

# SNOWPRO

FALL 2003



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

## It's Official!

### "15 Below" youth club, Region 7 ratified by Board

By Michael J. Mendrick Executive Director

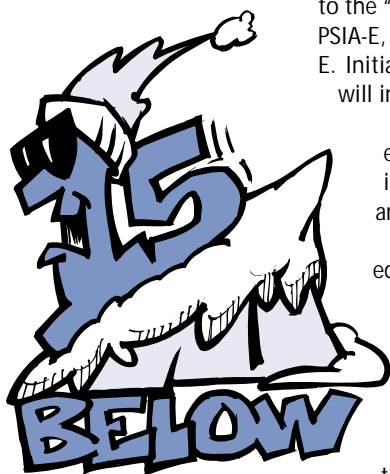
Acting in response to overwhelming member support, the PSIA-E/AASI Board of Directors ratified the implementation of two major initiatives; the "15 Below" youth club and a new Region 7.

"Both of these initiatives were carefully considered for more than a year," said PSIA-E President, Bill Beerman. "Thanks to a lot of hard work and research on the part of task force members as well as member feedback, it became clear that the time had come for both ideas to become reality. A special thanks is due to Bill Hetrick, who proposed the youth club concept, and Region 4 elected representatives Angelo Ross and John Cossaboom, who brought the Region 7 proposal to the table." Note: See Bill Hetrick's editorial on page 2 for more insight on the creation of the "15 Below" club.

#### New club for 10-15 year olds tagged the "15 Below" club

The PSIA-E youth club, newly named the "15 Below" club, was established to create and maintain an interest by young people in snowsports and snowsports teaching.

"The goal is to create an early connection with this age group of snowsports enthusiasts so they establish a comfort level with PSIA-E and AASI and are 'ready to go' as regular mem-



bers when they turn sixteen," said Executive Director Michael Mendrick. "As a side benefit to our own membership growth and helping support the snowsports growth initiative of NSAA, I think we'll also see the quality and professionalism of our sixteen-year-old members enhanced through this club involvement."

Beginning on January 1, 2004, any person may become of member of the "15 Below" youth club provided (s)he shall:

(a) Pay such dues (currently \$15) as established for "15 Below" club members by the Board of Directors.

(b) Be at least 10 years of age and less than 16 years of age at the time of application.

(c) Be sponsored for "15 Below" club membership by a current member of PSIA-E.

(d) Meet other requirements as established from time to time by the Board of Directors.

Young snowsports enthusiasts will belong to the "15 Below" club, under the umbrella of PSIA-E, while not being full members of PSIA-E. Initially, benefits for youth club members will include:

- Receipt of a personal copy of each SnowPro newsletter, which will include a special "15 Below" section and articles.
- Access to all PSIA-E/AASI pro shop education materials at member rates.
  - Educational events throughout the season that will be tailored specifically to this group and coordinated by the Advanced Children's Educator staff. In this first season, there will be one event concurrent to the PSIA-E Spring Rally in late March at Killington.
- A membership packet with club member card, promotional stickers and other material specifically targeted to this membership group.

• A streamlined entry process into full PSIA-E/AASI membership at age 16. Upon that date, club members can bypass "First Tracks" and go directly to the Level I exam if they pay the Eastern and National dues, have attended two club events during their club years (one of which is within two years of taking the Level I exam), have a snowsports school director signature, and have had 50 hours of instructional experience/training at the local snowsports school level.

The "15 Below" Task Force will continue to work on new ideas for future implementation, including additional club events and "15 Below" merchandise and clothing. Your feedback and suggestions are welcome as we move ahead with this important initiative. Write to "15 Below" care of psia-e@psia-e.org.

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It's me again...  
and I'm in the  
centerfold.



## EDITOR'S DESK

Bill Hetrick,  
Editor

# Mining Our Greatest Treasure

As members are well aware, PSIA-E/AASI has been very sensitive to providing the highest level of service to its membership. This service primarily takes the form of our outstanding educational programs and various benefit initiatives. However, there have been times in the recent past when the PSIA-E/AASI Board of Directors took a step of particular significance in serving the membership by approving a bold new initiative.

An example of this was the program instituted several years ago in recognition of the need for college students to have a lower dues rate during the years that they were enrolled in school. That program was accepted enthusiastically by the membership, and hundreds of college students have taken advantage of the opportunity to remain a member at a lower dues rate. Following the institution of that program, the Board of Directors took under consideration the expansion of the lower dues rate to all students down to our entry age of 16. It had become evident that we should expand the lower dues rate to all of our young members at a time in their lives when there are many factors competing for their limited resources. As a result, the lower dues rate for college students was expanded to all members from age 16 through 23 who are students.

Another example of the sensitivity of PSIA-E/AASI to the special needs of the membership is the aggressive program implemented several years ago for our senior members. At that time the Board of Directors put in place a number of outstanding considerations for senior members, including educational programs specifically geared to the needs of this population, a lower dues rate, a lengthened period of time for the required re-up of educational credits, and, eventually, automatic life membership after a specified period of years. All of these outstanding policies are geared to providing a comfort zone for this population of members, and, hopefully, enabling these members to retain membership in their professional organization for the maximum amount of time during their life. Portions of this program were also embraced by the National PSIA/AASI organization and are now in place.

Now, news of an exciting new initiative—a new PSIA-E/AASI youth club to be called the “15 BELOW” club.

Young people are the generation that is our future! To put it another way, our youth are our treasure. And, as appropriate, we need to mine this treasure for the future of the young person and the future of PSIA-E/AASI.

To this end, the Board of Directors has approved an action plan proposal to create a PSIA-E/AASI youth club. Why? Well, to quote directly from the proposal as approved by the Board of Directors, the mission of this organization is: “To instill and then maintain an interest within the younger generation in snowsports, snowsports teaching, and membership in PSIA-E/AASI. Its purpose is to be a unique PSIA-E/AASI ‘club for kids’.”

The primary objective of the program is: “By creating excitement about snowsports, our profession, and our association, members will go on to become active PSIA-E/AASI members.”

The Board appointed a task force to determine the details of creating and implementing the youth club. Their work was reported to the Board at its October meeting and has been approved to go. The approved name of the club is the “15 BELOW” club.

So, the stage is set for this exciting new initiative for PSIA-E/AASI. After pioneering the 16-23 year-old student dues discount, and the aggressive senior programs, we’re on the verge of a wonderful new opportunity to provide literally thousands of our young people with a meaningful program and meaningful direction at an impressionable time in their lives.

It’s a great challenge for PSIA-E/AASI, and it will be unbelievably successful with the help of all members. This is your opportunity to help the most important young people in your life to experience what is so special about two of the most important things in your life: snowsports and PSIA-E/AASI.

Begin to plan now for where you will “mine your treasure”. Begin to plan now for just whom you will sponsor for this great new membership. It may be your own child, a grandchild, a stepchild, a niece or nephew, or it may be a young person outside your family that you care enough about to give him/her this opportunity. Consider the many possibilities for a child who could benefit greatly by the challenge and direction this program will provide to his/her development.

We will ask that the sponsor and the youth member complete a form for membership. Beyond that, and, perhaps most importantly, we will ask that the sponsor act as a mentor to the sponsored youth throughout his/her experience as a member of the PSIA-E/AASI youth club. This is a very important part of the pro-

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Bill Hetrick, Editor

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## General Information

Submission of articles, photos or other items for publication is invited. Computer generated documents MUST be in IBM-compatible format, and accompanied by hard copy. Send all materials directly to: Bill Hetrick, Editor

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

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gram since the sponsor will provide answers to questions, and will provide the guidance and direction needed to develop in a positive manner. The sponsor will assist in relating the program positively to the local snowsports school and area, through whose support the potential of the program is unlimited - not only on a divisional and regional basis, but also at the local level. It should be exciting for both the sponsor and the club member alike!

The program will officially begin January 1, 2004. More details are outlined in the cover story of this issue, including details of how to become a member, the exciting benefits that will apply in this first year, and the policies that will apply.

Upcoming issues of the SnowPro will have additional information, and the list of future benefits can only grow as membership in "15 BELOW" grows. For now, pick up the challenge, and help to get this program off to a resounding success. This is your chance to really become involved in building the future of PSIA-E/AASI with great young people who will become knowledgeable about what we do and how we do it; and, who will find exciting new challenges and direction in their life. Plan now to get involved. ♦♦

## It's official, continued from page 1

### Region 7 to include all states south of Pennsylvania and New Jersey

The newly designated PSIA-E/AASI Region 7 (formerly referred to as 4S) includes Delaware, Maryland, Virginia, West Virginia, North and South Carolina, Georgia, Florida, and Washington, D.C.

As a member, you are normally designated to a region by your home address; however, you may choose designation of your home region based on where you teach. Simply communicate your preference to the division office if this is an issue for you.

The new region will divide the former Region 4 in half in terms of the number of members, and will include all members south of Pennsylvania and New Jersey. Region 4 will now encompass PA and NJ. Each region will currently have approximately 1,700 members.

Beginning in January 2004, Region 7 members will elect regional representatives and committee members for three (3) year terms. This process will increase the elected representation of the region to two people. Any interested members who wish to be candidates to serve as the new Region 7 Director, Region 7 Representative (both Board seats), Region 7 representative on the Snowsports School Management Committee or Region 7 representative on the Alpine Education & Certification Committee should review the election rules and procedures and complete a candidacy form (both found on this inside back cover and facing page in this issue of *SnowPro*.) ♦♦

## Thinking about sponsoring a "15 Below" club member?

Thanks for your interest in sponsoring a new member of the "15 Below" club. Your end of the deal is simple but very important. If you can comfortably fulfill the following basic responsibilities, then you've got what it takes to help a young skier or rider enjoy the fun, friendship and personal growth provided through "15 Below" club membership. As a club member sponsor, you are asked to:

1. Provide general guidance, direction and information to the club member as he/she learns about PSIA-E/AASI. Act as a mentor to assure a well-rounded positive orientation to PSIA-E/AASI and its vision, which is to "inspire lifelong passion for snowsports."

2. Be a resource to answer questions about the organization and assist with

training and development opportunities in skiing/riding skills as well as principles of teaching snowsports.

3. Serve as a liaison between the "15 Below" club member and the local PSIA-E/AASI area rep, snowsports school director, and/or other area staff as needed.

4. Contribute ideas and energy to help in developing educational and other activities for "15 Below" club members at the local area.

5. As requested, assist PSIA-E/AASI division and education staff in carrying out programs and activities for the "15 Below" club.

5. Most importantly, share your enthusiasm for PSIA-E/AASI and your passion for snowsports! ♦♦

An application form can be found on page 5



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## EXECUTIVE TRACKS

Michael J. Mendrick,  
Executive Director

### administrative update

The division office has been rolling this summer and early autumn with planning and implementation efforts as we approach the 2003-04 winter season. Here are some highlights of recent and ongoing activities & initiatives as we prepare for what we hope is a snowy and successful winter for all our members:

- The initiative to integrate our database with the web-based database at the PSIA national office continues with good progress, thanks to continued efforts by Mike Young and his staff at PSIA as well as Sue Tamer and Jodi Bedson with our division office. All membership and event registration processing is now done, for the first time ever, through a fully integrated national/divisional database.

- We have some awesome new or renewed marketing initiatives underway, as detailed in Marketing Coordinator Liz Kingston's report featured elsewhere in this issue.

- We have been working to help facilitate the efforts of the Youth Club Task Force throughout the summer and early fall. As a result of the hard work of chairperson Marty Harrison and her group (Alison Clayton, Bill Hetrick, Kim SeEVERS and "Griz" Caudle) the "15 Below" club is a reality (see the cover story of this issue).

- We have been working with our Racing Program Coordinator Charlie Knopp and ETS member Brian Smith to establish a renewed partnership with Reliable Racing, the exciting results of which are detailed in the "Zipper Line" section of this issue.

- This summer also marked the debut of our new multi-discipline, four-color membership brochure. The brochure has been well received, and more than half of the 5,000 copies have been distributed to member schools and other outlets. We plan to conduct an Eastern-specific photo shoot this season and reprint the brochure next summer with new photography.

- With great support from our office staff (in particular, Melissa Skinner and Jan Pryor), we were able to complete and post

our 2003-04 Event Schedule on the division web site by August 30.

- One of our biggest annual issues of SnowPro, the 40-page early fall edition, was completed and sent to members on September 12. As usual, a big "thank you" is due to our SnowPro editor, Bill Hetrick, for

pulling together the myriad of materials that goes into each issue.

- We are working with Mickey Stone on the web based Nordic study guide approved at the June 2003 meeting, and hope to have materials posted in November.

- We are working to support the revision efforts of the Scholarship Review Task Force, chaired by Peter Lucatuorto. A newly formatted scholarship application form will be available for download from the division web site by November 1.

- Last and nowhere near least, we have been working closely with President Bill Beerman and Vice President Bob Shostek as they lead the efforts of the Board of Directors and Umbrella Steering Committee in moving forward member initiatives such as the new youth club and Region 7. These two volunteer leaders put in a ton of hours on your behalf; I can assure you!

Thanks to the Board, Committee Chairs, Discipline Coordinators and Office Staff for their continued efforts and support as we prepare for this season. As always, your comments, insight and ideas are welcome at [mmendrick@psia-e.org](mailto:mmendrick@psia-e.org). ♦♦



**PSIA-E/AASI has produced a new four-color, all-discipline membership recruitment brochure that is being distributed to prospective members at snowsports schools throughout the eastern division.**

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Director of Education & Programs

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Bill Beerman

#### Immediate Past President

Bill Hetrick

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Representative - Bob Shostek

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AASI Advisor

Rob Bevier

Race Programs Coordinator

Charlie Knopp

Area Rep Program Coordinator

Joan Heaton



# "15 Below" Club Member Application



Member applicants & sponsors - please read & complete all sections.

Hey gang, here's all you have to do to join the "coolest" club on the hill!

- Pay \$15 club dues (hey, that's only one CD!).
- Be at least 10 years of age and less than 16 years of age at the time of application.
- Be sponsored by a current member of PSIA-E/AASI (sponsors - see below).
- Be ready to meet new friends, learn new stuff and have great fun with snowsports!

That's it—nothing to it! So get your sponsor and sign up!

CLUB MEMBER NAME: \_\_\_\_\_ Date of Birth \_\_\_\_\_ Male / Female  
Circle one

ADDRESS: \_\_\_\_\_  
Street/Box  
\_\_\_\_\_  
City State Zip

HOME PHONE: ( ) \_\_\_\_\_ E-MAIL (optional) \_\_\_\_\_

PAYING \$15 ANNUAL MEMBERSHIP BY CHECK  CHECK #: \_\_\_\_\_ APPLICATION DATE: \_\_\_\_\_

OR please charge \$15 to: MasterCard  or Visa  Exp. Date: \_\_\_\_\_

□ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □

Cardholder Signature \_\_\_\_\_

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

### "15 Below" Club Member Sponsor Responsibilities

1. Provide general guidance, direction and information to the club member as he/she learns about PSIA-E/AASI. Act as a mentor to assure a well-rounded positive orientation to PSIA-E/AASI and its vision, which is to "inspire lifelong passion for snowsports."
2. Be a resource to answer questions about the organization and assist with training and development opportunities in skiing/riding skills as well as principles of teaching snowsports.
3. Serve as a liaison between the "15 Below" club member and the local PSIA-E/AASI Area Rep, snowsports school director, and/or other area staff as needed.
4. Contribute ideas and energy to help in developing educational and other activities for "15 Below" club members at the local area.
5. As requested, assist PSIA-E/AASI division and education staff in carrying out programs and activities for the "15 Below" club.
6. Most importantly, share your enthusiasm for PSIA-E/AASI and your passion for snowsports!

I am a current member of PSIA-E/AASI and agree to fulfill the above stated responsibilities in sponsoring this individual as a member of the "15 Below" club:

Sponsor Name: \_\_\_\_\_ PSIA/AASI Member#: \_\_\_\_\_

Sponsor Signature: \_\_\_\_\_

Note: While the "15 Below" club operates under the umbrella of PSIA-E, club membership is separate from PSIA-E/AASI membership.



## THE ZIPPER LINE

straight talk from the association

# Early Admissions Portfolio Requirements

By Kim Seevers, Director of Education & Programs

At their June meeting, the PSIA-Eastern Board of Directors approved a pilot program which allows exceptional Alpine members and non members to accelerate the certification process without the required waiting period. This pathway, called Early Admissions, is for individuals who are or have been a national team athlete, high level coach, NCAA athlete or coach, certified pro from a foreign country, or an exceptionally strong skier and teacher with years of experience who, for whatever reason, never joined PSIA. While there are no set parameters as to who is eligible for application, all candidates are required to submit a portfolio documenting his/her skiing, racing, teaching, and coaching experience. Each candidate is also asked to submit two letters of recommendation. If you feel you have the experience and credentials to pass through the certification levels in one season, you are invited to take advantage of the Early Admissions program and submit a portfolio. A candidate is invited to pass through all three levels of certification in one season, or to try as many as he or she would like the first year and to complete the program in the second.

In order to qualify for the Early Admissions Program, you must submit the following to the PSIA-Eastern office with your application:

- A \$50 non-refundable fee: Required with the application to cover the added administrative expenses of tracking Early Admissions individuals through the season and getting them into exams in a timely fashion.
- One letter of recommendation from the applicant's Ski School Director
- One additional letter of recommendation documenting the applicant's exceptional skiing skill, teaching and coaching ability, and training.
- One cover letter detailing why the applicant believes he or she qualifies for the Early Admissions program

- One skiing resume
- One completed application for the candidate's first Early Admissions event

All of the items listed above must accompany the candidate's first application. The application and complete portfolio must be received prior to the first event deadline. Any Early Admissions application received without a completed portfolio will not be accepted.

Upon receipt of the candidate's portfolio and application, the member will receive a confirmation card with an Early Admission number. This number must be present on all applications for Early Admission events. This number will help the office to track individuals in the program.

- A member can try to go as far as he/she can (or wants to) in one year. Individuals will have to attend every event required of any other certification candidate, including all prerequisites.
- If at any point along the way a candidate is unsuccessful at an exam, the Early Admission program ends for that season at the last certification level they successfully attained. If the candidate successfully attained Part 1 of an exam, (s)he also retains that part for that season and the following two (the same policy as for all other exam candidates).
- An Early Admission candidate who had been unsuccessful at an exam the previous season may reapply for the program the following year (\$50 non-refundable application fee required again) if (s)he did not get as far as desired the first season. After two unsuccessful exam attempts (at any level), the applicant must enter the traditional certification pathway and their Early Admissions bid has ended. ♦♦

## New marketing & promotional efforts underway

By Liz Kingston, PSIA-E/AASI Marketing Coordinator

We are happy to report that a number of new and renewed marketing programs are underway to help promote our membership and message to the industry. Here are some highlights:

This spring we launched a **new e-mail campaign to marketing contacts at divisional resorts** reminding them that our logos are available for use on materials related to their Learning Centers. Sixteen resorts responded

to ask for updated versions of our logo for use on their promotional materials. **Here's a great opportunity for you to receive more representation at your home mtn** – check out your Learning Center materials to see if the PSIA and AASI logos are included; if they are not please ask your marketing representatives to contact Liz Kingston at [LKingston@psia-e.org](mailto:LKingston@psia-e.org) for a copy of our logos.

Michael Mendrick and our discipline coordinators (Kim Seevers, Rob Bevier, Gwen Allard, Mickey Stone, Alison Clayton and Charlie Knopp) worked hard to compile and design a **new divisional brochure** aimed toward the general public for informational and recruitment purposes. We printed 5,000 of the four-color piece and have distributed it at various industry shows. The new PSIA-E/AASI brochure has also been distributed to seven divisional resorts for distribution at consumer shows via their tradeshow booth, and for distribution to their employees and resort guests. A PDF version of the new brochure will soon be posted on the PSIA-E website for your viewing pleasure. We also updated the pocket folder which is used for new member packets so that it mirrored the new brochure. The new member packets will also be updated with an insert alerting all new members to industry initiatives that are supported by PSIA, PSIA-E and AASI.

This fall PSIA-E / AASI staff participated in the **NSAA Northeast Winter Sports Summit, Ski Areas of New York (SANY), Eastern Ski Writers fall conference, and the Great New York State Snow and Travel Expo**. Kim Seevers, Ray Allard, Alan Sadler, Michael Mendrick and Liz Kingston participated as guest speakers and (or) company representatives at our divisional booth at these events. We also plan to attend the 40<sup>th</sup> anniversary of the Eastern Ski Writers Association at their December meeting which will be hosted at Killington.

In August we held our **second annual Sponsor Appreciation Day** at Killington Mountain Resort and Golf Course which was attended by 12 sponsor and industry representatives from the following companies: Burton, Dynastar, Killington Mountain Resort, Mount Snow, Nordica, and OVO Helmets. We received a great deal of beneficial feedback from our sponsors in regards to our sponsorship packages and new initiatives. As was expected the news of our "15 Below" kids club was received with great enthusiasm as this is definitely a market that our sponsors would like to connect with.

