on the load and unload of sit-down skiers; they run interference for our beginners, keeping the out-of-control people at arm's distance from our students. They help skiers up when they fall and they assist in keeping skiers away from down or injured students. Several of our junior instructors have also become

very competent tetherers of both stand-up and sit-down skiers, and, as of this date, eight of our junior instructors have earned their Level 1 Adaptive certification while still in high school.

Finally, we use our junior instructors as ski buddies. When we have a 13-year old girl with Downs Syndrome, for example, who is skiing independently on our intermediate slopes and more than anything else needs a friend and a playmate to ski with, we will pair her up with one of our teenagers and they can ski for an afternoon and have a wonderful time together. Oftentimes we will give the junior some simple instructions, like, "Get her to jump a lot", or "Play 'follow the leader', and, as leader, vary the turn shape constantly". In this way, the junior can be improving her skiing while giving her friendship at the same time.

As I said at the top, I Love Teenagers. They are crucial to our program and are cherished by its adults. Perhaps in a future article I'll let a few of the teenagers speak for themselves and we'll talk about what a day in the program is like for them. ■

Parkinson's Disease:

Things Your Adaptive Program Needs to Know

by Terrie Anne Bennett
Adaptive Ed Staff
PSIA-E Alpine Level III
Sunday River, ME

The following is a collection of information gathered from a variety of data from the Internet, periodicals and interviews. It is offered here in the hope of bringing knowledge of a disability that we might see in our adaptive programs; and, also, to create an awareness so we might reach out to our local Parkinson's resource centers to encourage those with this progressive disability to enjoy our mountains, the snow sliding experiences, and the camaraderie that we have to offer.

Parkinson's is a progressive neurological condition affecting movements such as walking, talking, and writing. Parkinson's occurs as result of a loss of nerve cells in the part of the brain responsible for producing dopamine, a chemical which allows messages to be sent to the parts of the brain that coordinate movement. With the depletion of dopamine-producing cells, these parts of the brain are unable to function normally. The type, severity, and

progression of symptoms vary among individuals, and no two people are affected in exactly the same way. But, there are common traits. Initial symptoms frequently involve tremor. Tremor is defined as shaking, and in an untreated PD patient it develops into an uncontrolled shaking. Beyond tremor, the lack of available dopamine can cause the muscles to stay rigid, even when the patient is consciously trying to relax. Fine motor control with the hands becomes increasingly difficult, if not impossible. Motor symptoms define Parkinson's, with three primary features:

- 1) Tremor - which usually begins in one hand. This is the first symptom for 70 percent of people with Parkinson's.
- 2) Slowness of movement (bradykinesia) - people with Parkinson's may find that they have difficulty initiating movements, or that performing movements takes longer.
- 3) Stiffness or rigidity of muscles - problems with activities such as standing up from a chair.

Exercise is good for everyone, and is especially important for people with Parkinson's since their muscles and joints tend to get stiff and rigid. Exercise can also help relieve depression. Joining an adaptive program and participating in a snowsports activity will offer exercise, and can also offer opportunities to make new friends. Some of the benefits of regular exercise for a person with Parkinson's disease can include:

- Increased cardiovascular fitness
- Prevention of joint deformity
- Improved joint mobility
- Improved coordination and balance
- Increased muscle strength and flexibility
- Reduced muscle cramping
- Improved posture
- Improved control over gross motor movements, such as walking
- Reduced stress levels
- Greater confidence in performing daily activities.

After assessing the needs of your student with PD, the choice of equipment will be critical for sliding enjoyment. Because of the rigidity in joints, and lack of muscle strength, the 4-track/slider option might be best. As the student learns the movement demands in 4-tracking, they might benefit from these skills as their disability progresses. As the skier needs more support, the bi-ski would make a great progression from the basic movement patterns learned in 4-tracking.

Your best reference for equipment set-up would be the PSIA Adaptive manual on 4-tracking and bi-skiing. As always, ask your student his/her goals in snow sliding, and their preference in the equipment that they see themselves using and being comfortable with. It is the student's experience that counts the most, so make it a safe one! ■

*"Only those who will risk going too far,
Can possibly find out how far one can go."*

-T. S. Eliot

...the latest Event Schedules are at

www.psia-e.org

Check it out.



Killington Event a Big Success

by Gary "Griz" Caudle
"15 Below" Advisor

The 15 Below "Bring It On" event at Killington was a big success. A little more snow would have provided a few more trails with less traffic, but all in all everyone had a great time. I want to thank the staff - Maureen, Sharon, and Steve - for making this 15 Below event a positive experience for all the participants. 15 Below continues to provide a constructive outlet for the younger set, and the ACE staff and those who help out are excellent role models for the young people. (Never thought I'd be a "role model". Boy, if "they" could see me now...)

This year we had a wonderful addition to the event. Three "graduates" - K-2, Morgan, and Lance - decided to help out as "understudies" and act as mentors for the younger participants. What an amazing pleasure for everyone. These young men provided their expertise and knowledge, which created a super atmosphere for all. So much was added to the event by their participation that we will continue to have "understudies" at every event; you are always welcome at the 15 Below events - all kids from one to ninety-two...

New this year is the enhanced scholarship program. We will have two one-hundred dollar scholarships at the spring "Wrap It Up" event at Killington. The rules are the same as prior scholarships; just write a letter explaining why you like snowsports, and why you would like to teach someday. I am hoping that next season we will have five scholarships.

See you all at "Wrap It Up" this spring.
Sapere aude. ■

"15 Below" Essay Contest

H

ey gang...once again, you have a chance to win a FREE pass* to attend the 15 Below "Wrap-It-Up" event held during Spring Rally!

This year's event is at Killington, Vermont on March 24-25.

Here's how!

Write a one-page essay on, "Why I want to teach skiing/snowboarding."

That's all there is to it.

