



## PSIA-E / AASI - Season 2009/2010



### “Dropping In”

### AASI Traveling Clinics

The AASI Steering Committee and the Snowboard Education Staff are again offering “Dropping In” clinics for the 09/10 season! These one-day clinics are available to be held at YOUR resort and are intended to grab the attention of snowboard instructors, increase interest in skill development and training and entice non-members to join the organization.

A limited number of these clinics are being partially funded by PSIA-E/AASI and are available at a cost to the resort of just \$300. **Each “Dropping In” clinic is a one day program consisting of 2 sessions (AM & PM) for your snowboard instructors to add to their technical knowledge, improve their presentation and riding skills, and most importantly, get them fired up about teaching and training.**

A member of the AASI Education Staff will conduct these clinics\*, which can include topics individually suited to your needs and that of your staff's. Some examples of topics that can be addressed:

- ✦ **Constant Movement** – We see snowboard classes standing around while instructors work one-on-one with individual students all too often. The clinician will provide strategies to keep the class moving and interesting for everyone, while keeping safety and geography in mind.
- ✦ **The Learning Partnership** – How to create trust and understanding in the learning process
- ✦ **The Hook** – The clinician will show your staff how to grab the attention of a class and keep it for 90 minutes.
- ✦ **Closing the Deal** – We lose too many snowboarders after the first lesson. The clinician will show your staff how to wrap up the lesson in way that has all students walking away feeling satisfied and ready to purchase another lesson.

Each clinic day will consist of two sessions (AM & PM) to reach approximately 20 snowboard pros throughout the day. If possible and applicable, one session should consist of non-members, while the second should consist of current AASI members. One resort trainer will be able to shadow each clinic session.

This pilot program has been designed to give your staff of instructors and coaches an exciting opportunity to develop teaching strategies for working with guests of all ages and abilities. The Snowboard Education Staff hopes to generate enthusiasm around teaching, riding, and attending AASI training events, attaining AASI Certification and/or Accreditation and, for non-members to join our association.

**Q.** What does this mean to you?

**A.** We hope it means that a larger percentage of your snowboard staff will take an interest and pride in professional development, which leads to a higher quality product and more return business to your resort.

Length of program: One Day (2 sessions - AM Session & PM Session)

Ideal number of participants per session: 8 - 10

To request a “Dropping In” Clinic at your resort please complete the **Request form for Consulting or 1-Day Clinic Services** and fax it to the PSIA-E office at 518-452-6099, attention Eileen Carr.

For further information, please contact Eileen at 518-452-6095 x 111 or [ecarr@psia-e.org](mailto:ecarr@psia-e.org)

\* Member attendance in a “Dropping In” clinic does not fulfill or serve as a re-up clinic for PSIA-E/AASI member educational credit requirements

# REQUEST FORM for CONSULTING or 1-DAY Clinic Services



**Mail completed form to:**  
**Eileen Carr**  
**PSIA-E/AASI**  
**1-A Lincoln Ave.**  
**Albany, NY 12205-4900**

**Or, Fax completed form to:**  
**(518) 452-6099**

**Questions?**  
**(518) 452-6095 X111**



Type of Event (Circle One):

**SPARK-Kids Clinic - \$250**  
 (On-Snow/1-Day/2 clinic groups, 1grp-AM and 1grp-PM)

**AASI "Droppin In" Clinic - \$300**  
 (On-Snow/1-Day/2 clinic groups, 1grp-AM and 1grp-PM)

**OR**

**Safe Coaching in Freestyle Venues\***  
 (On-Snow/1-Day/1 full-day clinic group)

**Managing the Mainstreamed Student\***  
 (On-Snow/1-Day/1 full-day clinic group)

**Other Consulting Topic\***  
 (Tailored to your specific needs)

\* A cost estimate will be provided for engagements other than SPARK or AASI fixed price offerings. Your engagement will be confirmed after your approval of the estimate.

Requesting Snowsports School: \_\_\_\_\_ Today's Date: \_\_\_\_\_

Person Requesting Event \_\_\_\_\_  
Name Title

Business Phone \_\_\_\_\_ Home or Cell Phone \_\_\_\_\_ E-mail \_\_\_\_\_

Alternative Contact/Administrator \_\_\_\_\_  
Name Business Phone E-mail

Billing Details for invoicing \_\_\_\_\_  
ATTN: Address Details – Resort Name, Number, Street/Road  
 \_\_\_\_\_  
City State Zip

Consulting Dates Requested \_\_\_\_\_  
(Please provide days of week and dates ie Mon/Tues, Dec 18/19)  
First Choice Second Choice

Number of Groups and therefore # of participants anticipated\*: \_\_\_\_\_  
# of groups estimated # of total participants

\*We firmly suggest group size for On-Snow Consulting engagements be limited to 10 per clinic group

If Other Consulting Topic – Tailored to your specific needs, please provide us with some details:

Which Discipline: Alpine Snowboard Adaptive Nordic T/S Nordic Downhill

Content/Topic Requested:  
 (e.g. Exam Prep, Skiing/Riding Improvement, Teaching & Professional Knowledge or other)

\_\_\_\_\_

Type of Event/Location (Circle One): On Snow Off Snow Both \_\_\_

Time of Day: \_\_\_\_\_

Will your resort be able to provide and cover the cost of lodging (or discounted lodging) for clinician(s): Yes No  
 If yes, please provide coordinator with lodging details below:

\_\_\_\_\_

Will your resort be able to provide and cover the costs of meals (or discounted meals) for clinician(s): Yes No  
 If yes, please provide coordinator with meal details below:

\_\_\_\_\_

Other Important Information and Special Requests: \_\_\_\_\_

\_\_\_\_\_

**For Office Use Only:**

Date Request Received: \_\_\_\_\_ Date Confirmed: \_\_\_\_\_

Assigned Staff

Consultant(s) (Name/confirmation check): \_\_\_\_\_

\_\_\_\_\_

Invoice #: \_\_\_\_\_ Date of Invoice: \_\_\_\_\_ Date Payment Received: \_\_\_\_\_