Our **divisional sponsorship packages were recently revised** in an effort to attract more sponsors to our divisional events. This season we have confirmed event sponsorships with Beyond X, Black Diamond, Dolomite / Elan, Dynastar, Fischer, Garmont, Green Mountain Orthotic Lab, K2, Nordica, OVO Helmets, Rossignol, SnowGlory, and Tecnica / Volkl. We are still working to finalize sponsorship

agreements with several other companies. If you have a company that you would like to see represented at a PSIA-E/AASI event, please have their representative contact Liz directly.

Be sure to **pick up your complimentary hospitality tote bag** at the following events: Snowsports Management Seminar, Nordic and AASI ITC's, Snow Pro Jam, Children's Academy, Eastern Academy, Huck Fest, and Spring Rally. The "goody" bags were made possible by Tecnica / Volkl, Killington Perfect Turn, Mount Snow, Snowglory, OVO Helmets and Green Mountain Orthotics as logo sponsors along with product donations by Heatmax, Dermatone, Stuntwax, Red Bull, Earbags and Clif Bar. Make sure to thank our sponsors for this new benefit!

Our **divisional website is in a state of continuous change as we work to keep it updated** with information on new programs and initiatives within PSIA-E. One of our next projects is to add a sponsor page to our divisional website, which will display the sponsors logos and provide hyperlinks to their websites. Check this page regularly for updates on participating sponsors for our divisional events.

Nordic Coordinator Mickey Stone and Liz Kingston recently **confirmed sponsor support of our Nordic program** from Garmont, K2 and Black Diamond for the upcoming season. Many of you participated in a "Learn to Tele" clinic during the Snow Pro Jam last year. We will be holding that clinic again this year with a full range of demo equipment supplied by Garmont, K2 and Black Diamond. This clinic will be held during the Snow Pro Jam on Wednesday, Dec 10<sup>th</sup>.

**Reliable Racing is back on board as the official Race Program sponsor** for PSIA-E. Charlie Knopp, Brian Smith, Kim Seevers and Michael Mendrick worked with John Jacobs of Reliable Racing to secure an impressive partnership between this important industry leader and PSIA-E's Race Program. Look for further details in the "Zipper Line" section of this issue.

**Avalanche is once again offering an impressive array of customized clothing to PSIA-E/AASI members**, embroidered with the AASI or PSIA-E logos. This year, Avalanche will be taking on the customer service and shipment responsibilities and work with our members directly, rather than shipping the items through the office. The available items were listed in the Spring/Summer 2003 version of your Snow Pro. If you missed this year's opportunity, keep your eyes open for next year's selection of clothing in the Spring/Summer 2004 issue!

In an effort to promote increased safety on the hill, OVO Helmets is introducing a new program to coincide with the Lids on Kids and Heads Up NSAA Initiatives. **OVO Helmets will be holding Helmet Education Days** at resorts across the country allowing anyone with a lift ticket to demo a free helmet for that day, with a "try before you buy" focus. Look

for more information on this in this issue of the Snow Pro, or check out their website at [www.ovousa.com](http://www.ovousa.com).

As you can see, there is nothing "off season" about the summer and fall when it comes to marketing and promotion. Please give a big "thanks" to our sponsors as you see them this season; it is their commitment to PSIA-E and AASI that is making many of these new ideas and programs possible! ♦♦

## The Plus 1 Showcase: It's Our Future!

*By Kim Seevers, Director of Education and Programs*

If you look closely at the schedule listed in this newsletter, you'll see a new event listed under the Premier Events heading; the Plus 1 Showcase at Hunter Mountain. It was dropped in there quietly, but will take place March 10th and 11th with what we hope is a great deal of fanfare from PSIA-E/AASI and several partners in the snowsports industry; manufacturers, NSAA, PSIA/AASI national, and SIA. What is the Plus 1 Showcase and what does Plus 1 mean anyway? We'll start with what Plus 1 refers to. Remember the NSAA Growth Initiative and Michael Berry's Blueprint for Growth? The initiative has generated support for growth in our industry by focusing on increasing trial and conversion rates over the next 15 or so years.

At a national level, the Model for Growth imparts increasing the number of beginners entering the sport by 6 percent each year, combined with the goal of increasing the number of beginners converted into core skiers (currently estimated to hover around 15 percent) by 1 percent each year to 25 percent in 2015. Michael Berry has toured our division extensively the past two years talking about conversion and the important part that snowsports schools play in creating lifetime skiers and riders. Instructors are the frontline; we are the resort employee who spends the most significant amount of time with the guest. We can create adventure, successful learning, and fun on the mountain.

The Blueprint for Growth encourages the industry to get more involved with snowsports schools; to find out what they're doing; to make a connection and to listen to us...and that's what the Plus 1 Showcase is all about. The Showcase is an on-snow opportunity for manufacturers, instructors, rental shop operators, and retailers to get together and share the

"latest and greatest" in meeting the needs of the beginning skier. How do we teach them, how do we keep rental equipment in the best shape possible for them, what kind of learn-to aids are out there for children and how do we use these aids? Most importantly, how do we as teachers convert that all important 1 percent more per season that will help grow the industry? How do we pitch in and do our part?

Instructors are often the front line for equipment sales as our students ask us for help in purchasing their first equipment. But many pros don't know the development end of ski or board lines very well. Sure, they can talk knowledgeably about high-end equipment and that's where they head when the demo vans come town, but when the rubber meets the road and they need to help out a guest who's been on snow three, four, or five times, many pros are in serious trouble. That's what the Showcase is all about.

Each company represented will feature their new learn-to equipment; and will provide a test card for each board or pair of skis you take out. You'll be free to take out a variety of learning products to compare their performance characteristics and find out what the reps think about them. We'll be giving the manufacturers specific feedback that they want on their new products and at the same time, we'll be getting information to share with our beginner guests when they are ready to buy. Members of the ACE staff will be available to demonstrate appropriate use of the various help products for children. You'll be able to show parents how to work with their children using these products.

If you teach a lot of beginners and are looking for a special event to attend this season, look no further. The Plus 1 Showcase is an incredible opportunity to broaden your knowledge of the equipment and concepts of teaching beginners. Renew your commitment to conversion this season by checking out the Plus 1 Showcase. You won't be sorry. It's our future!

There are four events scheduled during the Plus 1 Showcase at Hunter Mountain, NY on March 10th-11th:

Alpine Plus 1 Showcase

AASI Plus 1 Showcase

Teaching Beginner Specialist Accreditation:

Assessing Beginner's Movement

Children's Specialist Accreditation: Childhood Development: Physical ♦♦

*continued next page*

## “ Reliable Racing Supply” Race Series

### Roffe and Lewis Headline as Guest Coaches!

By Kim Seevers, Director of Education & Programs

What? A new name for the race series? Participants in 2003-2004 Race Series events will be the recipients of the generosity of Reliable Racing as our programs take on a whole new feel with their support. We are thrilled to have Reliable on board as sponsor of the race program as many programs this year will feature new equipment and timing gear as a result of this partnership. Reliable representative John Jacobs shared the company's passion for the development of solid skiing movements by working on fundamental race skills and drills. PSIA-E will work to support this philosophy by bringing in many top-notch coaches that make the race series events THE place to be this season for your reup! All guest coaches will be supported by the many talented Eastern Examiners who double as race coaches at their home areas.

### Diann Roffe and Doug Lewis to join PSIA-E as Guest Coaches!

We are so excited to announce that Diann Roffe and Doug Lewis will be joining our program as coaches. These names are familiar to skiers everywhere as both own World Championship medals and were members of the U.S. Olympic Team. Diann is one of the best Alpine skiers the United States has ever produced. She represented our country for 12 years, becoming the first American woman to win gold at the World Alpine Ski Championships in 1985 in Giant Slalom. Diann won a silver medal in Giant Slalom at the 1992 Olympics in Albertville, France and a gold medal in Super-G at the 1994 Olympics in Lillehammer, Norway. She is director of the newly established Roffe Training Center at Ski Roundtop, PA. Diann will be the featured coach at Seven Springs (1/5-6), Jack Frost (1/8-9), and Bristol (2/2-4).

Doug Lewis is another of the U.S. elite skier racers and represented the United States as a member of two Olympic teams in 1984 and 1988. He won a World Championship bronze medal in 1985 and twice won the U.S. National Downhill Championship, winning in 1986 and again in 1987. Doug has remained active in ski racing, competing in the Legends and Pro circuits and at celebrity events, and was the 1994 King of the Mountain Downhill Champion. Doug is the Director of ELITEAM Conditioning Camps. Most recently, he took over as co-director of the Sugarbush Ski and Snowboard School. Doug will be the featured coach at Bromley (1/29-30) and Killington (2/25-26).

Think about it...that's five, count 'em, FIVE opportunities to ski with an Olympic or World Championship medalist. And if you can't make any of those programs, check out what we have to offer at these other locales:

Race Week will be held at Hunter Mountain on December 15th - 19th. We will hold a five-day, a three-day (12/15-17) and a two-day (12/18-19) program. The visiting guest coach this year will be Michael Rogan, an eight year member of the PSIA National Alpine Demonstration Team. Michael is from California's Heavenly Valley Resort and is also the ski school director at Chili's Hotel Portillo each summer. Dave Gregory

is in his second year as a guest coach for Race Week. Dave is the head coach of the Mount Washington Valley Ski Academy and director of Peak Performance Camps and is a former Head Coach of the Dartmouth Women's Ski Team. Michael and Dave will be available for the three-day camp. National Demo Team member and technician extraordinaire Terry Barbour will join us for the two-day camp. Terry is the director of the ski school at Vermont's Mad River Glen and is also an Eastern Examiner. He has been on the Demo Team for eight years. Guest coaches will present indoor sessions on World Cup racing technique, contemporary skiing and movement analysis. They will also be on snow with participants providing movement analysis and coaching.

Michael Rogan will return to the East coast for his second Eastern tour starting with the Bristol clinic on February 2-4. Imagine the team of Diann Roffe and Michael Rogan and additional eastern staff members and there shouldn't be any reason you don't already have your application in the mail! Michael will be available for both the Bristol and Gore (2/5-6) race events.

The incomparable Shawn Smith will team up with Dave Gregory to coach the Attitash race clinic (2/9-10). Shawn Smith is well known to most PSIA members as the head coach of the PSIA National Alpine Demonstration Team. He is also a member of the U.S. Ski Coaches Education Committee. Shawn is the Director of Ski and Snowboarding Education, Rental, and Retail at Steven's Pass in Washington.

Please see the Alpine event schedule on the PSIA-E website for a complete listing of Race Series events with dates and locations. Also watch out for updates on guest coaches for each Race Series event.

The Race Series is open to all alpine skiers, racers and coaches regardless of experience. Participants should be able to ski parallel on advanced blue terrain and must be at least 18 years of age. You will be placed in a group with other skiers of your own ability. Running gates is an excellent way to develop the fundamental skills necessary to turn

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on demand with the type of turn YOU want to make. The examiners, guest coaches and speakers are there for you! They want to get you the latest on racing technique and improving your personal skiing, and of course, going faster! They will provide you with up-to-date information on skiing fitness and stance and alignment. Demo vans will be available at selected events with the latest and greatest in new equipment to help you go fast.

So what are you waiting for? An Olympic champion! A U.S. National Champion and World Championship medalist! U.S. National Alpine Demo Team members! Great new equipment and timing from Reliable Racing! It just doesn't get any bigger and better than this! Get that application filled out soon and take advantage of the great coaching available this year. ♦♦

## Reliable Racing Supply to sponsor PSIA-E/AASI race program

Reliable Racing Supply, founded by former Olympian and PSIA examiner Tom Jacobs, is happy to announce their partnership with PSIA-E as sponsor of this season's Race Clinics. RRS is providing more than \$2,000.00 in racing equipment and tools for use at race programs this year.

"Charlie Knopp, the PSIA-E/AASI Racing Program Coordinator, along with Brian Smith, PSIA-Eastern Examiner and a member of the PSIA-E Eastern Demo Team, were instrumental in negotiating the renewed partnership between our organization and Reliable Racing," said PSIA-E/AASI Executive Director Michael Mendrick. "It's their dedication to improving our programs along with the marketing can-do attitude of John Jacobs at Reliable that made this happen."

"Our company is passionate about promoting the concept of running gates as a way to make better skiers & riders at all levels," said John Jacobs, RRS Vice President. "We think that this is a perfect fit!"

RRS has been present in skiing since 1965 as a supplier of quality race gear and supplies to enthusiasts, ski areas and event organizers. RRS, known as the "LL Bean" of ski racing, publishes a variety of catalogs, including a [Wintersports Catalog](#) for skiing & riding enthusiasts and a [Hill & Event Supply Catalog](#) for ski area operators and event organizers. RRS has been a pioneer in the ski industry with landmark products such as Break-A-Way slalom poles.

In 1992, they were one of the original importers of wintersports helmets with the Jofa brand, and helped drive the industry's awareness of the benefits of wearing a helmet while skiing and riding. Currently, RRS is the importer and distributor of several unique and proprietary brands, including TAG Heuer timing systems, Acerbis Helmets and Body Protection, Jofa Helmets, Visu nordic skis, and Brynje of Norway Thermo Fishnet underwear.

PSIA members receive a 10% discount in Reliable's [Wintersports Catalog](#). In addition, pro forms are available to PSIA members for Acerbis helmets and body protection gear. For more information on discounts and pro forms, contact them by E-mail at [info@reliableracing.com](mailto:info@reliableracing.com). RRS' entire collection can be found on their website: [www.reliableracing.com](http://www.reliableracing.com). ♦♦

## F.Y.I.

### Park & Pipe, Freeride Notes

There are a number of **Park & Pipe** clinics scheduled this season as well as the new **Freeride Accreditation** program courses. Appropriate equipment for skiers in any of these courses is a pair of twin tip skis or skiboards. Alpine participants in the Massanutten Park & Pipe program will be required *by the mountain* to be on twin tip skis or ski boards to go in the terrain park. If you do not own this type of equipment and are signing up for a Park & Pipe course or Freeride Accreditation, please go to your nearest demo center and grab a pair of twin tips prior to coming to the clinic. Don't count on doing this the morning of the event! We will try to have demo vans available for participants at all events, but can not guarantee equipment for all participants. ♦♦

## The Tao of Skiing

by Peter Howard

PSIA-E Chair, Alpine Education  
and Certification Committee

Match the "Cues to good skiing" to the "Cues for good living":

### Cues to good skiing:

1. Have a strong center and a firm middle.
2. Hold on when you must, and let go before it's too late.
3. Accomplish what's necessary, with minimum fuss and commotion.
4. Know the consequences of your actions.
5. Pick tactics that play to your strengths.
6. Look to the future to open your present.
7. Dress for the occasion.

### Cues for good living:

- a. Go to the wall for true convictions, but set yourself free from the petty and the past before you hurt others or yourself.
- b. Accept responsibility.
- c. The impression is complete from the head to the feet.
- d. Life is like a wheel; the social, emotional, spiritual, intellectual, family and physical aspects of our life are like the spokes. When all the spokes are strong, the wheel rolls well.
- e. Know your limitations.
- f. Lasting style is generally understated, efficient, and, therefore, elegant and desirable.
- g. Some wonder what next, some wonder what now, some wonder what happened.

Is it coincidence that the cues to good skiing and good living are related?

Is skiing a vehicle that gives a license to teach life skills?

Does skiing give you the ride of your life?

As teachers in a youth-oriented pastime, perhaps one of our more noble purposes could be to point out the signs of life along the trail.

Answer key: 1=d, 2=a, 3=f, 4=b, 5=e, 6=g, 7=c.

So, this is just for fun – and, to provoke a little thought!  
Cheers! ♦♦

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# PSIA-E Area Reps In SKI's Top 100

by Joan Heaton  
PSIA-E Area Representative Coordinator

SKI Magazine's panel of judges, once again, made their selection of the best 100 instructors in North America. This selection was made from a vast pool of ski instructors who were nominated by their home resorts, their ski school directors, their peers, and their clients. Being named in SKI's Top 100 Ski Instructors List is a high honor, indeed. We must note that four of the 32 instructors chosen from the east are representatives in our PSIA-E Area Representative Program. They are:

- Peter Howard - Sugarloaf, ME
- Ross Boisvert - McIntyre, NH
- David Welsh - Ski Sundown, CT
- Sue Kramer - Bromley, VT

Snowsports schools from around the country submit the names of a top female, top male, and top children's instructor to the SKI Magazine "pool". Based on certification achievement, years of service, regard of peers, and record of success with clients, SKI's panel of five judges made their selections.

In all, instructors from 21 areas in the Eastern Division are on the SKI Magazine 100 List. Congratulations to all!!

Linda Highhouse	Elk Mountain, PA
Chuck Smith	Gore Mountain, NY
Catherine Cleveland	Holiday Valley, NY
Jim Webb	Holiday Valley, NY
Colleen Cohen	Hunter Mt., NY
Karen Haringa*	Peek'n Peak, NY
Denise Neckers	Peek'n Peak, NY
John Grabowski*	Seven Springs, PA
Jace Pasquale	Seven Springs, PA
Sheryl Singleton	Snowshoe, WV
Sepp Eigenmann	Whiteface, NY
Connie Hickey*	Whiteface, NY
Christine Irwin	Whiteface, NY
Fred Costello	Bolton Valley, VT
Sue Kramer	Bromley, VT
Maggie Doughty*	Cannon, NH
Edith Root	Jiminy Peak, MA
Brad Poppleton	Killington, VT
Ross Boisvert	McIntyre Mt., NH
Chris Shea	Mount Snow, VT
Bill Austin	Okemo, VT
Judi Dixon*	Ski Sundown, CT
Kathy Hartman	Ski Sundown, CT
David Welsh	Ski Sundown, CT
Lynn Gorski	Stowe, VT
Laurie Meharg*	Stowe, VT
Toni Egger*	Stratton, VT
Bobbie Schwartz	Stratton, VT
Peter Howard	Sugarloaf, ME
Shannon Sperry	Sugarloaf, ME
Al Sadler*	Sunday River, ME
Troy Walsh	Sunday River, ME

\*Specialty in teaching children

It should be noted that this is the second year that David Welsh, from Ski Sundown CT, has been selected for Ski Magazine's Top 100 List. Ross Boisvert, from McIntyre Mt. NH, who received Honorable Mention last year, has been selected this year as one of the Top 100 Instructors. Go Reps!

Does your area have a PSIA-E Area Representative? If not, why not? Your school is missing out on a great PSIA-E communication network. To get more information, contact Joan Heaton at (jheaton@nac.net). ♦♦

## F.Y.I.

### Task forces on 14-15 Year-Old Members, Organizational Plan appointed by President Bill Beerman

President Beerman recently appointed the following groups to work on a couple of key issues for the organization.

Ron Kubicki of Holiday Valley, N.Y. will chair the Task Force on 14-15 Year-Old Membership. Serving with Ron will be Ross Boisvert, Einar Aas, Bob Shostek, Rich Weiss, John Cossaboom and Kim Seevers as staff liaison. The group will investigate the potential benefits or burdens of accepting fourteen and fifteen-year-olds as full members of PSIA-E/AASI. Currently, an individual needs to be sixteen years old to become a member. The task force will report its findings to the BOD at the June, 2004 meeting.

PSIA-E/AASI Immediate Past President Bill Hetrick will chair the Organization Plan Task Force. Serving with Bill will be Mickey Sullivan, Marty Harrison and Ray Allard. Michael Mendrick, Kim Seevers and Liz Kingston will lend staff support. The charge of this group is to review the current strategic plan (last updated in October of 2001) and will develop a proposed organizational plan for presentation to the Executive Committee and Board of Directors in the spring of 2004. ♦♦

## F.Y.I.

### New Stance and Alignment Clinics Offered

Have you ever been cruising along only to look down just in time to see your right ski tracking off to the side? Does one of your skis continuously feel like it wants to cross over the other one? Do you have trouble getting that new inside ski the heck out of the way when you're starting a new turn? Have you ever wondered if it's you or if it's your equipment? The new alpine Stance & Alignment clinic is just the ticket for helping you find out if your equipment set-up is contributing to your problems. This may be the case if you haven't spent much time thinking about your "skier system", that is, the link between you and your skis. Lead by the incomparable Greg Hoffman of Green Mountain Orthotics, participants will explore the skier system through a variety of hands-on experiences both indoors and on-snow. Please DO bring your own equipment and be prepared to ski!

Two Stance & Alignment courses will be offered for the 2003-2004 season. Both are at Pico. The first is February 9th - 10th and the second is March 1st - 2nd. It's high time you figured out if it's you or your equipment and the Stance & Alignment course is just the place to do it. Join Greg for a great new course. ♦♦

This is the fourth article in the series, "What is Happening in Our Terrain Parks?", under the leadership of Joan Heaton, PSIA-E Area Rep. Coordinator. Articles #1 and #2 appeared in the Winter 2003 SnowPro on pages 10-12. Article #3 appeared in the Early Fall 2003 SnowPro on page 8.

# Flight School 101 for Moms...

An Introduction to a Ride in a  
Mini Terrain Park

by Patty Harrington

Snow Sports School Instructor  
PSIA-E Area Representative  
Yawgoo Valley Ski Area and  
Sports Park

Edited by: Joan Heaton, PSIA-E  
Area Representative Coordinator

As a ski teacher, I always look forward to Sunday mornings in the winter because that is when the women's seasonal program meets at Attitash Bear Peak, in Bartlett, NH. The program draws women of all ages and skill levels, many of whom have children in our seasonal programs. The program is scheduled for three hours every Sunday morning, begins in early January, and runs through mid-March. It allows for nearly a full season for the women to experience the mountain and its multitude of varying terrain and snow conditions.