A select group of college English majors will read your essay. These readers will all be teachers some day, so it will be good practice for them. I'm doing this so that each entry is judged without any bias.

Send it to: Griz Caudle
50 Madore Farm Rd
Tupper Lake, NY 12926

Include: Name and Age
Full Address

Deadline: Must be postmarked by March 2rd

Good Luck! See you at Mount Snow!
Sapere aude, Griz

* Two \$100 scholarships toward the \$110 registration fee will be awarded.

Green Mountain Orthotic Lab
GMOL
 Stratton Mountain, Vermont 802-297-4405
 www.gmolfoot.com gmol@sover.net
 P.S.I.A. discounts available



**"15 Below" Event
Sign-Up Form**

Participants & sponsors –
please read & complete
all sections.

EVENT: "WRAP IT UP" RIDE & SLIDE EVENT

EVENT FEE: \$110.00

EVENT DATES: March 24-25, Killington, VT

SIGN-UP DEADLINE: March 2, 2007

NOTE: This event is open to all youth aged 10 – 15 and sponsored by a PSIA-E member. Participants must be able to comfortably ski/ride blue terrain (at minimum) at the hosting resorts to participate in "15 Below" events.

ATTENDEE NAME: _____ Date of Birth: _____ Male / Female

Circle one

ADDRESS: _____

Street/Box

City

State

Zip

HOME PHONE: () _____ E-MAIL _____

WILL YOU BE SKIING OR SNOWBOARDING AT THIS EVENT? **Skiing** **Snowboarding** Please circle.

WHAT IS YOUR HOME MOUNTAIN? _____

PAYING BY CHECK CHECK #: _____ APPLICATION DATE: _____

OR please charge to: MasterCard or Visa Exp. Date: _____

Cardholder Signature _____

Make payment to PSIA-E/AASI. Mail or fax to: PSIA-E/AASI, 1-A Lincoln Ave, Albany, NY 12205
Fax# (518)452-6099 Ph: (518) 452-6095

All event attendees & sponsors must sign the following Release Form:

Recognizing that skiing can be a hazardous sport, I hereby release PSIA-E, PSIA-E/EF, AASI, the host area, and agents and employees of each from liability for any and all injuries of whatever nature arising during, or in connection with the conduction of the event for which this application is made. **As the sponsor, I agree to be responsible for all elements of the participant's attendance at the event.**

Attendee Signature: _____ Date: _____

Sponsor Name & PSIA/AASI Member #: _____

Sponsor Signature: _____ Date: _____

Parent Signature (if different): _____ Date: _____

Sign-up form must be postmarked by event deadline. Sorry, no walk-ins.

CHARGES:

NO-SHOWS: Regardless of reason 50% of fee

CANCELLATIONS: Up to one week prior to event \$20.00

During the week prior to event (notice given no later than 4:30 PM on the last business day before event) ... 50% of fee

RETURNED CHECKS/DECLINED CHARGES: Checks returned for insufficient funds will not be redeposited.

Registrant's application will be voided unless such checks or charges are replaced by certified check, money order or cash prior to the event. For returned checks, this must include a processing charge of \$25.00.



Week after Week... What do I do?

by Jeffrey W "Jake" Jacobsen
ACE Team
Children's Committee Chair

Seasonal/multi-week programs can be the bread and butter for a typical ski or ride pro. The snowsports school can depend on early season revenue with the sale of after school programs, weekend development programs, and specialty group programs – e.g., women, seniors, pre-schoolers. It is imperative that these programs are well orchestrated from pre-arrival, to time at the mountain, to departure in order to maintain and/or grow participation. In many cases these programs are developed as a "discount program", with a plan for incremental visits as a result of participation. School programs can drive families to visit as the participants see the resort as familiar territory. There are opportunities to offer participants specials to visit outside of their program visit. Seasonal/multi-week programs can work to create visits as well as develop skills.

What to do on the hill to keep groups interested and excited about the next week is a question often asked by new pros as well as seasoned veterans new to multi-week programs. Sometimes this question is best answered by breaking down a lesson plan for a typical 1½-3 hour lesson and developing a lesson from each component of the coaching model.

Relationship → Trust

Developing the relationship and building trust is crucial to any lesson; it is even more so when planning to spend multiple weeks with a group of guests. Each week should include an activity intended to develop/reinforce a good group dynamic and develop trust within the group.

Example:

- History lesson/synchronized ski/ride – Partners synchro for a distance and stop; one partner gives his/her life history in one minute. Partners ski/ride again, other partner repeats back his/her

partner's history. Switch roles after synchro and repeat. The goal is to look for accuracy in the recital of the histories, look for commonalities, and to develop a better understanding of your partner. Whenever we learn about someone's background we stand the chance of developing a relationship.

Through the Fundamental Movements

After assessing the movements of the group in the first session it is important to prioritize the fundamental movements (in terms of need of development). Are stance/balance issues common in the group? Is there a lack of directional movement, or is the group using the whole body to initiate a turn? Once you have determined a common theme or development need you are able to create an "order of movement" for your program. Each week can be dedicated to one of the fundamental movements, with the final session(s) dedicated to the blending of those movements. It is important that in each session you present activities on the chosen movement, but you also blend those movements as in real skiing/riding.

Once you have developed your lesson plan for the program you should foreshadow the program for your guests. You can always ask for feedback as you progress, and, as a group, you can decide if a change in the plan is necessary...perhaps the conditions of the day or a special event such as a fun race scheduled will warrant a change.

It is a good idea to develop a goal(s) with your group. Park skiers and riders will often have trick lists; each trick landed is checked off and it is off to work on the next one - perhaps a synchro ski, or a clean run on a challenging bump run, or a run through a Nastar course with a group time as the goal. With a goal such as this you can lead the group through skill building activities that not only develop fundamental movements, but also lead the group toward success with their chosen goal. Compare a seasonal program to music lessons that lead to a recital where the student and observers are given the opportunity to celebrate the hard work that has led to a successful performance.

Feedback → Follow up

At many resorts the pros are assigned to multiple groups that span the season. It is difficult to keep track of these groups and their progress without written documentation. It is also challenging to substitute a pro in the case of illness or injury without knowledge of the plan or the progress of the group. The goal should be a seamless transition when a coaching change is necessary. Each pro should keep a log of each week with at least the following information:

- Fundamental movement on which the group is focusing

- The activities used
- The terrain used
- Where the group should go next week (barring any unforeseen circumstances)

As in any ski/board lesson it is imperative that the guest leave with a plan for the next lesson. Providing the guest with feedback on their progress through the session, celebrating that progress, and understanding what is next are key components to building loyalty and return visits.

Administrative

The amount of paperwork involved in the administration of seasonal programs can be daunting for the external as well as the internal guest. School programs need to interact with the snowsports school, the rental department, and with the safety services/ski patrol. Keeping the information concise, yet comprehensive, is helpful for the group coordinator and the resort coordinator. The school group coordinator at Gunstock Mountain Resort developed a CD with auto run features for each school group. The CD has proven to be valuable collateral material when approaching potential school groups. This CD takes the coordinator through all of the required paperwork, highlights due dates, and even makes special offers to the individual students within the group. We have had positive feedback on the presentation of this information and compliance with requirements and the completeness of the information received have improved.

Seasonal and multi-week programs can be rewarding and challenging for all involved. When approached and implemented in a thoughtful manner, these programs can build loyalty to the snowsports school as well as to the resort. ■



Upcoming SnowPro Copy Deadlines

Spring 2007 – April 1, 2007

Writing Guidelines

General member submissions to the SnowPro should not exceed 1000 words and should be sent to psia-e@psia-e.org as an MS Word document attachment. Please see additional submission guidelines on page two under General Information.

Making a Mountain out of a Molehill

by Gary Vanasse

Children's Committee Member

Alpine Level II

Blue Hills, MA

Have you ever revisited a place of your childhood and thought to yourself, this can't be the place - it's too small. Well, that is how I think of my little ski area, called The Blue Hills. I started skiing there as a child, and when I went to work there years later, as an instructor, I thought to myself, this place is much smaller than I remember - which immediately made me realize, this is a perfect mountain for running a kids program.

Everything is big to kids. And, although many of us may refer to it as "The Bump", when I am with the kids we always talk about "The Mountain". We could be anywhere, and, like any mountain, when we go to the top, it is a really big deal. But, before we get there, here are some of the things I do that turn my little molehill into a mountain playground.

When I get the kids onto two skis, I like to do is some sliding around. We go cross-country skiing by picking a path along the flats, and go on a little tour around the base area. There are a lot of advantages to that, especially if you can scope out a flat area. Sliding and shuffling around like you're on a train, or in a conga line, can be lots of fun. Don't worry if there are some subtle terrain changes. You can use it to your advantage. It is a good time to introduce the herringbone (walk like a duck, or a penguin), or side stepping to climb (the skis that slip to the skis that grip), and the wedge for those little pitches. Just be sure to carefully scope out where the path will take you so you don't lose anyone. I usually try to put an instructor up front to lead the way and one to play catch up in the rear; this can also be a great way to utilize a junior instructor, if you have one.

I love setting gates and obstacle courses for kids. Gates are always great exercises that will force a skier to look ahead and turn where he or she might not normally turn. It is a really good drill for those kids that ski in what I call the "flying wedge". A lot of times it is hard to distinguish whether I have set a race style course or an obstacle course. You can really mix it up. A race course or obstacle course is also helpful for judging space and distance while skiing. Another thing I like to do is set up a course that will teach flexing and extension exercises. This is something I learned at one year at The Academy. I'll set a course with some bamboo poles on the snow, stabilized by some uprights, about five to ten feet apart. We hop over them by extending the whole

body (reach for the sky), as opposed to jumping from the waist down. Then we go under the poles, which are set up like the limbo game, attached to some uprights (I use duct tape) and when we go under, instead of bending over at the waist, we bend at the hips, knees and ankles, looking ahead. It is a great drill for learning these two really important movements.

Every area has a path through the woods that connects one trail to another, and there is nothing more exciting to a kid than the idea of knowing something that nobody else is supposed to know. I call these little short cuts the secret passage way. The secret passage way may lead to a slope that is slightly more difficult, which is a great way to transition from one degree of difficulty to another; in our case at Blue Hills, it is a shortcut back to one of our lifts. This can also add a real sense of adventure to your ski lesson. And, adventures and kids go together really well.

One of my favorite things to do with a kid's class is to take them on an adventure. Here's how I do that. I carefully plan our trip from the top of the mountain to the bottom, with the help of a map. I pull out the map, and we carefully navigate which various trails will take us to the bottom. Here is where I can really mix it up, and go from one end of the area to the other and still get to the bottom. It's fun to stop en route, check out where we are and where we have to go. We become little explorers, and for the kids who have never been to the top, it really adds excitement to the experience.

The view from the top of any mountain can be awesome. At Stowe we look to find Whiteface, and at Blue Hills we look to find the Prudential Tower. These are two totally different experiences at two totally different areas, but they both have the same results. FUN! ■

Thanks!!

The 2006 Eastern Children's Academy is in the history books. We would like to thank Erik Barnes, the Mount Snow Grand Summit Hotel staff, the Children's Committee, Mac Jackson & the ACE Team, and all of the participants for making this a memorable event. We also thank Jack Turner from Snowmonsters and the Next Snow Search for an inspiring keynote address. Jack stirred the pot and made us all think a little differently - and, most of all, "not take ourselves too seriously". The initial feedback from the event is positive, and we have a list of things we can improve for next year. If you missed this event you should put it on your calendar for next year. ■

Jeffrey W "Jake" Jacobsen
Children's Committee Chair

Classy-fied



WANT TO BUY: Old ski books, pins, patches, postcards, posters produced before 1970. Natalie Bombard-Leduc, natski@adelphia.net, 69 Mount Pisgah Ln., Saranac Lake, NY 12983. 518-891-4781



Your Nordic and Alpine
Supply Company

**Reliable
RACING**
SUPPLY, INC.

www.reliableracing.com

Visit our expanded website
or call us today for a free catalog.