At the beginning of the season, we discuss the goals for the individuals in the group and the activities planned. Many of the goals are common to all in the group. Everyone wants to ski better to keep up with their families, some want to ski steeper terrain and feel in control, and, a few want to learn to ski bumps; but, no one ever says they want to take a ride in the terrain park. So, I ask, "What about the terrain park and the half pipe - would anyone want to try that this season?" "Hah! Are you kidding? That's for our kids, not us mothers and grandmothers; besides, we're afraid to get air", is the usual reply. So, the subject is dropped within the group, and I store the whole conversation in my memory bank, stored under the keyword "afraid". I now have my "secret" goal for the group this season. We will work on overcoming our fears by building confidence in everyone's skiing skills, and by incorporating an attitude adjustment in their skiing. After all, a ride in a mini terrain park would be fun and would be quite an accomplishment for everyone.

I began my plan by giving a synopsis of the four skiing skills, along with an explanation that if we improve our skiing skills we will gain

the confidence in our abilities to be able to ski better and feel comfortable on any terrain we wish to ski. Sold! They bought into that theory. I made my assessment of the group. The goals were set. Now it is time for the activities.

In the early part of the season, getting our ski legs back underneath of us is key. As we begin, balancing movements are the main focus. Rotary movements, edging, and pressure control movements are added into the skill development along the way. In order to keep everyone in their "comfort zone", all movements are first introduced on the flat, and then taken to a slight incline. Once everyone is comfortable with their performance, then we search for steeper terrain to stretch our skills.

Throughout the season we took many chairlift rides over the terrain park and half pipe. The ladies saw their children in the parks and shouted out, "Yahoo!" "Good jump!" or "Nice air!" to them. On this particular day, I observed the ladies chit chatting at the top of the hill about how the kids love the terrain parks and half pipes, and of their dreams to go bigger and bigger. This was my opportunity to clear my voice and ask, "What skills do you think those skiers are using in the park?" Silence came over the group, eyes began to wander. I began with a "Hmmm, what skills have we been working on this season?" Then I heard, "Balance!" "Rotary!" "Edging!" "Pressure!" from around the group. "Yeah, that's right, good going girls," I said. "And, some day you too may have dreams of going big." They responded with shrill laughs and giggles. I responded with "Believe!" My "check for understanding" revealed that I was well on the way to achieving my "secret" goal; the group recognized the use of the same skills and movements in the terrain park that they had been working on with me. Now, it was up to me to guide the group to apply those skills to some small, natural terrain challenges around the mountain, and then take them into The Family Fun Zone - the mini terrain park at Attitash Bear Peak!

Each Sunday before we loaded the lift, the ladies always asked, "What's up for the morning?" On this particular morning I replied, "We are going to Flight School 101 for Moms today." The response was varied. Some were silent, some laughed nervously, and one asked, "Flight School 101, what's that?" I answered by explaining that it is a place where we can put our learned skills to use over a variety of terrain challenges. And, today is the day to go to Flight School. We will review some skills needed that will allow us to ski "over" these terrain challenges, instead of around them. Normally, this group prefers to ski the groomed trails.

Before we took our warm-up run - which is always for thanks and praise to the snow gods, snow makers, and snow groomers - I reviewed the following exercise lines that would help us

prepare for flight school and maneuvering the small terrain features in the Family Fun Zone:

- Flex and extend, making sure that the movement comes from the ankles and hips, staying centered over the feet. The legs will get short and long. This is done in place, while moving forward in a straight run on a slight incline, then on steeper terrain while making turns.

- Exaggerate the flexion and extension, keeping the skis in contact with the snow at all times. Follow the same routine as above for practicing the movement.

- Exaggerate the flexion and extension, this time allowing the skis to come off the snow (Leapers). Follow the same routine as above for practicing the movement.

- Practice the above exercise lines on groomed terrain, and then search out some small terrain changes on trails where you feel comfortable.

- On the approach to small bumps, allow the legs to be pushed up as you reach the crest, and, as you move to the other side, allow the legs to become long. Be sure to keep the skis in contact with the snow all the time - Ski-snow contact!

A quick check with the group assured me that everyone was ready and that all were "OK" with the activities. We were willing and ready to move on to the Family Fun Zone! They were even smiling now. The Family Fun Zone consists of three shallow bumps (rollers) in a row, a mini tabletop, and a spine made of snow. This first time through the park, we would only try the rollers and the spine. Before entering, we reviewed the rules of the Fun Zone and my class rules. I reminded them that safety is always first, and if they are not comfortable with a particular task, they should just not do it.

- Approach the three rollers straight on, staying in contact with the snow, using the flexion and extension movements.

- Approach the spine from the side, skiing back and forth across the spine, maintaining ski-snow contact.

During this first ride through the park, it is obvious that everyone is happy and having fun. It would seem that now is the time to pick up the landing gear and go for the air. I reminded everyone once again that they do not have to do anything they are not comfortable doing. And, all should remember that it is not a speed event, so all should take it slowly!

- Approach the rollers straight on, staying in contact on approach. When you get to the top, give a little spring to your extension. Your skis will come off the ground. As you land, flex and absorb the landing.

- Approach the spine from the side, staying in contact until you reach the crest of the

*continued next page*

spine, and then add the spring to get some air. Your skis will land near the base of the spine. Turn back towards the spine and repeat.

At the bottom of the run, I saw that the smiles were the biggest of the season. It was obvious that they had fun. "Do you want to do it again?" I asked. "You bet!" they all said. "Let's do it, and this time every time you get air you have to shout it out." I said. We were getting "big air" in a little way and having lots of fun.

At the close of the morning, I summarized for the group. By taking movements previously learned on groomed terrain, and then experimenting with those skills on varied terrain, the women became confident in their skills and learned to trust themselves to want to take on the challenges of the small terrain features. Those that thought their skis would never leave the ground are now believers in their skills and themselves. Their smiles said it all. I had reached my "secret" goal, the women were confident, and their attitudes were adjusted. Everyone thought my "Flight School 101 for MOMS" was a great success!◆◆

## *3rd International Congress on Skiing and Science...*

March 28- April 4, 2004

On March 28, 2004, The 3rd International Congress on Skiing and Science will open at the Snowmass Conference Center, located in Snowmass Village, Aspen, CO. The past two congresses have attracted an average of 350 top scientists from 30 countries, all presenting novel research on various aspects of skiing in all disciplines: Alpine, X-C, Jumping. And, this year, for the first time, Snowboarding will be addressed. Congress topics in these disciplines include biomechanics, sports medicine and rehabilitation, fitness testing and training, physiology, psychology, and coaching. The 5-day meeting is being co-chaired by Dr. David Bacharach of St. Cloud and Dr. Riggs Klika of Aspen. The official language of the congress is English, with an abstract book and proceedings provided to every attendee. Accommodations have been reserved at the Wildwood Lodge ([www.wildwoodlodge.com](http://www.wildwoodlodge.com)) and the Silver-tree Hotel, with special rates for Congress members.

For those interested in registering for the meeting, or submitting materials for presentation, the website and online application can be found at: <http://stcloudstate.edu/icss2004/index.html>.◆◆

# Courtesy Counts

by Marty Harrison  
Director, PSIA-E Region 2  
Member, PSIA-E Board of Directors

With a new winter season staring us in the face, many of us are looking at the PSIA-E or AASI event schedules and deciding what to attend this year. I think back to all my years as the Learning Center Director at Okemo Mt., when I'd look forward to hosting events at our area with a great deal of anticipation and a little bit of dread. Anticipation because it was exciting and fun to have so many members around; dread that either my boss or another department head would come to me with a complaint about the behavior of one of our members attending the event. The huge majority of members are very courteous and friendly, going out of their way to be appreciative of the efforts of the hosting area. A very small minority causes problems for all the rest of us. Here are some areas that can raise negative issues:

- **Liquor Laws:** Obviously, if you are not of legal age, you should not try to drink in a bar. Some states such as Vermont have laws that may be different from those of other states. In Vermont you can have only one drink in front of you at a time, and you may not carry more than one drink from the bar to a table. Please do not hassle the bartenders or wait staff about things like this – they just have to enforce the state laws.

- **Closed Trails:** Under no circumstances are you to go on them. A no-brainer, but one that has caused problems in the past.

- **No Jumping Signs:** These are not indications to get as much air as possible at those locations. See Closed Trails, above.

- **Tippling:** Remember to tip, generously if possible.

- **Excuses:** The words, "Well, I'm with PSIA (or AASI)!" should never cross your lips if you find yourself at the guilty end of a conversation with a staff member from the host area. At that point the last thing you should do is acknowledge your membership.

- **Ego:** Leave it at home. You are at this event to learn and have a good time. Let others do the same.

- **Ticket Privileges:** If you are going to ski or ride at an area prior to an event, please take an appropriate letter from your home area and abide by the ticketing procedures at the area you are wanting to enjoy. Do not expect to get a free ticket because your director knows the director at the host area, or because you met a supervisor from there at an event years ago who today has suddenly become your best friend. In 20 years as a director, I never went to another area to ski without taking a letter from home with me, even though in most cases I knew it was not necessary for me to get a ticket. Just do it.

We can all help minimize the impact of the negative behavior of others by trying to head it off as we see it develop. Our membership is something we've all worked hard to get. Let's wear the pins with great pride and respect, and behave accordingly.◆◆

## Powder 8 event returns to the East Coast for a second season

According to organizer Doc Tulin, the New England Powder 8 Championships will be hosted once again by Jay Peak Resort on February 26-27, 2004.

Presented by Synchronski.Com, this event will feature some of the best powder 8 skiers in the United States, including teams from Vail, Aspen, Beaver Creek and Big Sky, Montana, going head to head on the steepest and deepest runs Jay Peak has to offer.

The competition is open to all skiers willing to pay their entry fee and test their skills, a special opportunity in the world of skiing.

Prizes will be awarded to the top 8 teams and there may be a cash purse for those that make the podium. Moreover, the winner will also receive free entry fees and accommodations at the US National Powder 8 Championships in Big Sky, Montana. (Travel expenses not included)

Entry fees are projected to be \$100.00 per team for this event. For more information and to receive an entry form package, email [synchronski@vermontel.net](mailto:synchronski@vermontel.net) or call (802) 484-0008.◆◆

# National News

## PSIA/AASI Representative's Report

by Ray Allard

PSIA-E National Board Representative  
PSIA/AASI Communications VP

Several national meetings took place on separate dates this fall in Lakewood, CO. A task force on freestyle/freeride/park and pipe met in response to the industry's request for educational materials on these new disciplines. The group included top skiers and riders from both instructional and competitive circles, who will move as quickly as possible to produce results.

Divisional executives met in early October to continue the ongoing process of developing operational standards and systems to increase and improve membership services.

The Divisional Presidents Council met in conjunction with the national executive committee and Board in mid-October and made recommendations on current issues.

Jeff Patterson from Rocky Mt. (originally Eastern) is the newest Board member.

A new corporate name, "American Snowsports Education Association" (ASEA) has been formally approved. As previously noted, PSIA and AASI remain brand names under the ASEA umbrella.

A strategic plan review session was held, not involving changes to our vision or mission statements. "Diversity" was added to our list of organization values. The focus was on global issues potentially affecting our organization and current trends in associations. Improving member service (through seamless, transparent operations), recognizing and addressing diversity, and member growth and retention were identified as a few of several top priorities slated for action plan development.

The Board approved the addition of a position on the National Team for an Adaptive member, who must be EdStaff level and be disabled. This first term, the national Adaptive committee will pick a small, select group of candidates who will participate in national tryouts in the spring.

The Education Department has developed a presentation explaining how our publications model has been fleshed out since we began producing the current generation of educational materials; and, outlining future plans. This will be shown at selected events to highlight the many resources now available to members. The new Adaptive manual is being well received; the Snowboard movement analysis piece is now available; and, new Nordic materials are slated for next spring. Work continues on new Children-related items.

The last "SnowPro" contained news about the Education Advisory Council (of which I am chair). Every Council member has been actively working with the national office on projects within their areas of responsibility, and all have contacted divisional representatives to establish lines of communication.

By now, you've received the new Accessories Catalog and the Fall "TPS", full of Interski related articles. Our new partnership with Patagonia is generating great feedback; and, don't forget our ongoing partnership with Subaru, offering special discount pricing to all members.

Alpine Teams member Katie Fry has been named new Teams Head Coach, effective with

the new selections next spring. Many thanks to Dave Merriam for his many years of exemplary service. Discipline coaches will be named shortly. Team training was held at Copper Mt. in late October. Tryouts for a new Team are next April in Snowbird. AASI held its first national Examiner College right after Team training.

The annual fiscal year audit confirmed a positive bottom line. Economies of scale, strategic partnerships and significant non-dues income combine to provide us with a high quality operation and professional staff. The Board will be meeting in conjunction with the NSAA Convention in Savannah, GA next spring. The NSP Board will meet at that venue as well.

### Snowsports Growth Project

In conjunction with my role as director of the PSIA/AASI Snowsports Growth Project, based at Hunter Mt., I facilitated a panel at the NSAA/SANY seminar at Peek 'n Peak, NY, and will participate in the NSAA Seminar at Mt. Snow in January. Growth Model initiatives will be a focus at the Eastern Snowsports Management Seminars. We are working to put together a special beginner-based event for members next March. Besides research related to teaching beginners, we will be working with the Eastern Area Rep program on some additional research projects assigned by the Eastern Board.

While the Growth Project uncovered more questions than answers last season, a "white paper" is being compiled of all the information gathered, including various survey results, which should contribute to the overall effort.

Please contact me at (allardray@aol.com) with questions or suggestions. ♦♦

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## *Region 1 (ME and NH)*

**Ross Boisvert, Regional Director, reports:** Greetings, Region 1 members! As I sit writing this report, the leaves are just barely starting to change. I had the opportunity to attend the NSAA Northeast Winter Sports Summit show at the Mount Washington Hotel Bretton Woods Resort. Besides the unbelievable weather and spectacular views of Mount Washington, the show was full of excitement for winter 03-04. There were many great sessions on every subject related to the ski industry, too many to list - really. Snowmonsters' Jack Turner gave excellent presentations in reviewing the Snowmonsters program. The Snowmonsters program is targeted to kids - and the kids at heart - promoting having fun in the winter with snowsports. Snowmonsters has many videos, DVDs, toys, coloring books, an amazing website, and, most of all, some fun characters such as Snowball the Snowtiger, Powder Pig, and Snowboard Beaver. Snowmonsters has done a great job in using the disciplines of Skiing, Snowboarding, Adaptive, and Nordic in their program. Check out it out at: [www.snowmonsters.com](http://www.snowmonsters.com)

Another great presentation was by Carla Marcus from WINTERKIDS. The WinterKids curriculum promotes kids getting outside and participating in healthy active winter activities. This program was started by Carla in Maine, with great success. It has been endorsed by Maine's Governor John Baldacci, Dr. Dora Mills, Director of Maine Bureau of Health, the Governor's Council on Physical Fitness, Sports, Health, and Wellness, and the Maine Superintendents' and Maine Principals' Associations, and also the state of Maine Educational Board of Directors. NSAA has established a partnership with WinterKids to help distribute this curriculum on a national basis. This program is used in the state of Maine as part of their school curriculum. This is a tool that can be used in your area to help promote snowsports and get parents, teachers and school administrators excited about getting outside in the winter. You can get more information at: [www.winterkids.org](http://www.winterkids.org) - or - [www.nsaa.org](http://www.nsaa.org)

Both of these programs are extraordinary, and are promoting the growth model set forth by NSAA. Working with kids is a very important part - if not the most important part - of the Growth Model. Kids are our future!

I am also pleased to report that the PSIA-E Board of Directors recently ratified the appoint-

ment of Diane Moreau as our regional rep on the Snowsports School Management Committee and Steve Morrow as our rep on the Alpine Education & Certification Committee.

It's time to make sure your equipment is checked out and ready to go for the season. It's also time to review the event schedule and choose what event(s) you're going to attend this season. The event schedule is packed full of great clinics and workshops to attend.

Remember to start your season off strong - don't try to ski yourself into shape. I hope everyone has an enjoyable and safe winter season. You may contact me at: [ross@mcintyreskiarea.com](mailto:ross@mcintyreskiarea.com)

## *Region 2 (VT)*

**Marty Harrison, Regional Director, reports:** I hope everyone had a wonderful summer. Here in Region 2, we conducted the annual James Leader Memorial Golf Tournament on October 2, at the Okemo Valley Golf Club. Although initially an event for Region 2 members, this tournament now attracts members from a variety of regions. It's a great chance to play some fantastic golf as well as catching up with old friends. The results will be in this column in the next issue.

As we mentioned in the last issue, there will be two regional meetings this year. The first will be at Killington on Monday, November 24. It will be an on-snow day on any gear, followed by a meeting at 3:00 in the Discovery Center Loft, behind the climbing wall in the Snowshed Base Lodge. Please go to the Snowshed Resort Center (on the second floor) to pick up a lift ticket. You will have the opportunity to go on-snow with other members as well as members of the Ed. Staffs during the day; details will be posted when you check in. At the meeting there will be representatives from various sections of PSIA-E/AASI who can fill you in on new things for this year as well as answer questions. All Region 2 members are encouraged to attend this fun and informative meeting day.

The second regional meeting will be in March, with the same format as the meeting day at Killington. This is the opportunity to revisit the season and come up with ideas for the following year. Details of this meeting will be in this column in following issues.

There are a large number of events being held in Region 2 again this year, which is a tribute to our areas as well as to our location. It's always a pleasure to get to meet so many members during the season - right in our backyard, so to speak. I encourage all Region 2 members to take advantage of these convenient events. You'll improve your skills and have a great experience at the same time.

## *Region 3 (MA, CT and RI)*

**Dave Welch, Regional Representative, reports:** Greetings, Region 3 members! It may seem like the off-season, but really it's not. Yes, maybe the gear that you're playing on these warmer days is different, but that doesn't mean that the staff back at the office in Albany, the discipline coordinators, and the many others that make our event schedule happen, haven't been thinking long and hard about the upcoming winter. By the looks of the new schedule of events, everyone involved has been busy planning, arranging and putting together another winning lineup! There's so much to choose from, and our region has offerings from all the disciplines. Why not consider trying something different for a change? Any way you look at it, there is something for everybody, so start making your plans now for a great learning experience.

Ray DeVerry (Regional Director) and I would like to remind all Region 3 members that our annual meeting is your chance to be directly connected to your Board of Directors. The meetings generally include updates on what's going on, what's new or changed that's important, and an open forum that allows us to hear from you, our members. We'll announce the meeting date, location and time in the upcoming Snow Pro and also by mail. Hope to see you there!

Get out and enjoy the rest of the fall, and have a great winter!

## *Region 4 (PA, NJ and states southward)*

**Angelo Ross, Regional Director, reports:** If this summer has been a prelude to the amount of precipitation we're going to get this winter, we had better all order some new fatties right now. I hope you were all able to get in some epic rides, or hikes, or days on the boats in between rain drops, but its just about time to shift gears and get ready to slide and ride.

I encourage everybody to take an active role in increasing Eastern Division membership numbers this year. Take a look around at your early winter staff meetings for your colleagues who have yet to take the PSIA-E/AASI plunge. Encourage them to check out [www.psia-e.org](http://www.psia-e.org) - or to attend an open event to see what all the hubbub is about. If they're like most of us, after one event experience they'll be hooked too. Remember, everyone benefits from increasing membership numbers.

Good luck to anyone planning on taking an exam this year - it's never too early to start preparing. For those of you not on the exam track this year, consider one of the many educational events. After all, that's what we're all about. I

look forward to seeing you OUT THERE. Stay safe, and enjoy!

## Region 5 (Western NY State)

**Mickey Sullivan, Regional Director, reports:** The season is so close you can smell it, taste it, feel it. Maybe you've already made some early season turns. Soon it will be time to share your passion with others. It doesn't matter if they're kids, adults, skiers or riders. It only matters that they feel that inner joy, serenity, excitement, accomplishment that you feel while sliding down the mountain. Take your trainings seriously this early season. Be the best snow sports coach you can be. Share your passion.

HUGE Congratulations to Ellen Garrett. Ellen is our newest Region 5 Examiner. She's at Labrador Mt and she's HOT. Make an effort to ski with Ellen this season. That Route 81 corridor seems to be spawning a lot of very hot women skiers, including three female examiners. Can you name them?

Make a special note of the scholarship program that PSIA-E offers. The information is in the Early Fall issue of the SnowPro. You can also find it on the website at [psia-e.org](http://psia-e.org)

So that you can have every opportunity for input, Region 5 will have two member meetings this season. The first one will be on December 13, at Holiday Valley at 4pm. The second one will be in March at a ski area (yet TBD) along the Route 81 corridor. Please make an effort to get to one of these meetings. This is your organization, and the best way for Ron Kubicki (your Regional Representative) and me to represent you is to hear from you.

In the meantime, if you have any concerns or questions regarding your organization, contact me at: [mickeys@5pillars.com](mailto:mickey5@pillars.com)

Happy sliding!

## Region 6 (Eastern NY State)

**Alex Sharpe, Regional Director, reports:** I hope everyone enjoyed the very short summer we had this year. Now, it's time for skiing again. Let's all hope that this winter is a GREAT ONE!