1.800.223.4448



with loose heels

by Mickey Stone
PSIA-E Nordic Coordinator

Cross Country Ski Areas Association held its Eastern meeting at Great Glen Trails in New Hampshire on November 1-2. Approximately 60 Nordic representatives from New England and Canada cross country ski areas participated in this annual conference. Topics included Blogging, CCSAA Programs, Successful Event Managing, Selling Ski Lessons, Winter Kids School Program and Climate Changes. Our very own Joseph Kahn, Nordic Ski School Director from Mt Van Hovenberg in Lake Placid, was a key speaker in the Selling Lessons roundtable. The Nordic Center and the Lake Placid facilities are very strong supporters of PSIA-E, and they have cutting-edge programs and facilities. Check their website out at www.orda.org. We would also like to thank Chris Frado and CCSAA for including PSIA-E into their programs. Check out their website at www.xcski.org.



Chris Frado - CEO of CCSAA

Randy French, of western NY, and Mickey Stone attended the National Cross-Country Examiners College in West Yellowstone on November 21-22. Our National Team of Scott Maghee, Ross Matlock, Dan Clausen and Tor Brown facilitated the representation of a total of 25 members from our 9 divisions. This group successfully revised



West Yellowstone Demo Area

the Cross-Country Classical and Freestyle skiing, teaching and professional knowledge standards for Levels I-III. Below you will find the first draft for Levels I, II and III skiing standards. Please read and send any comments to cpage3@aol.com. We will adopt these by the next National Board meeting in the spring of 2007. Please feel free to comment!

The teaching and professional knowledge standards are to follow after the first of the year. Note the name change to Cross Country Skiing Standards instead of the old Track/Skate, which never really described classical and freestyle skiing adequately. We would like to thank PSIA-E and National PSIA for the grants to participate in this educational event. Below is the draft for your viewing. CL refers to classic skiing and SK refers to skate skiing.

		DRAFT Cross Country Track Skiing Standards		
		Level I Beginner Zone	Level II Intermediate Zone	Level III Advanced Zone
		The candidate is able to...	The candidate is able to...	The candidate is able to...
Body Position	Ski with the core over the base of support seen by shin angle appropriate to torso	Ski with the core over the base of support seen by shin angle matching torso	Ski with the core in front of the base of support seen by shin angle matching torso	
	Balance and glide on one ski	Vary the duration of balance and glide on one ski	Actively balance and glide on one ski for any duration	
	Ski with a naturally rounded back in an athletic stance	Ski with naturally rounded back and tail tucked under most of the time	Ski with naturally rounded back and tail consistently tucked under	
	Ski with a stable 'panel' (torso) oriented in the direction of travel in one of the three: twisting, tilting, hinging at the waist	Ski with a stable panel in two of the three: twisting, tilting, hinging at the waist	Ski with a stable panel controlling twisting, tilting, and hinging at the waist	
Timing	Demonstrate 3 techniques to get around and recognize all of the techniques	Demonstrate all of the techniques and switch techniques and tempo with terrain changes	Demonstrate all of the techniques and switch techniques and tempo seamlessly with terrain changes	
	Time core, poling and leg movements for the terrain and technique	Time core, poling and leg movements to enhance forward motion	Time core, poling and leg movements precisely to enhance forward motion appropriate to technique and terrain	
Propulsion	CL Transfer weight completely SK Transfer weight completely (laterally)	CL Transfer weight as the feet pass SK Transfer weight actively from whole foot to whole foot	CL Transfer weight after the feet pass SK Transfer weight precisely and powerfully from whole foot to whole foot with full extension	
	CL Compress the ski with body weight to create grip	CL Compress the ski with flexion and extension to create grip	CL Compress the ski with flexion and extension to create grip and enhance power	
	SK Engage the ski edge with body movement to create purchase	SK Push off of the ski edge with extension to create purchase	SK Push off of the ski edge with extension to create purchase and increase glide	
Propulsion	CL Pendulum the leg forward	CL Actively pendulum the leg to enhance forward motion	CL Powerfully pendulum the leg to enhance forward motion and compression	
	Demonstrate flexion/extension	Demonstrate flexion and extension dictated by terrain	Use full range of flexion and extension movements as dictated by terrain to generate power	
	Engage poles then core muscles	Engage core muscles as poles engage	Engage core muscles as poles engage	
	Demonstrate propulsion from poling with pole release and arm extension	Demonstrate propulsion from poling with pole release, arm extension and retrieval appropriate to terrain and technique	Increase propulsion by pole push and pole retrieval	



PSIA-E Nordic has a fantastically entertaining DVD out for \$15, which explains the Level I, II, III standards for Nordic Downhill and Cross Country, and shows a visual and audio representation of skiers for each level. The Ed Staff used primarily the

membership to represent all the skiers so you would have a realistic visual of the standards. The low cost is a definite motivator to own this DVD and support the Nordic Ed Staff. You will find a very detailed but simple approach to the movement analysis of each of the skiers. The DVD also shows the type of terrain and conditions you will be on during exams. Look for this at Nordic events and through the office by the end of December. A big thanks to the Ed Staff for their participation and comments. Also, to Mike Beagan for editing and producing the project, and to Jim Tasse and John Doan for their great music.

Cross Country Skating Tip

Randy French and Mickey Stone had the chance to ski lots of Ks out at West Yellowstone during the Thanksgiving week; we were able to see all levels of racers and techniques. West Yellowstone is noted for its rambling wide-open gentle terrain. There are a few hills, but nothing super-steep. So, when you did get to a few steeper sections, you knew it immediately. Here's how to handle these changing terrain situations:

- When climbing in a V1 up a steep hill it is important to lower the hips by flexing (bending) your ankles and knees. Actually driving your knees forward towards



the front of your toes helps for a visual position. Now, stay in this low position and keep your feet and legs moving underneath, continually replacing where they were in the last stride. Your core will move in a straight line up the hill while your feet and legs are moving under you. Almost like your legs are pendulums on a clock

moving against a low stable core.

- Now, on flatter or easier terrain, allow your hips to stay high with less flex in your ankle and knee so that you can rock back and forth



Demonstrating a High Hip for Falling and Gliding on the Flats

or forward with high hips, allowing you to be relaxed and able to use your entire body to fall more forward to gain speed and direction.

So, remember, lower hips with legs and feet moving under you for climbing, and high hips moving from ski-to-ski for cruising.

Nordic Downhill Tip

Randy and I also had a chance to ski with Matt Whitcomb, USSA Cross Country Coach for the Development Team. He was very big on making sure that, if the hips were low or high, they were tilted toward the posterior, or, the tailbone tucked in - a position that would allow the hips to hold water. In other words, not tipped forward or bent at the waist.

We explored this at the Director's seminar on the second day with some very good skiers in telemarking. Being early in the season, we chose to work on some body positioning. So, I borrowed what the Lycra-clad group was doing and placed it in a gravity mode, as follows:

- We skied a bit in our common stance. We all noticed we were all slightly hunched forward, or bent at the waist a little. This allowed our butts to be out and forced a little more weight distribution on our front leg.....



Hips Tilted Forward with a Noticeable Weight Distribution on the Front Leg



Tailbone is Tucked Under and the Hips are in the Center of Both Feet in a Relaxed Position

- Then, we tucked our tailbone under us a bit so we stood like a proud Nord. The hips were higher and we felt more flexible in the spine. Our weight was now distrib-

uted evenly between both legs, and our core more placed in the middle of our base of support. This allows the hips to be in a position to be able to move more freely with the spine, hip sockets and the muscles within your hip. Try it for an early season balancing exercise.

Don't forget to check out the Norway and Jackson Hole trips in the past issues and on the event schedule, as well as all of our great educational events. ■

RENEGADE RIDER RALLY

Steamboat Springs, CO

APRIL 2-6, 2007

Hosted by the Northern Rocky Mountain Division
The Renegade Rider Rally is open to AASI members certified Level I and above.

CLINICS

There will be four full-day clinics offered with one free day in the middle. Each clinic will have a broad focus and the clinicians are happy to give as much detailed feedback as requested.

Surf The Earth—Slashing Steamboat

Ride the whole mountain and learn to get more out of your day.

Natural Slalom

From mellow and open to steep and tight, Steamboat has some of the best trees in the world. Learn to ride around them.

Air It Out

Some like man-made, some like the natural kind. Let's play on them all.

Superpipe

Steamboat's pipe is super log and super sick! Big, Long Pipe+Short Lift=More Ride Time for you.

Get the Runs

Higher speeds and more laps. Steamboat has plenty of wide open groomers just waiting to be carved up.

What's Wrong With That Run? It Has Bumps All Over It

Bumps can be bad on certain things, but a run is not one of them. Tame the bumpy beast.

We will do our best to offer these clinics. Conditions may force a change in topics or clinic focus.



Registration form and information available at www.psia-nrm.org

Contact Eric Sheckleton with any questions or for more information about the event — esheckleton@hotmail.com



2006-2007 Pro Shop/Bookstore

Merchandise & Materials Available from
Professional Ski Instructors of America - Eastern Division
 1-A Lincoln Ave., Albany, NY, 12205-4900 Fax: (518) 452-6099



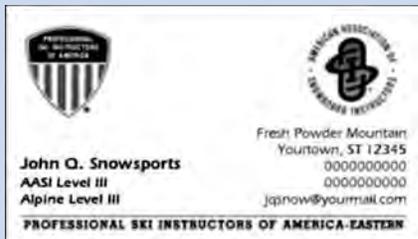
No phone orders, please. Orders can be faxed, mailed, or e-mailed to psia-e@psia-e.org

PAYMENT INFORMATION:	SHIP TO:
Please enclose check or money order payable to PSIA-E/AASI, or <input type="checkbox"/> Master Card <input type="checkbox"/> Visa Expiration Date _____	Name: _____
Card #: _____	Address: _____
Signature _____	City, State, Zip _____
	Membership Number: _____
	Daytime phone _____ E-mail _____