We're planning two Tech Days in March. These will also serve as our annual Regional membership meetings. One will be in the northern part of the region at Gore Mt. The other will be in the southern area at Belleayre Mt. These locations should make it convenient for everyone to get out to one or both of these events. More information will be forthcoming.

Some regional news: Windham Mt. has added a 20,000 square foot subterranean addition to the base lodge. It will have a private area for seasonal lockers, new instructors room, ski

patrol room, x-ray suite, and employee cafeteria and lounge. There will be a new Learning Center called the "Starting Block". The new addition has also created a large deck across the front and sides of the lodge.

I look forward to seeing our Region 6 members throughout the season, and wish everyone a great winter! ♦♦

## Killington area lodging properties offering discounts for PSIA-E/AASI events

In addition to the previously listed (Early Fall 2003 SnowPro) Killington Grand Resort Hotel and the Mountain Inn, the Cascades Lodge, Cortina Inn and Mountain Sports Inn are also making discounted rates available to members, on a space available basis, for PSIA-E/AASI events this season. For reservations at the Cascades Lodge, call 800-345-0113 or visit [www.cascadeslodge.com](http://www.cascadeslodge.com). Simply identify yourself as a member when inquiring to receive the discounts on lodging. For the Cortina Inn, call Director of Sales Guy Rossi at 800-451-6108 ext. 314 for more details or visit [www.cortinainn.com](http://www.cortinainn.com). For the Mountain Sports Inn, call 888-422-3315 (toll free) or visit [www.mountainsportsinn.com](http://www.mountainsportsinn.com). ♦♦




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

**WORK IN EUROPE, THE UPHILL SKI CLUB OF GB** are looking for PSIA ski/ snowboarding instructors for the 2004 season. The work during the season will be here at Scotland and travelling to various European resorts (France, Italy, Austria, Bulgaria) Adaptive qualification 1, 2, 3 necessary for work permit.

email Fiona on [fi@uphillskiclub.co.uk](mailto:fi@uphillskiclub.co.uk)

Mountain Creek Snow Sports School is actively seeking all levels of full and part time ski and snowboard instructors. We offer flexible schedules for ages 14 and up. Contact the Snow Sports School office at (973)827-3900 x476

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**Congratulations** are in order!

The following members were inadvertently omitted from the list of new Alpine Level 3 certifications published in the Spring-Summer 2003 SnowPro. We commend these well-deserving individuals on their achievements!

Carol Lisai  
Scott Rathjen  
Jeffrey Slavich  
Kevin Sloomaker

Also, Ralph (Woody) Woodward, retired Eastern Examiner and National Life member, recently qualified for his 40 year pin. Congratulations and thanks, Woody!



PSIA-E/AASI
2003-2004
Event Application



OFFICE USE ONLY
[Blank lines for office use]

Fill out all sections. Application must be received by event deadline. No walk-ins. One event per form.

Member No: [ ] Primary Discipline/Level: / Date of Birth: [ ]

NAME: Last First Male / Female
Circle one

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

DAYTIME PHONE: ( )

EVENT #: E-mail address: [ ]

EVENT: Type Location Date
Alpine / Adaptive
Children's / Nordic
Racing / Snowboard
Circle one

PAYING BY CHECK [ ] CHECK #: AMOUNT: \$

OR, Please charge to my: MasterCard [ ] or Visa [ ] Exp. Date: [ ]
\$ Amount Signed

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

New members, circle the region in which you live (or work) for mailing and voting purposes.
1 - ME, NH 3 - MA, CT, RI 5 - Western NY
2 - VT 4 - States south of NY 6 - Eastern NY

Please note: Current members wishing to change region must notify the office; change is not generated from this form.
Nordic Level 1 candidates: Refer to prerequisites listed in the Fall 2003 SnowPro and at www.psia-e.org.

All applicants 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.

Signature

Date

If applying as a new member, or 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 Registered or Level I, the applicant has completed the PSIA/AASI entry level requirements, including 25 hours of teaching/training for Registered, or 50 hours for Level I.

Director's Signature

Name of School

ADMINISTRATIVE CHARGES FOR NO-SHOWS, CANCELLATIONS AND RETURNED CHECKS

TRANSFERS: Up to one week prior to original event.....\$10.00
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.....\$15.00
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 \$20.00.



# PSIA-Eastern Division

## ~ 2nd Annual Spring Trip ~



Open to all PSIA-E/AASI members and their skiing and riding friends!

**April 3-10, 2004**



### Bring your friends, family and fellow instructors on the PSIA-E/AASI 2nd Annual Spring Trip to Banff-Lake Louise!

Come for a real adventure in the Canadian Rockies. With one interchangeable lift ticket, skiers and boarders can choose from three full-service resorts in Banff and Lake Louise, each with its own distinct flavor. Banff's Mount Norquay, Sunshine Village, and Lake Louise provide more than 6,000 acres and 200+ trails offering countless challenges. From wide open bowls and tree lined glades with dry champagne powder to meticulous groomed slopes and state of the art snowmaking, visitors enjoy unspoiled scenery, short lift lines, and guaranteed friendly hospitality.

**FROM \$1085/person\***

\*Based on double occupancy at the Banff International Hotel and air from Pittsburgh

**:: SEE REVERSE FOR SIGN-UP FORM AND OTHER INFORMATION ::**

#### Inclusions

- Roundtrip air from various departure cities
- Three (3) nights at the Chateau Lake Louise
- Four (4) nights at the Banff Springs Hotel or seven (7) nights at the Banff International Hotel (see reverse)
- Five (5) days interchangeable lift passes
- Daily gathering spot to meet new PSIA-E skiing/riding friends
- On-mountain BBQ
- Welcome reception and farewell party
- Daily maid service & baggage handling, including gratuities
- Pre-registration at both hotels
- Roundtrip airport transfers
- All taxes and required fees

**\$910/person, double occupancy + AIR**  
(price includes Chateau Lake Louise and Banff Springs)

Trip sponsors:  
**PSIA-E + Alpine Sport Adventures**

#### Accommodations

##### Chateau Lake Louise



The "Diamond in the Wilderness" as it's known, in the heart of the Canadian Rockies, surrounded by towering mountains and spectacular scenery and acclaimed as the world's most romantic destinations.

##### Banff Springs Hotel



The hotel rises among the snow-capped peaks of the Canadian Rockies, a world-renowned symbol of Rocky Mountain majesty for more than 100 years. This historic landmark offers a unique blend of opulence and seclusion and defines Canadian hospitality.

#### Reservations & Information

PHONE **518.573.4440** EMAIL [skitrips@alpinesportadventures.com](mailto:skitrips@alpinesportadventures.com)

**> PSIA-E 2nd Annual Spring Trip <**

**ADDITIONAL ACCOMMODATIONS**

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Stay ALL seven nights at the four star Banff International Hotel. Superbly located in downtown Banff, within walking distance to restaurants, shopping and nightlife, this property has warm European style and character. Rooms are fully equipped and hotel amenities include whirlpool sauna and steam rooms, underground parking, ski and snowboard lockers, equipment tune-up rooms, curbside ski bus pick up, safety deposit boxes and concierge service.

**\$715/person, double occupancy + AIR**  
(price also reflects inclusions on reverse side)

**ALL PRICES ARE PER PERSON AND BASED ON PURCHASE OF AIR & LAND PACKAGE. LAND ONLY PRICES VARY - INQUIRE FOR DETAILS. PRICES ARE BASED ON CAN \$1 /US \$ 72 EXCHANGE RATE ON 8/1/03 AND ARE SUBJECT TO CHANGE BASED ON EXCHANGE RATE AT TIME OF BOOKING.**

**DEPARTURE CITIES LISTED ARE EXAMPLES. OTHER CITIES ARE AVAILABLE. FARES SHOWN ARE THE LOWEST PRICES AVAILABLE AS OF 8/1/03, AND ARE SUBJECT TO CHANGE BASED ON AVAILABILITY AND CARRIER.**

**DEPARTURE CITY**

Albany, NY	\$390
Syracuse, NY	\$390
Montreal	\$415
Philadelphia, PA	\$410
Pittsburg, PA	\$370
Boston	\$410
New York	\$410
Newark, NJ	\$410
Hartford, CT	\$410
Baltimore, MD	\$415
Washington, DC	\$410

**General Information PLEASE READ CLOSELY!**

**PRICES:** The price per person is based on the departing city listed in this advertisement. There is no refund for unused services or tour features. Not included in this package are unspecified meals, gratuities to waiters, maids or anyone rendering personal service. In the event of an increase, an additional collection will be made to reflect the rates in effect on the date of travel.

**AIR TRANSPORTATION:** All air transportation is based on the lowest group or individual airfare available to Target Sport Adventures from the respective air carriers. Airfare cancellation refunds are subject to airline and government regulations and type of airfare used. Airfares are subject to change.

**RESERVATIONS AND DEPOSITS:** Early reservations are recommended. A deposit of \$200.00 per person, which is applied to the tour price, is required to secure reservations. Documents will normally be mailed 14 days prior to departure. Documents cannot be released until full payment has been received.

**CHANGE FEE:** After the deposit has been made a \$50.00 per person, per occurrence change fee will be assessed for all deviations.  
**CANCELLATIONS:** For all tours, if you must cancel your reservation, your right to receive a refund is limited as set forth in the following schedule: Airfare is non-refundable, name changes or itinerary changes to air tickets incur a charge of \$100 after ticketing. If your notice of cancellation is received between receipt of deposit and 75 days prior to departure, you will receive a full refund minus \$100 and vendor penalties, from 74 to 45 days, full refund less \$200 and vendors penalties, from 45 day prior to departure, no refund. All cancellations will result in a minimum of \$25 service charge, regardless of cancellation date.

**OTHER TERMS AND CONDITIONS:** 1) Target Sport Adventures reserves the right to exclude intoxicated or disorderly person from participation of this trip at any time during the trip without refund to the purchaser. 2) All rates are subject to change. Departure times and departure points are subject to change. 3) Target Sport Adventures act only in the capacity of agent of the undersigned and assume no responsibility beyond initial arrangements for accommodation and/or transportation. 4) Anyone under 18 years old requires written parental consent from both parents. 5) Neither, TSA, Alpine Sport Adventures, PSIA-E, PSIA, AASI, it or their parent, subsidiaries and/or affiliates and their respective directors, officers, employees and agents, nor anyone involved in the administration or organization of this tour is responsible for injury, death, loss or damage of any kind sustained by anyone participating on this trip. Also, the participant hereby releases, TSA, Alpine Sport Adventures, PSIA-E, PSIA, AASI, it or their parent, subsidiaries and/or affiliates and their respective directors, officers, employees and agent with respect to the same.

**We highly recommend Travel and Trip Cancellation Insurance. It can be purchased from GLOBLECARE.**  
Please contact Alpine Sport Adventures for an application - call 518.573.4440

**DEPOSIT DUE: \$200.00 PER PERSON DUE IMMEDIATELY- Space is limited!**

**FINAL BALANCE DUE: February 3, 2004**

**CANCELLATION POLICY: CANCELLATION PENALTIES APPLY (INCLUDING ALL FEES IMPOSED ON ALPINE SPORT ADVENTURES BY ITS HOTELS, AIRLINES, OR OTHER VENDORS (SEE GENERAL INFORMATION))**

**Please complete the information below and send to Alpine Sport Adventures to confirm your space!**

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NAME: \_\_\_\_\_ DEPOSIT ENCLOSED: \$ \_\_\_\_\_

ADDRESS: \_\_\_\_\_

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PHONE: (HOME) \_\_\_\_\_ (WORK) \_\_\_\_\_ EMAIL: \_\_\_\_\_

**Please make checks payable to: Alpine Sport Adventures**

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Credit Card Number \_\_\_\_\_ Expiration Date \_\_\_\_\_

Name as it appears on Credit Card \_\_\_\_\_ Today's Date \_\_\_\_\_

Signature \_\_\_\_\_

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PLEASE MAIL DEPOSITS AND RESERVATIONS TO:  
**ALPINE SPORT ADVENTURES: 972 Friends Lake Road Chestertown, NY 12817 ATTN: Dave Bulmer**  
VIA FAX: 518 494-2311



## SNOWSPORTS MANAGEMENT NEWS

# Are You Ready for "15 Below" ?

by Einar Aas  
PSIA-E Chair, Snowsports School Management Committee

How young is old enough to get kids interested in joining instructor-oriented programs at your area? Wouldn't it be fantastic to be able to enroll kids in programs similar to racing and other established seasonal area programs, but geared toward becoming future instructors. It obviously must be "cool", and contain certain elements where they are able to socialize and hang out with the same kids on a weekly basis.

A great incentive in getting such a program started is PSIA-E's new youth club, called the "15 Below Club". This club has been established to instill and maintain an interest in young people in snowsports and snowsports teaching. It is open to anyone ages 10 through 15 who is sponsored by a current PSIA-E member.

Many areas already employ 14-16 year olds for parking, the food service, rental operations, etc., and a great number of areas also use them in their school. Most of the time they are used as assistants; and, most likely, under the tutelage of a mentor. We have found that what works very well for us at Butternut is to accept as many young kids as possible. After several clinics, the older kids can assist in the kid's program while still attending indoor or on-snow education. Those of you in the education field know that your students learn best by "doing" at the same time as they are receiving their educational information from their mentors (trainers, clinicians).

Getting the kids involved and trained at an early age means that at least we will have them through high school. They often disappear during the college ages, except during the holidays. In many schools, especially those close to densely populated areas, 20-30% of the new instructors/applicants most likely are in the 14-16 age group. Up until now PSIA-E has had no way for these kids to be officially involved. We always felt that it would be great to offer this

age group some kind of involvement in PSIA-E so they could receive information specially geared to their interests.

I encourage all directors to carefully read the material in this issue regarding the new youth club - "15 Below". If we, the directors, can effectively promote member-

ship in "15 Below" at our areas, this can be the beginning of something really exciting for the future of PSIA-E, our schools and our industry. Your PSIA-E Area Rep could be a good coordinating point for the program, working through the various members who sponsored kids into "15 Below".

If you have any opinions regarding this, or any other school topic, I would be very interested in hearing them. My e-mail is: [ainer@bcn.net](mailto:ainer@bcn.net) ♦♦

## PSIA-E/AASI Proud to Support "Helmet Education Days"

In September, 2003, OVO Helmets announced the first National Helmet Demo program geared to promote the National Ski Areas Association safety programs "Lids on Kids", "Smart Style", and the Responsibility Code. OVO has teamed up with resorts to promote safety on snow with free helmet demo's and educational information.

The Helmet Education Days will allow anybody with a lift ticket or seasons pass to try a helmet for free, and learn about the safety initiatives driven by the wintersport industry. Skiers and riders have a chance to win many prizes, like t-shirts, helmets, backpacks, magazine subscriptions, skis, trips, etc.

"With only 25% of the population wearing helmets, we have devoted our resources toward education and trial rather than more traditional marketing avenues" said Peter Fickelsen, OVO National Sales Manager.

Resort employees and pros will also be able to get considerable discounts at Helmet Education Day events. For the list of the education days, please visit ([www.ovousa.com](http://www.ovousa.com)). If you are interested in volunteering to staff a Helmet Education Day event, please contact OVO Helmets directly by e-mail at ([Pro@ovousa.com](mailto:Pro@ovousa.com)) or by phone at 877-686-8725. OVO Helmets is also looking for Mountain OVO Reps. You can learn more about the MOR program and Helmet Education Days at ([www.ovousa.com](http://www.ovousa.com)).

# McMorris Member of Ski Hall Selection Committee

Paul McMorris, long time PSIA-E member from Woodstock, Vermont recently accepted the honor of becoming a member of the U.S. Ski Hall of Fame Selection Committee. The committee's annual task is to select worthy candidates from a list of hundreds for inclusion in "the hall." Paul has been a PSIA-E member since 1986 and volunteered as a member of the PSIA-E Education Committee in the mid-nineties. He is a former Lebanon College (N.H.) professor of ski instruction and is the "retired" assistant ski school director at Suicide Six in Vermont. Paul is well known to many snowsports enthusiasts as a snow industry journalist and photographer. His work frequently appears in The Snow Industry newsletter and he is also the editor-in-chief of "Snonews is Good News"—an online publication ([www.snonewsisgoodnews.com](http://www.snonewsisgoodnews.com)). Paul is the skiing and riding columnist for the "Valley News" (Lebanon, (N.H.)) and a contributing writer to Vermont Sports Today and to major newspapers throughout North America.

Paul passes along this information: To nominate a worthy candidate for consideration for inclusion in "The Hall of Fame" send a short 1/2 page bio, a longer (two page) bio and two 8x10 black and white photos (if possible) of the candidate to the U.S. Ski Hall of Fame by April 15. The address is:

United States Ski Hall of Fame  
PO Box 191  
Ishpeming, Michigan 49849  
(906) 485-6323

Our heartiest congratulations to Paul on this honor! ♦♦

## SNOW PRO JAM DISCOUNTS PSIA DISCOUNTS ALL WINTER LONG



Located on the Killington Road  
Reservations 888-422-3315 (Toll Free)  
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**mountainsportsinn.com**

# PSIA-E Alpine Schedule for 2003-2004

Notes: \* = Events with limited attendance; may fill prior to deadlines!  
Weekend events are highlighted in blue.

# = Events non-members may attend for \$20 additional fee.  
^ = Night event

Num.	Event	Description	Location	Price	Dates	Deadline
<b>RALLIES</b>	020 Fall Rally	2 days; banquet	Mount Snow, VT	\$129	Dec. 2-3	11/11/03
	385 Spring Rally	2 days; banquet/race	Killington, VT	\$135	Mar. 27-28	03/05/04
<b>DIRECTORS</b>	019 # Snowsports School Management Seminar	2 1/2 days; banquet	Mount Snow, VT	\$155	Dec. 1-3	11/10/03
	034 # So. Snowsports School Management Seminar	2 1/2 days; banquet	Snowshoe, WV	\$155	Dec. 14-16	11/24/03
<b>PREMIER EVENTS</b>	022 Mini Academy	(Level III only) 2 days	Killington, VT	\$149	Dec. 6-7	11/14/03
	023 Masters Academy	(Level III only) 5 days, banquet./video	Killington, VT	\$339	Dec. 8-12	11/17/03
	024 Snow Pro Jam	(Reg., Lev I, Lev II) 5 days, banquet./video	Killington, VT	\$299	Dec. 8-12	11/17/03
	111 Advanced Women Clinic	3 days; banquet	Sugarbush, VT	\$175	Jan. 12-14	12/22/03
	305 Women's Seminar	3 days; banquet	Okemo Mtn, VT	\$175	Mar. 1-3	02/09/04
	308 Senior Seminar	3 days; banquet	Windham Mtn, NY	\$175	Mar. 1-3	02/09/04
	374 Plus 1 Showcase	Cocktail party included	Hunter Mtn, NY	\$120	Mar. 11-12	02/19/04
	700 # Children's Academy	2 days	Mount Snow, VT	\$112	Dec. 15-16	11/24/03
	701# Children's Academy	3 days; new members add \$70 dues	Mount Snow, VT	\$145	Dec. 15-17	11/24/03
<b>TEAMS</b>	107 Dev Team Prep	Level III Only - 2 days	Hunter Mtn, NY	\$112	Jan. 12-13	12/22/03
	133 Dev Team Prep	Level III Only - 2 days	Cannon Mtn, NH	\$112	Jan. 20-21	12/30/03
	176 Dev Team Prep	Level III Only - 2 days	Stowe, VT	\$112	Jan. 26-27	01/05/04
	242 Dev Team Prep	Level III Only - 2 days	Killington, VT	\$112	Feb. 9-10	01/19/04
	272 Dev Team Prep	Level III Only - 2 days	Sunday River, ME	\$112	Feb. 23-24	02/02/04
	361 Dev Team Exam	Level III Only - 2 days	Whiteface Mtn, NY	\$180	Mar. 16-17	02/24/04
	396 DCL Exam	Level III Only - 2 days	Whiteface Mtn, NY	\$180	Mar. 16-17	02/24/04