#	MANUALS AND VIDEOS (PRICES SUBJECT TO CHANGE)	PRICE	QTY	TOTAL
126	Core Concepts Manual - <i>For all disciplines</i>	\$24.50		
152	Park & Pipe Instructor's Guide New in 2005-06!	24.00		
	PSIA-E/AASI Exam Guide CD (Includes all available exam guides)	3.00		
ALPINE				
176	Alpine Technical Manual, 2 nd Edition (coming in early 2007, please call first)	24.95		
210	Alpine Technical Video	22.50		
172	Alpine (Adult) Handbook - Vail publication	17.00		
148	Alpine Stepping Stones Pocket Guide	9.50		
174	Movement Analysis Pocket Guide <i>Popular item!</i>	5.50		
149	Tactics for All-Mountain Skiing New in 2005-06!	29.50		
156	Ski Instructor's guide to the Physics and Biomechanics of Skiing	12.00		
	PSIA-E Alpine Exam Guide (Copier duplicates)	5.00		
	PSIA-E Alpine Standards DVD New in 2005-06!	20.00		
	PSIA-E 3D Training System <i>Close-out - Dollar Store Special!</i>	1.00		
	<i>In the Yikes! Zone: A Conversation with Fear - Mermer Blakeslee</i>	16.95		
	<i>Technical Skills for Alpine Skiing - E. Foster</i> <i>Limited Quantity Available</i>	12.00		
NORDIC				
133	Nordic Technical Manual	22.00		
	PSIA-E Nordic Downhill Exam Guide, Level I, II or III (Copier duplicates)	2.00		
	PSIA-E Nordic Track/Skate Exam Guide (Copier duplicates)	2.00		
	ATS Nordic Manual (older, but good reference) <i>Limited Quantity Available</i>	4.00		
AASI / SNOWBOARD				
122	AASI Snowboard Manual	19.95		
160	AASI Snowboard Focus on Riding DVD New in 2005-06!	34.00		
173	Snowboard (Adult) Handbook - Vail Publication <i>Now Available!</i>	17.00		
129	Snowboard Movement Analysis Handbook	14.50		
	AASI-E Riding Standards Indicators DVD New in 2006-07!	15.00		
	AASI-E Snowboard Level II/III Exam Guide (Copier duplicates)	2.00		
	AASI-E Snowboard Level I Exam Guide (Copier duplicates)	2.00		
ADAPTIVE				
131	Adaptive Snowsports Instruction Manual	24.50		
	PSIA-E Adaptive Exam Guide (Copier duplicates)	3.00		
KIDS/CHILDREN'S				
119	PSIA/AASI Children's Instruction Manual	19.95		
125	PSIA/AASI Children Instructor's Handbook	14.50		
153	Children's Ski & Snowboard Movement Guide	12.50		
161	Alpine (Children's) Handbook - Vail publication	17.00		
162	Snowboard (Children's) Handbook - Vail Publication	17.00		
107	Captain Zembo's Guide For Kids - 2 nd Edition	9.50		
	Power Play - Kids & Snowsports Video	19.95		
	Recipes for Learning - Cookbook of Tricks <i>Great value!</i>	10.00		
PINS				
	PSIA or AASI Lapel Pin	3.00		
	PSIA Alpine or Nordic or Adaptive Level I Pin	7.00		
	PSIA Alpine or Nordic or Adaptive Level II or III Pin	9.00		
	AASI Level I or II or III Pin, or Master Teacher Certified Pin	10.00		

Shipping/handling fees based on total amount of order. Up to \$14.99 - \$4.00 \$15.00 to \$49.99 - \$6.00 \$50 to \$99.99 - \$9.00 \$100.00 to \$199.00 - \$11.00 \$200 and over - \$13.00 Most orders sent via USPS or UPS. Please allow 1-2 weeks for delivery.		Sub.	
		S/H	
WE MUST HAVE PAYMENT WITH ORDER - THANK YOU Ski and Snowboard schools, call for quantity discounts.		Total	

Personalized Business Cards



Available through PSIA/AASI Eastern Division
and Keystone Printing



- Ordering on-line is quick and easy at www.psia-e.org
 - See a preview before you place your order
 - High quality stock
 - 2-color or 1-color with official logos
- Great pricing on quantities of 250, 500 or 1000

If you have questions, call the PSIA-E office at 518-452-9095

Education Foundation Donors

The PSIA-E Education Foundation expresses its sincere appreciation to the following members who have contributed at least \$50.00 to the Foundation. Since no dues or program fees go to the EF, contributions are the primary source of support for the Foundation and its scholarships. Thank you! ■

James Totaro
Ross Boisvert
Dominick DiDonato

Also:

\$50 donation from:
Friends of North Andover Football
Reading, MA

In memory of:
John Abernathy of Franconia, NH

thank you

Warm hands in Buffalo conditions.

When it comes to winter apparel, where else would you want a glove company to live, design, and test their products other than, "Buffalo, New York".

At Manzella, we have been designing and testing our gloves in Western New York for twenty-five years.

Our goal is simple...
Protecting hands and providing individuals with warm, dry hands in any weather condition.

manzella Celebrating Twenty-Five Years of Innovation **25 YEARS**

BUILT FOR PROFESSIONALS

AVALANCHE SKIWEAR

Over 20 years experience working with ski area disciplines, operators, administration, ski school and safety.

Technical specifications:
 *3M Thinsulate insulation for easy care, Primaloft, and Thermore
 *YKK zippers (the best in the world)
 *Strategic insulation options: zero insulation, 3-ply, 40 g, 70 g, 100 g, and 150 g
 *Waterproof and breathable fabrics exceeding market standards
 *Toray: Entrant V, Damizax MP et Kudos XR
 *Excellent resistance to UV rays, abrasion, tears, and grease
 *Toray: Polyamide (Toray nylon) and Polyester (Toray Tetonon)
 *Ceramic-base or laminated coatings are also available

Key features of the jacket:
 Ergonomic hood, Detachable option, Soft padded collar
 Zip-off sleeve option
 Ergonomic sleeves
 Coin pocket
 Elastic or Velcro wrist option, Warm Lycra wrist cuff option
 All seams sealed
 Your logos, your colours
 Accessories pieces available (gloves, underwear, softshell, and more!)
 Radio pocket option
 Ventilation zips
 Season pass holder, D-Ring key, Water repellent zip option
 Powder skirt, Goggles and gloves pocket

All PSIA-E members can save up to 40% on logo-shielded Avalanche skiwear at www.psia-e.org

Avalanche products meet the most stringent standards in the industry
Only the best for ski areas

Ph. 418.877.5584 - 800.467.8913 www.avalancheskiwear.com



now online at www.psia-e.org

Do You Own It?

by David Hoyt

PSIA-E Alpine Level III

Greek Peak, NY

Regardless of how you slide down the hill - on two boards or one, or more if adaptive - our sport has no ceiling. There is no "arrival". Perfection is unattainable. This is one aspect that makes it exciting; however, it translates into the fact that it is always a work in progress.