## SPECIALTY EVENTS (Except for Reinstatement Event - 3 days) 2 days - \$109 / 1 day - \$50

Num	Event	Location	Dates	Deadline	Num	Event	Location	Dates	Deadline
	<b>Reinstatement Events (3 days; call office for eligibility requirements -\$150 plus dues and reinstatement fee.)</b>								
145	Reinstatement Event	Wintergreen, VA	Jan. 21-23	12/31/03	222	Women Only Workshop Clinic	Cranmore Mtn, NH	Feb. 5-6	01/15/04
158	Reinstatement Event	Pico, VT	Jan. 23-25	01/02/04	088	Wom Only Exam Prep - Part 1 Skiing	Belleayre Mtn, NY	Jan. 8-9	12/18/03
327	Reinstatement Event	Attitash Bear Peak, NH	Mar. 5-7	02/13/04	394	Wom Only Exam Prep - Part 2 Teach	Belleayre Mtn, NY	Jan. 8-9	12/18/03
171	Stance and Alignment	Pico, VT	Feb. 9-10	01/19/04	241	Wom Only Exam Prep - Part 1 Skiing	Killington, VT	Feb. 9-10	01/19/04
306	Stance and Alignment	Pico, VT	Mar. 1-2	02/09/04	395	Wom Only Exam Prep - Part 2 Teach	Killington, VT	Feb. 9-10	01/19/04
138	Intro to Trees/Steeps	Gore Mtn, NY	Jan. 20-21	12/30/03	238 *	Park & Pipe	Wisp, MD	Feb. 7-8	01/16/04
172	Advanced Trees/Steeps	Stowe, VT	Jan. 26-27	01/05/04	269	Park & Pipe	Okemo Mtn, VT	Feb. 23-24	02/02/04
193 *	Intro to Trees/Steeps	Smugglers' Notch, VT	Jan. 31-Feb. 1	01/09/04	276	Park & Pipe	Massanutten, VA	Feb. 24-25	02/03/04
338	Advanced Trees/Steeps	Mad River Glen, VT	Mar. 8-9	02/16/04	373	Park & Pipe	Mount Snow, VT	Mar. 22-23	03/01/04
354	Intro to Trees/Steeps	Sugarbush, VT	Mar. 15-16	02/23/04	381	Park & Pipe	Sunday River, ME	Mar. 25-26	03/04/04
376	Advanced Trees/Steeps	Jay Peak, VT	Mar. 25-26	03/04/04		<b>Following are Non-Credit One Day Events</b>			
202	Women Only Workshop Clinic	Ski Sundown, CT	Feb. 2-3	01/12/04	398	East Demo Team Day	Windham, NY	Jan. 28	01/07/04
216	Women Only Workshop Clinic	Camelback, PA	Feb. 4-5	01/14/04	399	East Demo Team Day	Okemo, VT	Mar. 10	02/18/04

## RACE PROGRAMS (All open to non-members - add \$20) 5 days-\$275 / 3 days-\$180 / 2 days-\$129

Num	Location	Dates	Deadline	Num	Location	Dates	Deadline
750 *	Seven Springs, PA	Dec. 13-14	11/21/03	760	Ski Butternut, MA	Jan. 26-27	01/05/04
751	Hunter Mtn, NY (2 day)	Dec. 18-19	11/24/03	761	Bromley Mtn, VT	Jan. 29-30	01/08/04
752	Hunter Mtn, NY (3 day)	Dec. 15-17	11/24/03	762	Bristol Mtn, NY	Feb. 2-4	01/12/04
753	Hunter Mtn, NY (5 day)	Dec. 15-19	11/24/03	763	Gore Mtn, NY	Feb. 5-6	01/15/04
754	Seven Springs, PA	Jan. 5-6	12/15/03	764	Attitash Bear Peak, NH	Feb. 9-11	01/19/04
755	Jack Frost, PA	Jan. 8-9	12/18/03	765	Pat's Peak, NH	Feb. 12-13	01/22/04
756	Labrador Mtn, NY	Jan. 12-13	12/22/03	766	Killington, VT	Feb. 25-26	02/04/04
757	Snowshoe, WV	Jan. 14-15	12/24/03	767	Gunstock, NH	Mar. 4-5	02/12/04
759	Wintergreen, VA	Jan. 21-22	12/31/03	768 *	Hunter Mtn, NY (Women's Program)	Mar. 7-8	02/16/04

## MASTERS SERIES SKIING III (Open to Level II & III Members) 2 days - \$109

Num	Location	Dates	Deadline	Num	Location	Dates	Deadline
060 *	Magic Mtn, VT	Jan. 3-4	12/12/03	184	Elk Mtn, PA	Jan. 29-30	01/08/04
086	Seven Springs, PA	Jan. 7-8	12/17/03	224	Cranmore Mtn, NH	Feb. 5-6	01/15/04
092	Okemo Mtn, VT	Jan. 8-9	12/18/03	243	Killington, VT	Feb. 9-10	01/19/04
100 *	Ski Plattekill, NY	Jan. 10-11	12/19/03	271	Sunday River, ME	Feb. 23-24	02/02/04
108	Hunter Mtn, NY	Jan. 12-13	12/22/03	317	Snowshoe, WV	Mar. 2-3	02/10/04
131	Cannon Mtn, NH	Jan. 20-21	12/30/03	322	Holimont, NY	Mar. 4-5	02/12/04
137	Gore Mtn, NY	Jan. 20-21	12/30/03	355	Sugarbush, VT	Mar. 15-16	02/23/04
148	Jiminy Peak, MA	Jan. 22-23	01/02/04	358	Whiteface Mtn, NY	Mar. 15-16	02/23/04
175	Stowe, VT	Jan. 26-27	01/05/04	377	Jay Peak, VT	Mar. 25-26	03/04/04

## MOGUL SERIES (Open to Registered, Level I, II or III Members) 2 days - \$109

Num	Location	Dates	Deadline	Num	Location	Dates	Deadline
	<b>Advanced Bumps</b>			285	Sunday River, ME	Feb. 25-26	02/04/04
081	Okemo Mtn, VT	Jan. 6-7	12/16/03	334	Holiday Valley, NY	Mar. 8-9	02/16/04
113	Hunter Mtn, NY	Jan. 14-15	12/24/03	336	Mad River Glen, VT	Mar. 8-9	02/16/04
174	Stowe, VT	Jan. 26-27	01/05/04	350 *	Belleayre Mtn, NY	Mar. 13-14	02/20/04
258	Killington, VT	Feb. 11-12	01/21/04	356	Whiteface Mtn, NY	Mar. 15-16	02/23/04
286	Sunday River, ME	Feb. 25-26	02/04/04		<b>Intro to Bumps</b>		
337	Mad River Glen, VT	Mar. 8-9	02/16/04	079	Okemo Mtn, VT	Jan. 6-7	12/16/03
357	Whiteface Mtn, NY	Mar. 15-16	02/23/04	085	Seven Springs, PA	Jan. 7-8	12/17/03
	<b>Intermediate Bumps</b>			180	Elk Mtn, PA	Jan. 29-30	01/08/04
080	Okemo Mtn, VT	Jan. 6-7	12/16/03	254	Killington, VT	Feb. 11-12	01/21/04
114	Hunter Mtn, NY	Jan. 14-15	12/24/03	284	Sunday River, ME	Feb. 25-26	02/04/04
173	Stowe, VT	Jan. 26-27	01/05/04	333	Holiday Valley, NY	Mar. 8-9	02/16/04
185	Elk Mtn, PA	Jan. 29-30	01/08/04	349 *	Belleayre Mtn, NY	Mar. 13-14	02/20/04
257	Killington, VT	Feb. 11-12	01/21/04				

# PSIA-E Alpine Schedule for 2003-2004

## DEVELOPMENT SERIES SKIING

(Open to Registered & Level I) 2 days - \$109

Num	Location	Dates	Deadline
036	Ascutney Mtn, VT	Dec. 15-16	11/24/03
043	Bretton Woods, NH	Dec. 17-18	11/26/03
056 *	Catamount, NY	Jan. 3-4	12/12/03
087	Seven Springs, PA	Jan. 7-8	12/17/03
093	Okemo Mtn, VT	Jan. 8-9	12/18/03
098 *	Gunstock, NH	Jan. 10-11	12/19/03
099 *	Ski Plattekill, NY	Jan. 10-11	12/19/03
116	Hunter Mtn, NY	Jan. 14-15	12/24/03
122	Mount Sunapee, NH	Jan. 14-15	12/24/03
125	Jack Frost, PA	Jan. 15-16	12/24/03
132	Cannon Mtn, NH	Jan. 20-21	12/30/03
136	Gore Mtn, NY	Jan. 20-21	12/30/03
149	Jiminy Peak, MA	Jan. 22-23	01/02/04

Num	Location	Dates	Deadline
178	Bolton Valley, VT	Jan. 28-29	01/07/04
183	Elk Mtn, PA	Jan. 29-30	01/08/04
223	Cranmore Mtn, NH	Feb. 5-6	01/15/04
244	Killington, VT	Feb. 9-10	01/19/04
248	Liberty Mtn, PA	Feb. 9-10	01/19/04
267	Montage Mtn, PA	Feb. 23-24	02/02/04
270	Sunday River, ME	Feb. 23-24	02/02/04
279	Wintergreen, VA	Feb. 24-25	02/03/04
316	Snowshoe, WV	Mar. 2-3	02/10/04
321	Holimont, NY	Mar. 4-5	02/12/04
343	Wachusett Mtn, MA	Mar. 8-9	02/16/04
371	Mount Snow, VT	Mar. 22-23	03/01/04

## SENIOR TOUR

(Seniors only) 2 days - \$99

Num	Event	Location	Dates	Deadline
076	In Search of Corduroy	Seven Springs, PA	Jan. 5-6	12/15/03
078	Senior Bumps	Okemo Mtn, VT	Jan. 6-7	12/16/03
090	In Search of Corduroy	Okemo Mtn, VT	Jan. 8-9	12/18/03
155	In Search of Corduroy	The Balsams Wilderness, NH	Jan. 22-23	01/02/04
196	In Search of Corduroy	Camelback, PA	Feb. 2-3	01/12/04
201	Sr. Workshop Clinic	Ski Sundown, CT	Feb. 2-3	01/12/04

Num	Event	Location	Dates	Deadline
211	In Search of Corduroy	Waterville Valley, NH	Feb. 3-4	01/13/04
280	Sr. Workshop Clinic	Wintergreen, VA	Feb. 24-25	02/03/04
287	Senior Bumps	Sunday River, ME	Feb. 25-26	02/04/04
335	Senior Bumps	Holiday Valley, NY	Mar. 8-9	02/16/04
339	Sr. Workshop Clinic	Wachusett Mtn, MA	Mar. 8-9	02/16/04
362	Sr. Workshop Clinic	Bromley Mtn, VT	Mar. 17-18	02/25/04

## WORKSHOP CLINICS #

(All open to non-members - add \$20) 2 days - \$90

Num	Location	Dates	Deadline
032 *	Labrador Mtn, NY	Dec. 13-14	11/21/03
037	Ascutney Mtn, VT	Dec. 15-16	11/24/03
041	Bretton Woods, NH	Dec. 17-18	11/26/03
045	Massanutten, VA	Dec. 17-18	11/26/03
046	Bousquet, MA	Dec. 18-19	11/26/03
049	Blue Mtn, PA	Dec. 19-20	12/01/03
050 *	Cataloochee, NC	Dec. 20-21	12/01/03
052 *	Jay Peak, VT	Dec. 20-21	12/01/03
055 *	Catamount, NY	Jan. 3-4	12/12/03
075	Seven Springs, PA	Jan. 5-6	12/15/03
091	Okemo Mtn, VT	Jan. 8-9	12/18/03
096 *	Gunstock, NH	Jan. 10-11	12/19/03
121	Mount Sunapee, NH	Jan. 14-15	12/24/03
153	The Balsams Wilderness, NH	Jan. 22-23	01/02/04
160 *	Lost Valley, ME	Jan. 24-25	01/02/04
170	Mountain Creek, NJ	Jan. 26-27	01/05/04
181	Elk Mtn, PA	Jan. 29-30	01/08/04

Num	Location	Dates	Deadline
191 *	Eagle Rock Resort, PA	Jan. 31-Feb. 1	01/09/04
212	Waterville Valley, NH	Feb. 3-4	01/13/04
227	Snow Ridge, NY	Feb. 5-6	01/15/04
229	Timberline, WV	Feb. 5-6	01/15/04
234 *	Mt. Abram Family Resort, ME	Feb. 7-8	01/16/04
246	Liberty Mtn, PA	Feb. 9-10	01/19/04
266	Montage Mtn, PA	Feb. 23-24	02/02/04
296 *	McIntyre Ski Area, NH	Feb. 28-29	02/06/04
298 *	Mount Southington, CT	Feb. 28-29	02/06/04
300 *	Ski Beech, NC	Feb. 28-29	02/06/04
302 *	West Mtn, NY	Feb. 28-29	02/06/04
309	Kissing Bridge, NY	Mar. 2-3	02/10/04
329 *	Holimont, NY	Mar. 6-7	02/13/04
342	Wachusett Mtn, MA	Mar. 8-9	02/16/04
359	Whiteface Mtn, NY	Mar. 15-16	02/23/04
363	Bromley Mtn, VT	Mar. 17-18	02/25/04

## FIRST TRACKS

For new members to become Registered (\$95 event fee plus \$70 Dues) 2 days - \$165

Num	Location	Dates	Deadline
021	Mount Snow, VT	Dec. 4-5	11/13/03
028	Belleayre Mtn, NY	Dec. 11-12	11/20/03
029	Loon Mtn, NH	Dec. 11-12	11/20/03
030 *	Holiday Valley, NY	Dec. 13-14	11/21/03
031 *	Labrador Mtn, NY	Dec. 13-14	11/21/03
033 *	Seven Springs, PA	Dec. 13-14	11/21/03
035	Ascutney Mtn, VT	Dec. 15-16	11/24/03
039	Snowshoe, WV	Dec. 15-16	11/24/03
048 *	Blue Mtn, PA	Dec. 19-20	12/01/03
051 *	Jay Peak, VT	Dec. 20-21	12/01/03
053 *	Ski Butternut, MA	Dec. 20-21	12/01/03
064 *	Song Mtn, NY	Jan. 3-4	12/12/03
074	Seven Springs, PA	Jan. 5-6	12/15/03
077	Okemo Mtn, VT	Jan. 6-7	12/16/03
097 *	Gunstock, NH	Jan. 10-11	12/19/03
101 *	Ski Plattekill, NY	Jan. 10-11	12/19/03
117	Hunter Mtn, NY	Jan. 14-15	12/24/03
124	Mount Sunapee, NH	Jan. 14-15	12/24/03
135	Gore Mtn, NY	Jan. 20-21	12/30/03
150	Jiminy Peak, MA	Jan. 22-23	01/02/04
154	The Balsams Wilderness, NH	Jan. 22-23	01/02/04
159 *	Lost Valley, ME	Jan. 24-25	01/02/04
161 *	Pat's Peak, NH	Jan. 24-25	01/02/04
168	Mountain Creek, NJ	Jan. 26-27	01/05/04
177	Bolton Valley, VT	Jan. 28-29	01/07/04

Num	Location	Dates	Deadline
190 *	Eagle Rock Resort, PA	Jan. 31-Feb. 1	01/09/04
194 *	Smugglers' Notch, VT	Jan. 31-Feb. 1	01/09/04
195	Camelback, PA	Feb. 2-3	01/12/04
225	Cranmore Mtn, NH	Feb. 5-6	01/15/04
226	Snow Ridge, NY	Feb. 5-6	01/15/04
233 *	Mt. Abram Family Resort, ME	Feb. 7-8	01/16/04
236 *	Wisp, MD	Feb. 7-8	01/16/04
256	Killington, VT	Feb. 11-12	01/21/04

Discounted Dues after Feb. 16 - 2 days - \$130.00

Num	Location	Dates	Deadline
265	Montage Mtn, PA	Feb. 23-24	02/02/04
283	Sunday River, ME	Feb. 25-26	02/04/04
290	Winterplace, WV	Feb. 26-27	02/05/04
295 *	McIntyre Ski Area, NH	Feb. 28-29	02/06/04
297 *	Mount Southington, CT	Feb. 28-29	02/06/04
301 *	Ski Beech, NC	Feb. 28-29	02/06/04
303 *	West Mtn, NY	Feb. 28-29	02/06/04
310	Kissing Bridge, NY	Mar. 2-3	02/10/04
315	Snowshoe, WV	Mar. 2-3	02/10/04
328 *	Big Rock, ME	Mar. 6-7	02/13/04
330 *	Holimont, NY	Mar. 6-7	02/13/04
332 *	Ski Sundown, CT	Mar. 6-7	02/13/04
340	Wachusett Mtn, MA	Mar. 8-9	02/16/04
360	Whiteface Mtn, NY	Mar. 15-16	02/23/04
372	Mount Snow, VT	Mar. 22-23	03/01/04
384 *	Hunter Mtn, NY	Mar. 27-28	03/05/04

# PSIA-E Alpine Schedule for 2003-2004

Notes: \* = Events with limited attendance; may fill prior to deadlines!  
Weekend events are highlighted in blue.

# = Events non-members may attend for \$20 additional fee.  
^ = Night event

## LEVEL I EXAMS 1 day - \$70 For first-year Registered Members; All others - \$85 (\$70 plus \$15 dues differential)

Num	Location	Dates	Deadline	Num	Location	Dates	Deadline
027	Killington, VT	Dec. 10	11/19/03	263	Killington, VT	Feb. 13	01/23/04
070	Okemo Mtn, VT	Jan. 5	12/15/03	281	Montage Mtn, PA	Feb. 25	02/04/04
082	Seven Springs, PA	Jan. 7	12/17/03	293	Sunday River, ME	Feb. 27	02/06/04
128	Hunter Mtn, NY	Jan. 16	12/29/03	307	West Mtn, NY	Mar. 1	02/09/04
129	Mount Sunapee, NH	Jan. 16	12/29/03	326	Snowshoe, WV	Mar. 4	02/12/04
144	Windham Mtn, NY	Jan. 21	12/31/03	344	Jiminy Peak, MA	Mar. 10	02/18/04
179	Mountain Creek, NJ	Jan. 28	01/07/04	345	Wachusett Mtn, MA	Mar. 10	02/18/04
189	Bolton Valley, VT	Jan. 30	01/09/04	352 *	Song Mtn, NY	Mar. 13	02/20/04
206	Waterville Valley, NH	Feb. 2	01/12/04	367	Bromley Mtn, VT	Mar. 19	02/27/04
214	Camelback, PA	Feb. 4	01/14/04	375	Mount Snow, VT	Mar. 24	03/03/04
230	Ski Sundown, CT	Feb. 6	01/16/04	386	Hunter Mtn, NY	Mar. 29	03/08/04
253	Bristol Mtn, NY	Feb. 11	01/21/04				

## LEVEL II TEACHING SEMINARS (Open to Level I Members) 2 days - \$99

Num	Location	Dates	Deadline	Num	Location	Dates	Deadline
038	Ascutney Mtn, VT	Dec. 15-16	11/24/03	162 *	Pat's Peak, NH	Jan. 24-25	01/05/04
042	Bretton Woods, NH	Dec. 17-18	11/26/03	169	Mountain Creek, NJ	Jan. 26-27	01/05/04
044	Massanutten, VA	Dec. 17-18	11/26/03	192 *	Eagle Rock Resort, PA	Jan. 31-Feb. 1	01/09/04
047	Bousquet, MA	Dec. 18-19	11/26/03	197	Camelback, PA	Feb. 2-3	01/12/04
065 *	Song Mtn, NY	Jan. 3-4	12/12/03	210	Waterville Valley, NH	Feb. 3-4	01/13/04
084	Seven Springs, PA	Jan. 7-8	12/17/03	237 *	Wisp, MD	Feb. 7-8	01/16/04
089	Okemo Mtn, VT	Jan. 8-9	12/18/03	247	Liberty Mtn, PA	Feb. 9-10	01/19/04
115	Hunter Mtn, NY	Jan. 14-15	12/24/03	255	Killington, VT	Feb. 11-12	01/21/04
123	Mount Sunapee, NH	Jan. 14-15	12/24/03	278	Wintergreen, VA	Feb. 24-25	02/03/04
126	Jack Frost, PA	Jan. 15-16	12/24/03	289	Winterplace, WV	Feb. 26-27	02/05/04
147	Jiminy Peak, MA	Jan. 22-23	01/02/04	341	Wachusett Mtn, MA	Mar. 8-9	02/16/04

## LEVEL II PRACTICE EXAM Open to Level I & Trainers (Trainers must indicate their status on application) 2 days - \$105

Num	Location	Dates	Deadline	Num	Location	Dates	Deadline
<b>Skiing - Part 1</b>				<b>Teaching - Part 2</b>			
094	Okemo Mtn, VT	Jan. 8-9	12/18/03	095	Okemo Mtn, VT	Jan. 8-9	12/18/03
103	Hunter Mtn, NY	Jan. 12-13	12/22/03	104	Hunter Mtn, NY	Jan. 12-13	12/22/03
119	Mount Sunapee, NH	Jan. 14-15	12/24/03	120	Mount Sunapee, NH	Jan. 14-15	12/24/03
186	Elk Mtn, PA	Jan. 29-30	01/08/04	187	Elk Mtn, PA	Jan. 29-30	01/08/04
217	Ski Sundown, CT	Feb. 4-5	01/14/04	218	Ski Sundown, CT	Feb. 4-5	01/14/04

## LEVEL II EXAMS (Open to Level I Members) 2 days - \$140

Num	Location	Dates	Deadline	Num	Location	Dates	Deadline
<b>Skiing - Part 1</b>				<b>Teaching - Part 2</b>			
143	Windham Mtn, NY	Jan. 20-21	12/30/03	304	Attitash Bear Peak, NH	Mar. 1-2	02/09/04
228	Timberline, WV	Feb. 5-6	01/15/04	320	Holimont, NY	Mar. 4-5	02/12/04
262	Bristol Mtn, NY	Feb. 12-13	01/22/04	346	Jiminy Peak, MA	Mar. 11-12	02/19/04
288	Gore Mtn, NY	Feb. 26-27	02/05/04	348	Seven Springs, PA	Mar. 11-12	02/19/04
331 *	Ragged Mtn, NH	Mar. 6-7	02/13/04	368 *	Windham Mtn, NY	Mar. 20-21	02/27/04
347	Jiminy Peak, MA	Mar. 11-12	02/19/04	379	Okemo Mtn, VT	Mar. 25-26	03/04/04
378	Okemo Mtn, VT	Mar. 25-26	03/04/04				