Whether in a training clinic, update event, or free skiing/riding, we have all had breakthroughs. We have all felt it for the first time, had the "light bulb" go off. So, when the light glows, does that mean we have truly imparted a change? Will we be able to duplicate it tomorrow, two hours later, or even on the next run? Often times, not.

It is accepted that over 300 repetitions are required to impart change. It is now believed that the 300 mark is the minimum threshold needed to move toward "owning it". Further, can you duplicate when conditions get dicey: e.g., ice, steeps, gates, or in exam? Are there times when we retreat, assume defensive posture, seek the old comfort zone? Of course! The question is, when do we truly OWN IT? The answer is, after lots and lots of mileage...LOTS!

There is another piece of the puzzle, which is correct practice set in an arena where success is most likely to be the outcome. Concisely, large amounts of correct repetitions set in an environment that ensures success are required in order to impart a permanent change. Since this is true for the more accomplished, it must be true for the less accomplished. When we are the trainer, and not the trainee, we must apply this principle. Our students need just as much - if not more - correct repetition in order to improve.

So often coaches are in too great a hurry to get their students to the next level, forgetting how long it has taken them to attain their own level of ability. Never increase the factor by more than one. A new concept is one factor - increase the pitch and we are at two factors and are moving away from the above formula. Give your clients and yourself enough

mileage so the building blocks are solid and correctly aligned. Set the environment for success by not expecting too much too soon. Help your students and yourself truly "own it". ■

Will You Be Ready?

...Part 2 - Planning or Hoping or Implementing

by Luke Martin

PSIA-E Alpine Level III

Sunday River, ME

Are you still hoping, or have you started to plan (see Part 1, Fall issue, p. 44). Just because Mother Nature is slacking this winter does not mean that you can as well.

How is the exercise program going? Have you joined a gym? GREAT, now start going.

It only works if you actually go inside the building and break a sweat. Just having the membership card in your wallet or on your key chain will not cut it. If you're like me, you do not live near a great gym; my local gym is equipped with a limited edition of a well known "thigh master". I will save you the embarrassment of trying that piece of equipment. Remember, a fancy gym is not necessary. Do you remember the gym that Rocky used when he fought Drago?

Have you gathered all your educational material? Have you set yourself up with a nice quiet place to study? Is it AWAY from the TV, recliner, Internet, and beer fridge? Wonderful! Make sure you have a good, bright desk light to help you stay awake for those late nights of studying.

Did your new equipment arrive yet? Awesome! I am sure that you have also had your skis tuned, as I never seem to like my skis with a factory tune. Boots: have you started to wear them around the house, dialing in the hot spots so that you can go back to the boot fitter for the THIRD visit? That's right; in order to get your boots dialed in, it will take multiple trips.

Because of Mother Nature still being on vacation, have you talked with your school trainer about maybe pushing your exam date back a few weeks. Winter is coming late this year, which means less and less time to prepare on-snow. Check in with your trainer regularly; if it is suggested that you push your exam date back a few weeks remember that they have your best interest at heart.

You probably have not had much chance to stand in front of your peers because of the lack

of snow. If you were to volunteer to lead an indoor training session you will be surprised at two things: First, how much you learn about your topic while preparing your training session; second, you will gain very valuable experience standing in front of your peers. Both of these things will go a long way to not only alleviate foot-in-mouth syndrome, but might actually help in its prevention.

So, just 'cause Mother Nature has been slacking does not mean you can too. Time is tick'en. Get busy! ■

Set an Example for All Conditions

by Dwight Dunning

PSIA-E Alpine Level III

Middlebury College Snowbowl School, VT

I very much enjoyed Sherm White's contribution on "Adaptability" in the Early Fall Snow Pro. I couldn't agree more. I and many instructors who consider ourselves skiers might look OK on the groomers on a nice day, but if we work primarily on the groomed, I feel that we should be actively seeking the crud in our free time.

When the weather and snow are deteriorating and the guests are sullenly sitting in the lodge, we can dress appropriately, grab our gear, and enthusiastically skate to the lift. The exfoliation from a sleet storm on the glazed mountain is healthier than a coffee and glazed donut in the locker room. Breakable crust might make us nervous, but there won't be a huge audience when we misstep. When we return to the lodge leaving a wake, but rosy cheeked and smiling, our guests (and fellow instructors) might realize that there will be more fun out there as they hone their own skills.

Best wishes from Belize. ■

Find more
"Your Turns"
on the web at
www.psia-e.org

This section is utilized for the publication of articles from the membership, and we invite your active participation. Content reflects the opinion and knowledge of the writers only, and is not to be interpreted as official PSIA-E information.



2006-2007 PSIA-E/AASI - NEW MEMBER APPLICATION

Mail or fax to: PSIA-E/AASI, 1-A Lincoln Ave, Albany, NY 12205

Fax# (518) 452-6099

Call (518) 452-6095 for information only. No applications accepted via phone.



As a Registered Member of PSIA-E/AASI, you will become a member of the American Snowsports Education Association (ASEA), the largest organization of professional snowsports instructors in America. PSIA and AASI operate under the umbrella of ASEA. You will soon receive a Welcome Kit including an introduction to the association, an explanation of your benefits as a member, our Core Concepts manual, and have immediate access to the national website, www.psia.org and the division website, www.psia-e.org.

All new members must read and sign the following:

As a member of PSIA/AASI National and Eastern Division, I agree to be bound by all PSIA-E/AASI bylaws and regulations including educational update requirements. Updates are required every 2 seasons for most members; students and those over the age of 65 have differing requirements. I am aware that Membership runs from July 1st through June 30th of each year and that the enclosed dues are for this membership period and are non-refundable.

Applicant's

Signature _____ Date _____

Member Sponsor _____ Sponsor Member #: _____

(Note: If a current member of PSIA-E/AASI personally influenced your decision to join, clearly print their name and member # above)

Please print clearly and fill out all sections. This application must include payment and must be received before or at the same time as registering for a PSIA-E/AASI event to ensure the member event price.

Please check your PRIMARY discipline:

Alpine Adaptive Snowboard Nordic Downhill Nordic Track/Skate

The Eastern Division of PSIA & AASI is divided into seven geographic regions (listed below). As a new member, you may choose to be affiliated with one region – the one in which you work as a snowsports instructor or the one in which you live. This affiliation is for regional mailing and voting purposes. You should affiliate with the region in which you are most active as a snowsports instructor. Please check the appropriate region below. **If you do not choose, the region in which you live will be assigned** as your designated regional affiliation by PSIA-E Bylaws, Section 10.8. You must then notify the division office in writing, should you choose to change your affiliation to the region in which you work.

1 – ME, NH 2 – VT 3 – MA, CT, RI 4 – PA, NJ Male / Female
 5 – Western NY 6 – Eastern NY 7 – DE, MD, VA, WV, NC, SC, GA, FL, DC Circle one
Date of Birth: _____

NAME: _____
Last First M.I.

MAILING ADDRESS: _____
Street/Box City State Zip

SHIPPING ADDRESS: _____
Street/Box City State Zip

DAYTIME PHONE: (_____) _____ ALTERNATE PHONE: (_____) _____

E-MAIL ADDRESS: _____

SNOWSPORTS SCHOOL NAME: _____

TOTAL AMOUNT INCLUDED: **\$95.00 (or \$65.00 after Feb 18' 2007)**

PAYING BY: CHECK CHECK #. _____ OR charge: MasterCard or Visa

Signed _____ Exp. Date: _____

OFFICE USE ONLY

Date Proc. _____ Initials _____
Auth _____
Num _____
App _____
Num _____
Mem _____
Num _____

Applying as a new member, your Snowsports School Director must complete the following:

As Director, I attest to the following: This applicant is a member of my current staff. The candidate has received training and preparation, as addressed in the American Teaching System. As a candidate for Registered Member status, the applicant has completed the PSIA/AASI entry level requirements, including 25 hours of teaching/training.

Director's Signature _____ Name of School _____

SPECIAL ELECTION ISSUE

Notice for Members in Regions 3, 4 & 7

Eligibility to Vote: Eligible voters are all members in their second year of membership (that is, after paying dues for a second membership year). Voters are eligible to vote in only one region. Your designated region for voting is the one in which you live, unless you have specifically instructed the PSIA-E office, in writing, that you wish to be recognized as a member of the region of your snowsports school work affiliation.

Voting Process: Please review the election candidate profiles and voting rules on preceding pages to determine the contests within your region. Then use the ballot on the bottom of this page to cast your vote. You must return this original ballot with your mailing label attached on the reverse side. Photocopies and faxes will not be accepted.

Board Candidate Eligibility: Please note that in compliance with PSIA-E Bylaws Section 10.3.A, only one candidate having

an education staff employment affiliation with PSIA-E may be elected in each region. Candidate employment with PSIA-E/AASI is indicated where applicable.

Return of Ballots: Completed ballots are to be mailed directly to: PSIA-E Election c/o Dorfman-Robbie Certified Public Accountants, P.C., 6 Wembley Court, Albany, N.Y., 12205-3831. Ballots must be postmarked no later than March 5, 2007 to be valid.

Results of Voting: Election results will be announced at the Spring Rally during the Annual Meeting on Sunday, March 25 and in the Spring issue of the SnowPro. The PSIA-E Board of Directors will approve the appointment of any unfilled positions at their June 23-24, 2007 meeting. If you are interested in being considered as a designate for an open position, notify Michael Mendrick, in writing, at the PSIA-E office as soon as possible.

PSIA-E/AASI BALLOT FOR REGION

(Please enter your region number)

Mail to: PSIA-E Election c/o Dorfman-Robbie, 6 Wembley Ct., Albany, N.Y. 12205-3831

Instructions:

- 1) Print the name of the candidates of your choice on the lines provided.
- 2) Vote for only one candidate per position.
- 3) Write-in votes will not be considered for any position.
- 4) Only this original ballot, with mailing label attached on reverse, will be accepted. No faxes.
- 5) Ballot must be postmarked by March 5, 2007.

Board of Directors

First Representative _____

Second Representative _____

Elected Committees

Alpine Education & Certification _____ No candidates – To be appointed

Snowsports School Mgt. _____ No candidates – To be appointed

Prime time for New Member-Gain-a-Member Campaign

Program runs through April 1 -- don't forget to sign 'em up and go after those prizes!

Lots of prizes and awards for Individual Members!

1) Every member that sponsors 3 or more members gets a SnowPro mention plus PSIA-E/AASI promo pak or premium item.

2) Top FIVE producers in EACH REGION gets \$100 "ed bucks" credit plus promo pak or premium item. Must have minimum of SEVEN new members to qualify.

3) Anyone bringing in 10 or more members qualifies for GRAND PRIZE and FIRST PRIZE drawing plus gets SnowPro mention, \$50 in pro shop credit and promo pak or premium item.

Grand Prize is a 2007-08 ProJam registration (or equivalent education registration fee credit of \$375 if chosen), \$50 in pro shop credit & a pair of skis, boots, snowboard or comparable-value equipment (as donated by one of our sponsors).

First Prize is \$200 in "ed bucks" credit for the event(s) of your choice plus \$50 in pro shop credit and a \$50 certificate toward Avalanche or Manzella items.

Membership applications postmarked or faxed between November 1, 2006 and April 1, 2007. Each application MUST have BOTH the sponsor name and membership number to qualify.

Member, GAIN A MEMBER!



Professional Ski Instructors of America
Eastern/Education Foundation

1-A Lincoln Avenue
Albany, NY 12205-4900
Phone: 518-452-6095

NON-PROFIT
U.S. Postage
PAID
Albany, NY
Permit No. 249

Time Valued Material