## LEVEL III EXAM CLINICS (Open to Level II Members) 2 days - \$99

Num	Location	Dates	Deadline	Num	Location	Dates	Deadline
<b>Skiing - Part 1</b>				<b>Teaching - Part 2</b>			
102	Hunter Mtn, NY	Jan. 12-13	12/22/03	109	Hunter Mtn, NY	Jan. 12-13	12/22/03
134	Cannon Mtn, NH	Jan. 20-21	12/30/03	139	Cannon Mtn, NH	Jan. 20-21	12/30/03
182	Elk Mtn, PA	Jan. 29-30	01/08/04	200	Elk Mtn, PA	Jan. 29-30	01/08/04
207	Waterville Valley, NH	Feb. 3-4	01/13/04	209	Waterville Valley, NH	Feb. 3-4	01/13/04
239	Killington, VT	Feb. 9-10	01/19/04	240	Killington, VT	Feb. 9-10	01/19/04
314	Snowshoe, WV	Mar. 2-3	02/10/04	318	Snowshoe, WV	Mar. 2-3	02/10/04

## LEVEL III EXAMS (Open to Level II Members) 2 days - \$140

Num	Location	Dates	Deadline	Num	Location	Dates	Deadline
<b>Skiing - Part 1</b>				<b>Teaching - Part 2</b>			
166	Hunter Mtn, NY	Jan. 26-27	01/05/04	167	Hunter Mtn, NY	Jan. 26-27	01/05/04
273	Sunday River, ME	Feb. 23-24	02/02/04	366	Whiteface Mtn, NY	Mar. 18-19	02/26/04
351 *	Cannon Mtn, NH	Mar. 13-14	02/20/04	388	Killington, VT	Mar. 29-30	03/08/04
365	Whiteface Mtn, NY	Mar. 18-19	02/26/04				
387	Killington, VT	Mar. 29-30	03/08/04				

# PSIA-E Alpine Schedule for 2003-2004

## ACCREDITATION PROGRAMS (Open to Level I, II, & III Members) 1 day Indoor Courses - \$70 / 2 days - \$139

Num	Event	Location	Dates	Deadline	Num	Event	Location	Dates	Deadline
<b>Children's Specialist</b>					<b>Teaching Beginners Specialist</b>				
063 *	Childhood Dev: Physical	Magic Mtn, VT	Jan. 3-4	12/12/03	105	Assessing Beginners Movement	Hunter Mtn, NY	Jan. 12-13	12/22/03
069	Childhood Dev: Cognitive	Bromley Mtn, VT	Jan. 5-6	12/15/03	142	The Learning Environment	Jiminy Peak, MA	Jan. 20-21	12/30/03
165 *	Childhood Dev: Physical	Pico, VT	Jan. 24-25	01/05/04	118	Communication Loop	Hunter Mtn, NY	Jan. 14-15	12/24/03
204	Childhood Dev: Affective	Ski Sundown, CT	Feb. 2-3	01/12/04	383	Assessing Beginners Movement	Hunter Mtn, NY	Mar. 11-12	02/19/04
397	Childhood Dev: Physical	Hunter Mtn, NY	Mar. 11-12	02/19/04	370	The Learning Environment	Mount Snow, VT	Mar. 22-23	03/01/04
<b>Freeride Accreditation</b>					<b>Backcountry Accreditation</b>				
188	Basic Skills and Safety	Okemo Mtn, VT	Jan. 29-30	01/08/04	389 *	Orientation – Indoor	Mount Snow, VT	Nov. 1	10/10/03
325	Intermediate New School	Mount Snow, VT	Mar. 4-5	02/12/04	390 *	Planning & Equipment - Indoor	Mount Snow, VT	Nov. 2	10/10/03
369	Coaching Advanced Freeriders	Mount Snow, VT	Mar. 22-23	03/01/04	391	Collecting Data	Bolton Valley, VT	Feb. 5-6	01/15/04
<b>Sport Science</b>					392	Putting It All Together	Bolton Valley, VT	Mar. 1-2	02/09/04
072	Biomechanics	Seven Springs, PA	Jan. 5-6	12/15/03	<b>Special Populations</b>				
393	Exercise Physiology	Seven Springs, PA	Jan. 7-8	12/17/03	063 *	Childhood Dev: Physical	Magic Mtn, VT	Jan. 3-4	12/12/03
140	Biomechanics	Jiminy Peak, MA	Jan. 20-21	12/30/03	141	Adult Development and Aging	Jiminy Peak, MA	Jan. 20-21	12/30/03
151	Exercise Physiology	Jiminy Peak, MA	Jan. 22-23	01/02/04	152	Teaching Women	Jiminy Peak, MA	Jan. 22-23	01/02/04
164 *	Sports Psychology	Pico, VT	Jan. 24-25	01/05/04	165 *	Childhood Dev: Physical	Pico, VT	Jan. 24-25	01/05/04
					397	Childhood Dev: Physical	Hunter Mtn, NY	Mar. 11-12	02/19/04
					353	Adult Development and Aging	Bromley Mtn, VT	Mar. 15-16	02/23/04
					364	Teaching Women	Bromley Mtn, VT	Mar. 17-18	02/25/04

## MASTER TEACHER CERTIFICATION (Open to Level I, II or III Members) 1 day - \$70; 2 days - \$109

Num	Event	Location	Dates	Deadline	Num	Event	Location	Dates	Deadline
057 *	Extreme Teaching	Catamount, NY	Jan. 3-4	12/12/03	221	Extreme Teaching	Cranmore Mtn, NH	Feb. 5-6	01/15/04
058 *	Movement Analysis	Catamount, NY	Jan. 3-4	12/12/03	231 *	Movement Analysis	Gunstock, NH	Feb. 7-8	01/16/04
061 *	History Comes Alive	Magic Mtn, VT	Jan. 3-4	12/12/03	235 *	Extreme Teaching	Wisp, MD	Feb. 7-8	01/16/04
062 *	Extreme Teaching	Magic Mtn, VT	Jan. 3-4	12/12/03	249	Get in Gear	Liberty Mtn, PA	Feb. 9-10	01/19/04
067	Get in Gear	Bromley Mtn, VT	Jan. 5-6	12/15/03	250	Knee High Knowledge	Pico, VT	Feb. 9	01/19/04
068	Movement Analysis	Bromley Mtn, VT	Jan. 5-6	12/15/03	251	History Comes Alive	Pico, VT	Feb. 9-10	01/19/04
073	Movement Analysis	Seven Springs, PA	Jan. 5-6	12/15/03	252	Phys. & Mental Disabilities	Pico, VT	Feb. 10	01/20/04
083	Extreme Teaching	Seven Springs, PA	Jan. 7-8	12/17/03	260	Movement Analysis	Pico, VT	Feb. 11-12	01/21/04
106	Extreme Teaching	Hunter Mtn, NY	Jan. 12-13	12/22/03	261	Extreme Teaching	Pico, VT	Feb. 11-12	01/21/04
110	Get in Gear	Hunter Mtn, NY	Jan. 12-13	12/22/03	268	Phys. & Mental Disabilities	Montage Mtn, PA	Feb. 23	02/02/04
112	Movement Analysis	Hunter Mtn, NY	Jan. 14-15	12/24/03	274	Extreme Teaching	Sunday River, ME	Feb. 23-24	02/02/04
127	Phys. & Mental Disabilities	Windham Mtn, NY	Jan. 15	12/26/03	277	Knee High Knowledge	Montage Mtn, PA	Feb. 24	02/03/04
130	Knee High Knowledge	Windham Mtn, NY	Jan. 16	12/29/03	282	Movement Analysis	Sunday River, ME	Feb. 25-26	02/04/04
146	At Your Service - Indoor	Jiminy Peak, MA	Jan. 22	01/02/04	291	Movement Analysis	Winterplace, WV	Feb. 26-27	02/05/04
156	Communication Station - Indoor	Jiminy Peak, MA	Jan. 23	01/02/04	299 *	Extreme Teaching	Ski Beech, NC	Feb. 28-29	02/06/04
198	History Comes Alive	Camelback, PA	Feb. 2-3	01/12/04	311	History Comes Alive	Kissing Bridge, NY	Mar. 2-3	02/10/04
199	Extreme Teaching	Camelback, PA	Feb. 2-3	01/12/04	312	Extreme Teaching	Kissing Bridge, NY	Mar. 2-3	02/10/04
203	Extreme Teaching	Ski Sundown, CT	Feb. 2-3	01/12/04	319	History Comes Alive	Snowshoe, WV	Mar. 2-3	02/10/04
208	History Comes Alive	Cranmore Mtn, NH	Feb. 3-4	01/13/04	323	Movement Analysis	Holimont, NY	Mar. 4-5	02/12/04
213	Phys. & Mental Disabilities	Waterville Valley, NH	Feb. 3	01/13/04	324	Knee High Knowledge	Holimont, NY	Mar. 4	02/12/04
215	Movement Analysis	Camelback, PA	Feb. 4-5	01/14/04	380	Phys. & Mental Disabilities	Sunday River, ME	Mar. 25	03/04/04
219	Movement Analysis	Ski Sundown, CT	Feb. 4-5	01/14/04	382	Knee High Knowledge	Sunday River, ME	Mar. 26	03/05/04
220	Knee High Knowledge	Waterville Valley, NH	Feb. 4	01/14/04					

## MASTER TEACHER EXAMS (All Exams Start at 4:00 pm) - \$10

Num	Location	Dates	Deadline	Num	Location	Dates	Deadline
801	Killington, VT	Dec. 10	11/19/03	814 *	Gunstock, NH	Feb. 7	01/16/04
802	Snowshoe, WV	Dec. 16	11/25/03	815 *	Wisp, MD	Feb. 7	01/16/04
803 *	Catamount, NY	Jan. 3	12/12/03	816	Liberty Mtn, PA	Feb. 9	01/19/04
804 *	Magic Mtn, VT	Jan. 3	12/12/03	817	Pico, VT	Feb. 11	01/21/04
805	Bromley Mtn, VT	Jan. 5	12/15/03	818	Montage Mtn, PA	Feb. 23	02/02/04
806	Seven Springs, PA	Jan. 5	12/15/03	819	Sunday River, ME	Feb. 23	02/02/04
807	Hunter Mtn, NY	Jan. 12	12/22/03	820	Winterplace, WV	Feb. 26	02/05/04
808	Jiminy Peak, MA	Jan. 20	12/30/03	821 *	Ski Beech, NC	Feb. 28	02/06/04
809	Jiminy Peak, MA	Jan. 23	01/02/04	822	Kissing Bridge, NY	Mar. 2	02/10/04
810 *	Pico, VT	Jan. 24	01/02/04	823	Snowshoe, WV	Mar. 2	02/10/04
811	Camelback, PA	Feb. 2	01/12/04	824	Mount Snow, VT	Mar. 22	03/01/04
812	Ski Sundown, CT	Feb. 2	01/12/04	825	Sunday River, ME	Mar. 26	03/05/04
813	Cranmore Mtn, NH	Feb. 3	01/13/04				

### Important Notes on PSIA-E/AASI Events

PSIA-E and AASI events are open to members or those becoming members. Non-member, active snowsports teachers may attend only those events with a non-member price option (indicated by #) and their applications must include their Director's signature. The only event where **alpine skiers** may become a new member is at an Alpine First Tracks event. Those alpine members wishing to enroll in the **Early Admission certification program** are required to pay a non-refundable \$50 program fee.

The only events where **snowboarders** may become new members are at Level I events or the Snowboard Level 1 Instructor Training Course. The only events that **Nordic skiers** may become new members are at upgrade events and the Nordic Instructor Training Courses. The only events that individuals may become **adaptive** members are Level 1 events. There are prerequisites for all membership levels; information is available through the PSIA-E office or at the Membership/Join the Team page of the [www.psia-e.org](http://www.psia-e.org) web site.

Regarding dues, members becoming Level I are paying dues for the current season and will be invoiced in early May for the following season. Those individuals joining after President's Day (February 16, 2004) are billed at a discounted rate (50%) for the balance of the current season and will be billed at the full membership rate for the following season.

# PSIA-E IAASI "Multi-Discipline" Schedule for 2003-2004

Notes: \* = Events with limited attendance; may fill prior to deadlines!  
Weekend events are highlighted in blue.

FOR ALL DISCIPLINES						(Members Only)
Num. Event/Description	Location	Dates	Deadline	Price		
<b>On Any Gear – Clinic Coach may not be riding the same type of equipment you are</b>						
138	Intro to Trees/Steeps	Gore Mtn, NY	Jan. 20-21	12/30/03	\$109	
172	Advanced Trees/Steeps	Stowe, VT	Jan. 26-27	01/05/04	\$109	
193	* Intro to Trees/Steeps	Smugglers' Notch, VT	Jan. 31-Feb. 1	01/09/04	\$109	
354	Intro to Trees/Steeps	Sugarbush, VT	Mar. 15-16	02/23/04	\$109	
376	Advanced Trees/Steeps	Jay Peak, VT	Mar. 25-26	03/04/04	\$109	
705	Freestyle for Kids - Park & Pipe	Okemo Mtn, VT	Jan. 8-9	12/18/03	\$109	
238	* Park & Pipe	Wisp, MD	Feb. 7-8	01/16/04	\$109	
269	Park & Pipe	Okemo Mtn, VT	Feb. 23-24	02/02/04	\$109	
276	Park & Pipe	Massanutten, VA	Feb. 24-25	02/03/04	\$109	
373	Park & Pipe	Mount Snow, VT	Mar. 22-23	03/01/04	\$109	
381	Park & Pipe	Sunday River, ME	Mar. 25-26	03/04/04	\$109	
<b>Backcountry Accreditation – Accreditation Program For All Disciplines</b>						
389	Orientation – Indoor	Mount Snow, VT	Nov. 1	10/10/03	\$70	
390	Planning & Equipment - Indoor	Mount Snow, VT	Nov. 2	10/10/03	\$70	
391	Collecting Data	Bolton Valley, VT	Feb. 5-6	01/15/04	\$139	
392	Putting It All Together	Bolton Valley, VT	Mar. 1-2	02/09/04	\$139	
<b>Learn To Clinics - Participants Required To Have Proper Equipment</b>						
604	* Learn to Tele	Gunstock, NH	Jan. 24-25	01/02/04	\$90	
609	Learn to Tele	Gore Mtn, NY	Feb. 5-6	01/15/04	\$90	
654	Learn to Track/Skate	Grafton Ponds, VT	Jan. 5-6	12/15/03	\$85	
<b>Learn To Ride Snowboard Clinics - Includes Burton LTR Rentals</b>						
411	* Learn to Ride Snowboard Clinic	Loon Mtn, NH	Jan. 12-13	12/22/03	\$130	
427	* Learn to Ride Snowboard Clinic	Hunter Mtn, NY	Feb. 4-5	01/14/04	\$130	
453	* Learn to Ride Snowboard Clinic	Okemo Mtn, VT	Mar. 10-11	02/18/04	\$130	

## PSIA-E Adaptive Schedule for 2003-2004

Notes: \* = Events with limited attendance; may fill prior to deadlines! # = Events non-members may attend for \$20 additional fee.  
Weekend events are highlighted in blue.  
Individuals become Adaptive members only by passing a Level I event and paying current dues. For members of other disciplines, Adaptive events may count as update credit every other update.

SPECIALTY ONE or TWO DAY EVENTS #				(Non-members add \$20) 1 day - \$65 / 2 days - \$100					
Num. Event/Description	Location	Dates	Deadline	Num. Event/Description	Location	Dates	Deadline		
500 #	Behavior Modification	Hunter Mtn, NY	Jan. 3	12/12/03	507 #	Blind/DD Clinic	Mountain Creek, NJ	Jan. 22	01/02/04
501 #	Share-Learn Mono/Bi	Smugglers' Notch, VT	Jan. 3	12/12/03	508 #	Intro to 3/4 Track	Jack Frost, PA	Jan. 23	01/02/04
502 #	Intro to 3/4 Track Teaching	Hunter Mtn, NY	Jan. 4	12/15/03	520#*	Experiential Mono/Bi - 2 Days	Whiteface Mtn, NY	Feb. 7-8	01/16/04
503 #	Experiential 3/4 Track	Smugglers' Notch, VT	Jan. 4	12/15/03	517 #	Beginner Race Program	Waterville Valley, NH	Feb. 8	01/19/04
504 #	Intermediate Blind/DD	Bear Creek, VT	Jan. 8	12/18/03	518	Mock Level 3 Exam	Hunter Mtn, NY	Feb. 13	01/23/04
505 #	Intermediate 3/4 Track	Bear Creek, VT	Jan. 9	12/19/03	519	Mock Level 2 Exam	Windham Mtn, NY	Feb. 13	01/23/04
547	Novice/Interm. Wkshop	Peek 'n Peak, NY	Jan 10-11	12/19/03					

### LEVEL I EXAMS (For new members – fee includes \$85 dues) 2 days - \$235

Candidates must state their specialty on application.  
(Blind/Dev. Delayed), (3-4 Track), (Mono/Bi Ski)

Num. Event/Description	Location	Dates	Deadline	Num. Event/Description	Location	Dates	Deadline		
506	Level I Exam	Peek'n Peak, NY	Jan. 10-11	12/19/03	516	Level I Exam	Ski Sundown, CT	Feb. 6-7	01/16/04
509	Level I Exam - Blind/DD	Whitetail, PA	Jan. 24-25	01/02/04	<b>Discounted Dues after Feb. 16 – 2 days - \$192.50</b>				
510	Level I Exam - Mono/Bi	Whitetail, PA	Jan. 26-27	01/05/04	522	Level I Exam	Attitash Bear Peak, NH	Mar. 6-7	02/13/04
513	Level I Exam	Hunter Mtn, NY	Jan. 31-Feb. 1	01/09/04	526	Level I Exam	Sugarbush, VT	Mar. 18-19	02/26/04

### LEVEL II EXAMS 1 to 4 day events - \$87 for first day; \$77 for each consecutive day

Num. Event/Description	Location	Dates	Deadline	Num. Event/Description	Location	Dates	Deadline		
512	Blind/DD	Hunter Mtn, NY	Jan. 31	01/09/04	525	Blind/DD	Sugarbush, VT	Mar. 18	02/26/04
533	Skiing	Hunter Mtn, NY	Jan. 31	01/09/04	537	Skiing	Sugarbush, VT	Mar. 18	02/26/04
514	Mono/Bi	Hunter Mtn, NY	Feb. 1	01/12/04	528	Mono/Bi	Sugarbush, VT	Mar. 19	02/27/04
534	3/4 Track	Hunter Mtn, NY	Feb. 1	01/12/04	538	3/4 Track	Sugarbush, VT	Mar. 19	02/27/04
521	Blind/DD	Attitash Bear Peak, NH	Mar. 6	02/13/04	530	Mono/Bi	Sugarbush, VT	Mar. 20	02/27/04
535	Skiing	Attitash Bear Peak, NH	Mar. 6	02/13/04	539	3/4 Track	Sugarbush, VT	Mar. 20	02/27/04
523	Mono/Bi	Attitash Bear Peak, NH	Mar. 7	02/15/04	532	Blind/DD	Sugarbush, VT	Mar. 21	02/27/04
536	3/4 Track	Attitash Bear Peak, NH	Mar. 7	02/15/04	540	Skiing	Sugarbush, VT	Mar. 21	02/27/04

### LEVEL III EXAMS 1 to 4 day events - \$87 for first day; \$77 for each consecutive day

Num. Event/Description	Location	Dates	Deadline	Num. Event/Description	Location	Dates	Deadline		
511	Blind/DD	Hunter Mtn, NY	Jan. 31	01/09/04	527	Mono/Bi	Sugarbush, VT	Mar. 19	02/27/04
541	Skiing	Hunter Mtn, NY	Jan. 31	01/09/04	544	3/4 Track	Sugarbush, VT	Mar. 19	02/27/04
515	Mono/Bi	Hunter Mtn, NY	Feb. 1	01/12/04	529	Mono/Bi	Sugarbush, VT	Mar. 20	02/27/04
542	3/4 Track	Hunter Mtn, NY	Feb. 1	01/12/04	545	3/4 Track	Sugarbush, VT	Mar. 20	02/27/04
524	Blind/DD	Sugarbush, VT	Mar. 18	02/26/04	531	Blind/DD	Sugarbush, VT	Mar. 21	02/27/04
543	Skiing	Sugarbush, VT	Mar. 18	02/26/04	546	Skiing	Sugarbush, VT	Mar. 21	02/27/04



# AASI Snowboard Schedule for 2003-2004

Notes: \* = Events with limited attendance; may fill prior to deadlines!

^ = Night events (6-10 P.M.)

Weekend events are highlighted in blue.

	Num.	Event	Description	Location	Price	Dates	Deadline
<b>RALLIES</b>	468	Spring Rally	2 days; banquet/race	Killington, VT	\$135	Mar. 27-28	03/05/04
<b>DIRECTORS</b>	466	Snowsports School Management Seminar	2 ½ days; banquet	Mount Snow, VT	\$155	Dec. 1-3	11/10/03
	467	So Snowsports School Management Seminar	2 ½ days; banquet	Snowshoe, WV	\$155	Dec. 14-16	11/23/03
<b>PREMIER EVENTS</b>	402	Eastern Team Tryout	Level III Only	Killington, VT	\$160	Dec. 6-7	10/01/03
	403	Level 1 ITC	For new members: 5 days; banquet, (Fee includes \$85 dues)	Killington, VT	\$360	Dec. 8-12	11/17/03
	404	Eastern Academy	Levels I, II or III – 5 days; banquet	Stowe, VT	\$325	Dec. 15-19	11/24/03
	374	Plus 1 Showcase	Cocktail Party Included	Hunter Mtn, NY	\$120	Mar. 11-12	02/19/04
	460	Huck Fest	Open to Levels I, II or III	Okemo Mtn, VT	\$120	Mar. 22-23	03/01/04
<b>SPECIALTY EVENTS</b>	425	Jibbin' Jennies - Women Only	Open to all AASI Certified Members; 2 days	Labrador Mtn, NY	\$120	Feb. 1-2	01/12/04
	446	Super Carve	Open to all AASI Certified Members; 2 days	Pico, VT	\$120	Mar. 2-3	02/10/04
	448	AASI Open Park and Pipe	Open to all AASI Certified Members; 2 days	Okemo Mtn, VT	\$120	Mar. 4-5	02/12/04
	450	Old Fart Park and Pipe	Open to all AASI Certified Members; 2 days	Wisp, MD	\$120	Mar. 6-7	02/13/04
	475	East Demo Team Day	Non-Credit 1-Day Event	Okemo, VT	\$50	Mar. 10	02/18/04

## RESORT TRAINERS PROGRAM (Open to Level II Members who are in a training position and all Level III Members) 2 days - \$110

Num.	Event/Description	Location	Dates	Deadline	Num.	Event/Description	Location	Dates	Deadline
401	Resort Trainers - Part 1	Okemo Mtn, VT	Nov. 24-25	11/03/03	455	Resort Trainers - Part 3	Whiteface Mtn, NY	Mar. 15-16	02/23/04
426	Resort Trainers - Part 2	Hunter Mtn, NY	Feb. 2-3	01/12/04					

## FREESTYLE ACCREDITATION (AASI Only - Not MTC Accred) (Open to all AASI Members) 2 days - \$120

Num.	Event/Description	Location	Dates	Deadline	Num.	Event/Description	Location	Dates	Deadline
469	Intro Session	Mtn Creek, NJ	Jan 14-15	12/24/03	472	Park Session	Wachusett Mtn, MA	Mar. 3-4	02/11/04
470	Intro Session	Loon Mtn, NH	Jan. 20-21	12/30/03	473	Pipe Session	Bromley Mtn, VT	Mar. 8-9	02/16/04
471	Intro Session	Wisp, MD	Jan. 28-29	01/07/04					

## 200 LEVEL COURSES (Open to All AASI Members, Qualifies as Prerequisite for Level II) 2 days - \$120

Num.	Event/Description	Location	Dates	Deadline	Num.	Event/Description	Location	Dates	Deadline
405	Riding Concepts 200	Belleayre Mtn, NY	Dec. 18-19	11/26/03	433	Teaching Concepts 200	Cataloochee, NC	Feb. 10-11	01/20/04
408	Movement Analysis 200	Waterville Valley, NH	Jan. 8-9	12/18/03	435	Riding Concepts 200	Mount Southington, CT	Feb. 11-12	01/21/04
410 *	Riding Concepts 200	Massanutten, VA	Jan. 10-11	12/19/03	442	Teaching Concepts 200	Shawnee Peak, ME	Feb. 27-28	02/06/04
413	Teaching Freestyle 200	Blue Mtn, PA	Jan. 12-13	12/22/03	430	Movement Analysis 200	Liberty Mtn, PA	Mar. 8-9	02/16/04
415	Movement Analysis 200	Song Mtn, NY	Jan. 20-21	12/30/03	451	Teaching Concepts 200	Holimont, NY	Mar. 8-9	02/16/04
422	Steeps 200	Stowe, VT	Jan. 28-29	01/07/04	456	Riding Concepts 200	Mount Sunapee, NH	Mar. 15-16	02/23/04
431 *	Movement Analysis 200	Gore Mtn, NY	Feb. 8-9	01/16/04	457	Teaching Freestyle 200	Mount Snow, VT	Mar. 17-18	02/25/04

## 300 LEVEL COURSES (Open to Level II or III Members, Qualifies as Prerequisite for Level III) 2 days - \$120

Num.	Event/Description	Location	Dates	Deadline	Num.	Event/Description	Location	Dates	Deadline
417	Peer Coaching 300	Magic Mtn, VT	Jan. 22-23	01/02/04	437 *	Coaching Freestyle 300	Massanutten, VA	Feb. 22-23	02/02/04
423	Steeps 300	Stowe, VT	Jan. 28-29	01/07/04	440	Coaching Freestyle 300	Loon Mtn, NH	Feb. 25-26	02/04/04
428	Movement Analysis 300	Blue Knob, PA	Feb. 4-5	01/14/04	459	Teach 300	Loon Peak, VT	Mar. 18-19	02/26/04

## LEVEL I EXAMS (For new members becoming Level I - Fees include \$85 dues) 2 days - \$204 3 night events - \$240

Num.	Location	Dates	Deadline	Num.	Location	Dates	Deadline
400	Killington, VT	Nov. 22-23	10/31/03	436	Cataloochee, NC	Feb. 12-13	01/22/04
407	Catamount, NY	Jan. 8-9	12/18/03	<b>Discounted Dues after Feb 16 - 2 days - \$161.50</b>			
409	Cannon Mtn, NH	Jan. 10-11	12/19/03	438	Mount Snow, VT	Feb. 23-24	02/02/04
412	Wintergreen, VA	Jan. 12-13	12/22/03	439	Eagle Rock Resort, PA	Feb. 23-24	02/02/04
414	Blue Mtn, PA	Jan. 14-15	12/24/03	443	Peak'n Peak, NY	Feb. 29-Mar. 1	02/09/04
416	Song Mtn, NY	Jan. 22-23	01/02/04	449	Ski Sundown, CT	Mar. 6-7	02/13/04
419	Mountain Creek, NJ	Jan. 26-27	01/05/04	452	Seven Springs, PA	Mar. 10-11	02/18/04
420	Bolton Valley, VT	Jan. 26-27	01/05/04	454	Sugarbush, VT	Mar. 11-12	02/19/04
429	West Mountain, NY	Feb. 6-7	01/16/04	461	Hunter Mtn, NY	Mar. 25-26	03/04/04
432	Wachusett Mtn, MA	Feb. 9-10	01/19/04	462	Sunday River, ME	Apr. 3-4	03/12/04
434 ^	Kissing Bridge, NY	Feb. 10-12	01/20/04	465	Killington, VT	Apr. 10-11	03/19/04

## LEVEL 200 EXAM CLINICS & RIDING RETAKES (2 day Exam Clinic can be used as a riding retake)

Num.	Event/Description	Location	Dates	Deadline	Price
421	Level II Exam Clinic	Snowshoe, WV	Jan. 26-27	01/05/04	\$120
424	Riding Assessment 200	Stowe, VT	Jan. 30	01/09/04	\$65
444	Level II Exam Clinic	Hunter Mtn, NY	Mar. 1-2	02/09/04	\$120

## LEVEL II EXAMS (Open to Level I Members With Exam Prereq) 3 days - \$195

To be eligible for a Level II exam, a 2-day Level 200 course or Eastern Academy must have been taken after Nov. 2002.

Num.	Location	Dates	Deadline
406	Hunter Mtn, NY	Jan. 5-7	12/15/03
441	Snowshoe, WV	Feb. 24-26	02/03/04
463	Sunday River, ME	Apr. 5-7	03/15/04

## LEVEL 300 EXAM CLINICS & RIDING RETAKES (2 day Exam Clinic can be used as a riding retake)

Num.	Event/Description	Location	Dates	Deadline	Price
418	Riding Assessment 300	Magic Mtn, VT	Jan. 24	01/03/04	\$65
445	Level 3 Exam Clinic	Hunter Mtn, NY	Mar. 1-2	02/09/04	\$120

## LEVEL III EXAMS (Open to Level II Members With Exam Prereq) - 3 days - \$195

To be eligible for a Level III Exam, a 2-day Level 300 course or Eastern Academy must have been taken after Nov. 2002.

Num.	Location	Dates	Deadline
464	Sunday River, ME	Apr. 5-7	03/15/04

# PSIA-E Nordic Schedule for 2003-2004

Notes: \* = Events with limited attendance; may fill prior to deadlines!

# = Events non-members may attend for \$20 additional fee.

Weekend events are highlighted in blue.

New Nordic members may become Level I only at upgrade events or the Nordic Instructor Training Courses. During the season in which they become Level I, Nordic members are eligible for the Level II prerequisite and exam. In order to qualify for an exam at the next membership level, a member must first take an exam prerequisite (or upgrade) within the same season as the exam. PSIA-E members in other disciplines may attend Nordic events at their own level, but cannot skip levels of certification, with the exception that Alpine Level III members may take the Nordic Downhill Level III prerequisite and exam.

## NORDIC DOWNHILL

	Num.	Event	Description	Location	Price	Dates	Deadline
<b>RALLIES</b>	622	Spring Rally	2 days, banquet	Killington, VT	\$99	Mar. 27-28	03/05/04
<b>PREMIER EVENTS</b>	600	Mini Academy		Killington, VT	\$99	Dec. 6-7	11/14/03
	601	ITC / Snow Pro Jam	5 days; banquet	Killington, VT	\$239	Dec. 8-12	11/17/03
<b>SPECIALTY EVENTS</b>	389	Orientation	Indoor Accreditation	Mount Snow, VT	\$70	Nov. 1	10/10/03
	390	Planning & Equipment	Indoor Accreditation	Mount Snow, VT	\$70	Nov. 2	10/10/03
	391	Collecting Data	On-Snow Accreditation	Bolton Valley, VT	\$139	Feb. 5-6	01/15/04
	392	Putting It All Together	On-Snow Accreditation	Bolton Valley, VT	\$139	Mar. 1-2	02/09/04
	625	East Demo Team Day	Fun Non-Credit Event	Okemo, VT	\$50	Mar. 10	02/18/04

## UPGRADES # (Non-members add \$20) New Members \$172 (includes \$85 dues) / Current Members - \$90

Members become Level I by attending any 2 days of upgrades and stating Level I Certification Requested on application.

Num	Event	Location	Dates	Deadline	Num	Event	Location	Dates	Deadline
602	Free Heel Chicks	Wisp, MD	Jan. 10-11	12/19/03	610	Intro to Trees / Off-Piste	Bretton Woods, NH	Feb. 7-8	01/16/04
603	Video Movement Analysis	Seven Springs, PA	Jan. 22-23	01/02/04	611	Bumps - All Levels	Mad River Glen, VT	Feb. 11-12	01/21/04
604	Learn to Tele	Gunstock, NH	Jan. 24-25	01/02/04	<b>Discounted Dues after Feb. 16 - 2 days \$129.50</b>				
605	Skiing Improvement	Belleayre Mtn, NY	Jan. 26-27	01/05/04	612	Trees / Off-Piste	Blue Knob, PA	Feb. 23-24	02/02/04
606^	Alpine Crossover-PM Event	Kissing Bridge, NY	Jan. 28-29	01/07/04	624	Women Only Trees/Off-Piste	Blue Knob, PA	Feb. 23-24	02/02/04
607	Video Movement Analysis	Holimont, NY	Feb. 1-2	01/12/04	613	Off-Piste Exploration	Stowe, VT	Feb. 26-27	02/05/04
608	Exam Prep	Sugarbush, VT	Feb. 2-3	01/12/04	614	Carving / Intro to Off-Piste	Cannon Mtn, NH	Feb. 28-29	02/06/04
609	Learn to Tele	Gore Mtn, NY	Feb. 5-6	01/15/04	615	Video Movement Analysis	Jack Frost, PA	Mar. 1-2	02/09/04
623	Intro to Trees	Gore Mtn, NY	Feb. 5-6	01/15/04	616	Skiing Improvement	Pico, VT	Mar. 6-7	02/13/04
					617	Video Skiing Improvement	Sugarloaf, ME	Mar. 16-17	02/24/04

## EXAMS

3 days - \$160

Level IIIIII exams require a prerequisite (above) during same season as exam.

Num	Event	Location	Dates	Deadline	Num	Event	Location	Dates	Deadline
618	Dev Team Exam	Sugarbush, VT	Mar. 20-22	02/27/04	620	Level 3 Exam	Sugarbush, VT	Mar. 20-22	02/27/04
619	Level 2 Exam	Sugarbush, VT	Mar. 20-22	02/27/04	621	DCL Exam	Sugarbush, VT	Mar. 20-22	02/27/04

## NORDIC TRACK/SKATE

	Num.	Event	Description	Location	Price	Dates	Deadline
<b>PREMIER EVENTS</b>	652	ITC (3 days)	For Level 1 Certification add \$85 dues	Great Glen Trails, NH	\$127	Dec. 16-18	11/25/03
	653	Master's Academy		Jackson Touring, NH	\$85	Jan. 3-4	12/12/03
<b>SPECIALTY EVENTS</b>	389	Orientation	Indoor Accreditation	Mount Snow, VT	\$70	Nov. 1	10/10/03
	390	Planning & Equipment	Indoor Accreditation	Mount Snow, VT	\$70	Nov. 2	10/10/03
	391	Collecting Data	On-Snow Accreditation	Bolton Valley, VT	\$139	Feb. 5-6	01/15/04
	392	Putting It All Together	On-Snow Accreditation	Bolton Valley, VT	\$139	Mar. 1-2	02/09/04
	668	East Demo Team Day	Non-Credit Event	Okemo, VT	\$50	Mar. 10	02/18/04

## UPGRADES (Non-members add \$20) New Members \$167 (includes \$85 dues) / 1 day - \$55 / 2 days - \$85

Members become Level I by attending any 2 days of upgrades and stating Level I Certification Requested on application.

All two-day upgrade events count as exam prep.

Num	Event	Location	Dates	Deadline	Num	Event	Location	Dates	Deadline
651	Skiing/Teaching Improvement	Sugarloaf, ME	Dec. 6-7	11/14/03	658	Ski Improvement Classical	Norsk, NH	Feb. 3	01/13/04
654	Learn to Track/Skate	Grafton Ponds, VT	Jan. 5-6	12/15/03	660	Video Movement Analysis	Woodstock, VT	Feb. 7-8	01/16/04
655	New Skate	Verizon Sports Complex, NY	Jan. 10-11	12/19/03	661	New Skate	Waterville Valley, NH	Feb. 12-13	01/22/04
656	Intro to Biathlon	Verizon Sports Complex, NY	Jan. 22-23	01/02/04	662	Ski Improvement Classical	Mountain Trails X-C, NY	Feb. 17	01/27/04
657	Teaching Activities for T/S	Mountain Top X-C, VT	Jan. 25-26	01/05/04	<b>Discounted Dues after Feb. 16 - 2 days \$124.50</b>				
					663	Day Touring / Igloos	Garnet Hill XC Ski Center, NY	Mar. 6-7	02/13/04

## EXAMS

2 days - \$99

Level IIIIII exams require a prerequisite (above) during same season as exam.

Num	Event	Location	Dates	Deadline
665	Dev Team Exam	Verizon Sports Complex, NY	Mar. 6-7	02/13/04
666	Level II Exam	Verizon Sports Complex, NY	Mar. 6-7	02/13/04
667	Level III Exam	Verizon Sports Complex, NY	Mar. 6-7	02/13/04

### PSIA-E Nordic Information

provided by Mickey Stone, PSIA-E Nordic Coordinator

For Nordic Instructors, you must meet the following prerequisites to become a Level 1 member:

1. Be 16 years of age or older at the time of application.
2. Be an employee or volunteer of a recognized ski school, Nordic program, club, organized group or recreational facility.
3. Complete an in-house training and on-snow teaching program (if it is available to you). If this is not available, you should have an understanding of ATS concepts, PSIA and safety education (visit the national web site at [www.psia.org](http://www.psia.org)).

4. Candidates are expected to conduct themselves in an organized and professional manner.

5. Fill out an event registration form (downloadable from this web site).

6. Attend a two-day event in any of the upgrade or special events categories for either Track/Skate or Nordic Downhill. There will be a conductor's evaluation for attaining the Level I Certification.

7. Note: If you do not have a ski school director of major organizer due to the nature of your group, you may sign your name in the ski school director's section of the form ♦♦



# 2003 – 2004 Pro Shop

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Core Concepts Manual – For all disciplines <b>New in 2001-02</b>	\$24.50		
Alpine Technical Manual <b>New in 2002-03</b>	19.50		
Basic Alpine Set (Core Concepts & Alpine Tech Manual)	39.50		
Alpine Technical Video <b>New in 2002-03</b>	22.50		
Alpine Handbook – Vail publication <i>Available in November</i>	17.00		
<i>In the Yikes! Zone: A Conversation with Fear</i> by Mermer Blakeslee	16.95		
Ski Instructors Guide to Phys. & Bio	12.00		
ATS-3: Alpine Level I Study Guide (L II & III sold out) <i>Close-out 50% off</i>	6.25		
Movement Analysis Pocket Guides <i>Popular item!</i>	4.50		
PSIA-E All Level Study & Exam Guide & Workbook <i>Valuable combo!</i>	5.00		
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ATS – Nordic Manual	19.95		
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Available ski school positions. A=Alpine, N=Nordic, S=Snowboard, H=Adaptive, X=Open

		FT	PT			FT	PT			FT	PT	
<b>Alpine Mtn. Ski School</b>					<b>Bucksteep Manor Inn</b>					<b>Hidden Valley Ski School</b>		
Scott Matthews	A-All Level			Adrianne Epe	X-Country	0	1	Donald Fox	A-All Levels	0	12	
Rt.447	S- All Level			885 Washington Mtn. Rd.	Instructor			Breakneck Road	S-All Levels	0	8	
Analomink, PA 18320				Washington, MA 01223				Vernon,NJ 07462				
(570) 595-2150				(413) 623-5535				(973) 764-6161				
<b>Alpine Winter Sports</b>				<b>Butternut Snowsport School</b>				<b>Hidden Valley Ski School</b>				
Joseph Dacunto	S-1	0	1	Einar Aas	A-All levels	3	15	1 Craighead Drive	Director /Ski	1	0	
PO Box 71				PO Box 480	S-All Levels	1	5	Hidden Valley,PA .15502	Supervisor	1	0	
East Jewett, NY 12424				Gt. Barrington,MA 01230	H- All Levels	0	2	(814) 443-8335				
(518) 589-9159				(413) 520-2000				<b>Holiday Valley Resort</b>				
<b>Ascutney Learning Center</b>				<b>Campgaw Mountain</b>								
Chris Sailer	A-Kids Direct	1	0		A-1	20	50	Ron Kubicki	A-2-3	6	15	
PO Box 699	S-Instructor	1	0	200 Campgaw Road	A-Reg	10	40	PO Box 370 Rte. 219	S-2-3	3	10	
Brownsville,VT 05037				Mahwah, NJ 07430	A2	10	20	Ellicottville,NY 14731	A-Kids	5	10	
(802) 484-7000				(201) 327-7800	S- 1	10	20	(716) 699-2345	S-Kids	3	10	
<b>Balsams Wilderness</b>				<b>Cannon Mountain</b>				<b>Holimont Snowsports</b>				
Andy Pearson	A- Kids	1	2	Jack McGurin	A-Instructors	4	10	Todd Fetzer	A-Child/Instr			
R R 1 Box 1000	N-X/C Coach	1	1	Franconia Notch Pky.	A-Child Instr	3	10	PO Box 279	S-Child/Instr			
Dixville Notch, NH 03576				Franconia, NH 03580	S- Instructor	4	8	Ellicottville, NY 14731	A-All Level			
(603) 255-3951				(603) 823-8800				(716) 699-2320	S-All Level			
<b>Bear Creek Mt. Club</b>				<b>Cataloochee Ski &amp; Snowboard</b>				<b>Hunter Mountain</b>				
Chris Marks	A-All Levels	0	3	John Cossaboom	A-All Levels	10	25	Charlie Knopp	S-Instructor	2	10	
P.O Box 86				1080 Ski Lodge Road	S-All Levels	8	15	Route 23A	A-Instructor	2	10	
Plymouth, VT 05149				Maggie Valley, NC 28751				Hunter, NY 12442	H-	0	3	
(802) 672-4242				(828) 926-0285				(518) 263-4223				
<b>Beleayre Mountain</b>				<b>Catamount Snowsports School</b>				<b>Jiminy Peak</b>				
Tom Tar	A-All Levels	5	25	Jay Barranger	A-1	2	10	Chuck Seymour	A-Night3-9 PM	20	0	
PO Box 313	S-All Levels	3	10	Rt. 23	A- 2	3	6	37 Corey Rd.	S-Night3-9PM	5	0	
Highmount, NY 12441	H- All Levels	1	5	Egremont,MA.01258	S 1	2	12	Hancock, MA 01237	A-Inst.3-7PM	0	15	
(845) 254-5600	N- 1-2	0	2	(413) 528-1262	S- 2	3	5	(413) 738-5500	S-Instr.3-7PM	0	15	
<b>Blue Hills Snowsports</b>				<b>Craftsbury Outside Center</b>				<b>Kissing Bridge</b>				
Chad Johnson	A-1	0	20	John Brodhead	N-All Levels	2	3	Debbie Goslin	A- 1	4	10	
4001 Washington St.	A-2	0	2	PO .Box 31				Route 240	A-2	2	6	
Canton, MA 02021	S-1	0	15	Craftsbury Com,VT 05827				Glenwood,NY 14069	S--1	4	10	
(781) 828-5070	S-3	0	1	(802) 586-2514				(715) 592-4963				
<b>Blue Mountain SnowSport School</b>				<b>Cranmore Snowsports School</b>				<b>Labrador Mountain</b>				
Bob Malenovsky	A 1	20		Karen Dolan	A-All Levels	4	10	Frank Odonnell	A-All Levels	15	30	
P O Box 216	S-1	20		PO Box 1640	S-All Levels	2	10	Route 91	S-All Levels	15	30	
Palmerton,PA 18071				North Conway,NH 03860	A- Freestyle	0	2	Truxton, NY 13158				
(610) 826-7700				(603) 356-8540	S-Freestyle	0	2	(607) 842-6204				
<b>Bolton Valley Resort</b>				<b>French-Swiss Ski College</b>				<b>Loon Mountain Ski &amp; Snowboard</b>				
Mark Aiken	A-Instructor	10	10	Jim Cottrell	A- Instructor	5	5	Matt Boyd	A-2-3	3	10	
4302 Bolton Access Rd.	S-Instructor	10	10	Appalachian Ski Mtn.	S- Instructor	2	5	RR1Box41 Kancamagus Hywy	S-2-3	3	8	
Bolton VT 05477				Blowing Rock,NC 28605	S-Child Dir	1	1	Lincoln,NH 03251	S- 1	6	15	
(802) 434-6878				(828) 295-9311				(603) 745-6281	S- 2-3	4	9	
<b>Bousquet Snow Sports</b>				<b>Gore Mt. Snow Sport School</b>				<b>Magic Mt. Learning Center</b>				
John Koch X16	A-All Levels	4	15	David Bulmer	A-All levels	5	20		A- Director	1	0	
Dan Fox Drive	S-All Levels	4	15	PO Box 470	S-All Levels	5	15	PO Box 524	A- Instructor	2	3	
Pittsfield,MA 01201	H-Wkends	0	2	North Creek,NY 12853	N- All Levels	1	5	Londonderry,VT 05148	S-Instructor	2	3	
(413) 442-8316				(518) 251-2411				(802) 824-5645				
<b>Bretton Wood Ski &amp; SB. School</b>				<b>Great Glen Trails</b>				<b>McIntyre Ski School</b>				
Steve DeBenedictis	A-Trainer	1	0	Nate Harvey	N-All Level	4	0	Ross Boisvert	A-1-2	10	10	
Route 302	A-Instru	0	10	PO Box 300				50 Chalet Ct	A-3	1	1	
Bretton Woods, NH 03575	A-Kids Instru	2	10	Gorham,NH 03581				Manchester, NH 03104	S-1	5	0	
(603) 278-3314	S-Instructor	1	0	(603) 466-2333				(603) 622-6159	S-2	0	1	
<b>Bromley Mt. Learning Center</b>				<b>Greek Peak Snowsports School</b>				<b>Mohawk Learning Center</b>				
Pete Robertson	A-All Levels	2	12	Roger Nadolski	A-All Levels	2	10	Joe Lawson	A- All Levels	0	5	
Box 1130	S-All Levels	4	20	2000 Rte.392	S-All Levels	2	10	64 Reservoir Road	S- All Levels	0	5	
Manchester Ctr.VT 05255	A-Will Train	3	8	Cortland, NY 13045	Terrain Park	2	0	Harwinton, CT 06791				
(802) 824-5522	S- Will Train	3	8	(607) 835-6111				(860) 485-1589				
<b>Bryce Resort</b>				<b>Gunstock Learning Center</b>				<b>Mount Southington Ski School</b>				
Horst Locher	A-2	2	0		A- All Levels	10	15	Steve Positano ext.220	A- All Levels			
PO Box 3	S-2	2	0	P.O. Box 1307	S-All Levels	10	15	PO . Box 347	S- All Levels			
Basye,VA 22810				Laconia, NH 03247				Southington, CT 06489				
(540) 856-2121				(603) 293-4341				(860) 628-0954				

		FT	PT
<b>Mt. Peter Ski Area</b>			
Robert Gallo	A/S - 1	0	10
PO Box 425	A/S - 2	0	10
Warwick, NY 10990	A/S - 3	0	10
(845) 986-0114			
<b>Mt. View Ski School</b>			
Heather Johnston	A-1	0	2
PO Box 447	A- 2	0	1
Edinboro, PA 16412	S- 1	0	2
(814) 763-4004	S- 2	0	1
<b>Northfield Mt. Cross Country</b>			
William Gabriel	N-1	0	1
99 Millers Falls Road	N- 2	0	1
Northfield, MA 01360	N- 3	0	1
(413) 659-4470			
<b>Okemo Mountain Resort</b>			
Dan Bergeron	A-Inst	5	20
77 Okemo Ridge Road	S-Inst	5	20
Ludlow, VT 05149	S-Supervisors	1	0
(802) 228-1564			
<b>Pats Peak Ski &amp; Snowboard</b>			
Roberta Holland	A/S - 1	15	20
24 Flanders Road	A/S - 2	5	20
Henniker, NH 03242	A/S - 3	5	20
(603) 428-3245	Race	8	8
<b>Plattekill Mountain</b>			
Bob Leonard	A-All Levels	0	7
Plattekill Mtn. Road	S-All Levels	0	7
Roxbury, NY 12474			
(607) 326-3500			
<b>Ragged Mt. Learning Center</b>			
John Barker	A-All Levels	2	10
620 Ragged Mt. Road	S-All Levels	2	10
Danbury, NH 03230			
(617) 768-3600			
<b>Royal Mt. Snowsports</b>			
Michael DiBartolomeo	A- All Levels	0	4
P O Box 139	S- All Levels	0	4
Caroga Lake, NY 12032			
(518) 843-1789			
<b>Ski Sundown</b>			
Carol Marchion	A- 1	0	5
126 Ratlum Rd. PO Box 208	A- 2	0	5
New Hartford, CT 06109	S-1	0	4
(860) 379-7669	S-2	0	4
<b>Smokey Mt. Snow Sport</b>			
Pete Jucker	A-1	4	10
PO Box 1701	A- 2	2	6
Gatlinburg, TN 37738	S- 2	2	6
(865) 436-4732	S-Any	4	10
<b>Smugglers Notch Snow Sport</b>			
Peter Ingvaldstad	A-Children	30	40
Route 108 South	A- Adults	20	30
Jeffersonville, VT 05464	S- All Levels	40	40
(802) 644-1148	H- All	5	5
<b>Snow Ridge Ski Area</b>			
Julie Vickery	A- All Level	12	30
PO Box 100 4501 West Rd.	S-All Levels	12	30
Turin, NY 13473			
(315) 348-8456			
<b>Snowshoe Mt. Ski/SB School</b>			
Rob Mahan	A-All Levels	15	20
PO Box 10	S-All Levels	0	5
Snowshoe, WV 26209	N-All Levels	10	10
(304) 572-5402	H-All levels	0	5
<b>Song Mountain Ski School</b>			
Dennis Kennedy	A- 1-3	0	10
1 Song Mt. Road	S- 1-3	0	10
Tully, NY 13159			
(315) 696-6519			

		FT	PT
<b>Stowe Ski &amp; Snowboard School</b>			
Dave Merriam	A-Children	10	10
5781 Mountain Road	S-Children	10	10
Stowe, VT 05672			
(802) 253-3680			
<b>Stratton Ski/SB School</b>			
Alois Lechner	A- 1-3	3	5
RR 1 Box 145	S- 2	3	3
Stratton Mtn. VT 05155	S-3	2	2
(802) 297-4071	A- Junior Ins	5	5
<b>Sugar Mt.</b>			
Len Bauer	A-All Levels	10	10
PO Box 369	S-All Levels	10	10
Banner Elk, NC 28604			
(828) 898-4521			
<b>Swain Ski And Snowboard</b>			
Chic Carlucci	A-All Levels	0	30
2275 Main Street	S-All Levels	0	25
Swain, NY 14884			
(607) 545-6511			
<b>Tenney Mtn. Snowsport School</b>			
Neil Harris	A- 1-3	7	0
151 Tenney Mtn. Road	S- 1-3	6	0
Plymouth, NH 03264	S-Director		
(603) 536-4125			
<b>Thunder Ridge</b>			
Dave Taylor	A- 1-2	5	10
Route 22	S- 1	3	5
Patterson, NY 12563			
(845) 878-4900			

		FT	PT
<b>Toggenburg Winter Sports</b>			
Jim Morris	A- All Levels	0	5
PO Box 162 Toggenburg Rd.	S-All Levels	0	5
Fabius, NY 13063			
(315) 683-5842			
<b>Wachusett</b>			
Bruce McDonald	A- 1 - 3	3	8
499 Mountain Road	S-1-3	3	8
Princeton, MA 01541			
(978) 464-2300			
<b>Waterville Valley Snowsports</b>			
Peter Weber	A- 1	4	6
Box 540	A-2,3	5	8
Waterville Valley, NH 03215	S- All Levels	3	6
(603) 236-8311			
<b>Windham Mt. Snowsport School</b>			
Franz Krickl	A- All Levels	0	5
PO Box 459 CD Lane Rd.	A 2	2	0
Windham, NY 12496	A-3	2	0
(518) 734-4300			
<b>Wintergreen Resort Snowsport</b>			
Peter Stransky	A-All level	6	15
PO Box 706 Rte. 664	S-All Level	6	20
Wintergreen, VA 22958			
(434) 325-8064			
<b>Wisp Mt.</b>			
Bill Cox	A-All Levels	5	24
PO Box 629	A-Child Sup	1	0
McHenry, MD 21541	S-1	2	12
(301) 387-4911			



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# AASI Eastern Freestyle Accreditation



by Luis Reyes  
 AASI Examiner Training Squad  
 Okemo, VT - Cutting Edge Learning Center  
 and  
 Jason Schetrompf  
 AASI Development Team  
 Wintergreen, VA - Snowsports School

## Special rate for AASI EASTERN ACADEMY Attendees...

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## Submitting to SnowPro?

The copy and ad closing date for the early winter 2004 issue is December 1, 2003. The issue will be mailed out to members in January.

So, you go purchase the latest offering by your favorite band. What do you expect? Perhaps you test-drive a new or used car. Do you walk into the dealer with any expectations? Maybe even something as seemingly small as a movie premiere? In all likelihood you expect good things - big things even. Same deal when guests come to us for instruction. They expect us to do wonders and have them riding like the most rewound segment in their favorite snowboard flick.

Well, why shouldn't we be able to deliver?... Introducing, the Freestyle Accreditation events. These events will explore several focuses including, but not limited to, freestyle safety, park etiquette, teaching freestyle, and appropriate terrain feature selection while teaching freestyle.

Ever been in a lesson with a grom and they regale you with all kinds of stories about all the tricks they claim as theirs and you just nod your head with thespian caliber enthusiasm because even if they could do all of that, you haven't a clue as to what they are referring to? Heck, they lost you way back when they, "battered-to-nollie..." Well, at Accreditation events we'll cover and explore freestyle terms related to park and pipe, flat ground tricks, and airs; the subtle, or not-so-subtle differences between things like a McTwist and a Misty, and, of course, why is it that that first grab we ALL did was such a no-no. We'll also spend a great deal of time on park safety, teaching/coaching park safely, and varied methods of teaching the same thing.

The Accreditation will offer four events, beginning with Introduction to Pipe and Park Instruction. After completing the introductory course, participants will have opportunities for specialization by attending the Pipe Session and/or the Park Session. These Sessions will provide specific insights on coaching intermediate riders in these disciplines of snowboarding. The Accreditation culminates with the Master Session, which will be offered to people who have completed both the Pipe and Park Sessions and will cover intermediate to advanced coaching in both the pipe and park.

What this event is, is an accreditation. What it is not is a freestyle exam. What it is, is an event to explore the very common grounds - for example, between moguls and pipe riding. What it is not is an event for instructors to learn freestyle. We are seeking to address the demand for pipe and park lessons at your home resort with safe and detailed lesson content utilizing our current teaching.

While it is expected that participants will be able to ride many of the topics covered, the event is primarily a TEACHING and SAFETY event meant to cover a lot of ground in teaching freestyle in a productive, safe, and non-intimidating manner. Yes, fun will be had by all. However, bring your thinking and teaching caps because everyone will need to bring their collective teaching ideas to the table. What we would like to establish are certain constants which, when looking at the big picture, need to be present at many levels as well as many aspects of riding so that when instructors from different hills participate at the same events, they will know the constants to all board-slides, spins, and grabs - but, how they each deliver it to the guest may and will vary. This event is designed to help everyone explore their own deeper bag from which to pull from.

So, for those that feel that this is up their alley, are at least Level 1 certified, enjoy riding first-rate parks/pipes, and are willing to explore their teaching, sign up already.

### Freestyle Accreditation Event Schedule:

Introduction to Pipe & Park Instruction	Mountain Creek, NJ	January 14-15, 2004
Introduction to Pipe & Park Instruction	Loon Mt., NH	January 20-21, 2004
Introduction to Pipe & Park Instruction	Wisp, MD	January 28-29, 2004
Park Session	Wachusett Mt., MA	March 3-4, 2004
Pipe Session	Bromley Mt., VT	March 8-9, 2004 ♦♦

# Education Foundation Donors

The PSIA-E Education Foundation expresses its sincere appreciation to the following additional members who have contributed at least \$50.00 to the Foundation through the annual dues "add-on" program. 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!

Einar Aas  
 Ronald E. Adinolfi  
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 John Lincoln  
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 Michele M. McQuillen  
 Roger Zilliox ◆◆

# Education Foundation Scholarship Deadline Extended

A reminder that the deadline for EF scholarship applications has been extended to December 31, 2003 this year, giving you six additional weeks to apply for financial assistance. Details on the available scholarships can be found in the Early Fall 2003 SnowPro as well as the division web site at [www.psia-e.org](http://www.psia-e.org). You may obtain an application form by calling the division office at (518) 452-6095 or visiting the division web site. Good luck! ◆◆

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## ADAPTIVE AIR TIME



adaptive news

# Adaptive Sports Foundation Celebrates its 20th Season!

by *Cherisse Rabl*  
ASF Development Director  
Windham Mountain, NY  
PSIA-E Level II Alpine, Level I  
Adaptive

During the 2003-04 ski season, the Adaptive Sports Foundation at Windham Mountain will be celebrating its 20th year in operation. The Adaptive Sports Foundation is a non-profit organization that offers skiing lessons to physically and cognitively impaired individuals.

Under the direction of Gwen Allard, the Disabled Ski Program at Ski Windham began in 1983 as a project of the Professional Ski Instructors of America-Eastern Educational Foundation (PSIA-E/EF). Allard was the executive director of the PSIA-E/EF and had started to research the possibility of cognitive and physically impaired individuals being able to ski. The board of PSIA-E/EF set up a research and development center at Ski Windham to research this possibility. With little funding and a few interested volunteers who happened to ski, the Disabled Ski Program began taking students under Allard's direction.

The next two decades resulted in consistent and steady growth in students and volunteer instructors. Snowboard instruction was introduced to the Program's special needs population in the early 1990s. Through structured fundraising events, dedicated fundraising volunteers and loyal support from the Windham winter community and the Ski Windham Corporation, the Program's budget grew from \$5,000 to \$500,000.

In 2000, the PSIA-E/EF board of directors decided it was time to call the Disabled Ski Program research project a success and for the Program to become its own entity. In 2000, the

Disabled Ski Program obtained its own 501(c)3 charitable status from the IRS and became incorporated as the Adaptive Sports Foundation. In addition to becoming its own entity, the Foundation began a summer sport program in the summer of 2000.

"Through the past 20 years, it really has been the determination, dedication and perseverance of the volunteer instructors that has made this program so successful. They are the unsung heroes of the Foundation. The volunteers are the ones working everyday with the students and helping the students achieve their goals and dreams. It is a pleasure and a privilege to work with them," stated Gwen Allard, President and Executive Director of the Adaptive Sports Foundation.

"When the Ski Windham Disabled Ski Program began in 1983, we had no idea what the response would be. As the Adaptive Sports Foundation's celebrates its 20th season, it is liv-

ing proof that providing recreational opportunities to people with disabilities is an important service to make available to the community. Windham Mountain is proud to be able to offer winter and summer sports to everyone, including those with special needs," states Dan Frank, President of Windham Mountain.

Currently, the Adaptive Sports Foundation is a \$1 million non-profit organization that serves over 1200 special needs individuals a year, conducts over 2600 lessons annually, has over 180 volunteer instructors, 5 full-time staff members, 2 seasonal staff members, and has 8 PSIA-E Adaptive Educational Staff members on its training staff. The Foundation is a PSIA/AASI member ski school, is an official Red Cross Provider, a chapter of Disabled Sports USA, and is recognized as the largest adaptive sport program on the east coast and among the leading adaptive sport programs in the country.◆◆

## In Memoriam

Bruce Fenn II, of Newry, ME, passed away peacefully on Oct. 3, 2003, at the age of 94, following a brief illness. He was born in Brookline, MA, on May 9, 1909. Bruce was a Lifetime Member of PSIA-E, having joined in 1950. He served as an examiner and pre-course conductor for many years before retiring in 1975. He resided in Auburn most of his adult life and lived with his son the last three years in Newry. On July 3, 1933, he married Gloria Gross, who died in March, 1997. He was an avid outdoorsman who enjoyed fly fishing and hunting. However, his passion was skiing! He directed ski schools at Bromley Mountain in VT, the Lake Placid Club in NY, and the Wildcat Ski School at Pinkham Notch in NH. He was also the Assistant Director of the Sepp Ruschp Ski School at Stowe, VT. To his close skiing friends, Bruce was known as "gentleman Bruce". Mike Cyr, of Newry, states, "Bruce was very instrumental in bringing PSIA to the Lost Valley Ski School, and will be sadly missed. . . .PSIA is where it is today because of people like him. He stopped skiing about 3 years ago. The man was a ski technician. The principles he shared with me as I was preparing for my certification back in 1978 are still many of the same fundamentals used with today's skis some 40cm shorter. I believe his last skiing endeavors were to help potential candidates prepare for exams and to spread his vast amount of ski knowledge." He is survived by his son, Bruce Fenn III and his wife, Susan P. Therrien Fenn, with whom he resided; his daughter, Kamala Lescault of Industry; 3 grandchildren, Bruce H. Fenn, Jennifer Fenn-Lefferts and Jennifer C. Gates-Fairbanks; 5 great-grandchildren; and many nieces and nephews.

*PSIA-E/AASI extends its heartfelt sympathies to friends and family of our passing member.*





# You're Never Too Small...

by Griz Caudle  
AASI Level II  
Swain Ski and  
Snowboard Center, NY  
ACE Team

Many of us in PSIA-E and AASI would have little trouble finding Stratton Mountain or Loon Mountain. How about Mountain View, PA? I know, it doesn't ring a bell. It didn't for me either when I was asked to do an ACE consult there. I had to look it up on a map. Oops, no map had Mountain View Ski Area listed. An e-mail from the Children's Director, Heather Johnston, began to clear the snow from my brain. She told me it's just outside Edinboro, Pennsylvania. There, that's easy. I know where that is. There's a university in Edinboro Pa., but still no Mountain View Ski Area on the map that I had. Luckily, Heather gave excellent directions to a wonderful B&B in Edinboro, and directions from the B&B to the ski area - only a ten-minute drive.

There it was, spread out before me. Mountain View Ski Area is all of 320 feet of vertical tucked behind an old barn-type structure known to the locals as the ski lodge. Heather had contacted the office in Albany and told Liz that she needed some assistance with training. She had eight new Alpine instructors, and all the Snowboard instructors were new, and very young. (Where have I heard that before.) Heather also explained that about 90% of the lessons at Mt. View are children's lessons. Together they decided an ACE Team member would best fit the immediate needs at Mt. View.

Ski areas may request an ACE consult whereby a member of the team will travel to an area and help train the staff. This a wonderful way in which the education staff can reach even the smallest areas. No one from the Ed Staff had ever visited Mountain View before. On this day the Mountain View staff consisted of 24 Alpine and 10 Snowboard instructors. The weather may have been gloomy, but the instructors' attitudes more than made up for it. They arrived ready to ski and ride. For many it was their first day on snow.

We spent the first hour watching the new ACE video, Power Play, and doing some team building games. This was a great way to introduce the staff to how kids learn and develop, as well as how they may learn a new snowsport. After discussing the CAP model, we put our equipment on and headed to the lift. The only two trails open on this day were serviced by the main lift. Fog shrouded the area, and I could not see the top. Conditions were far from "stellar". After a five-minute push by the T-bar through the Pennsylvania hardwoods, I reached the top of Mountain View. Everyone was very excited and receptive to the task at hand. The instructors at Mt. View are some of the most dedicated instructors I have ever met. During the afternoon I switched to my preferred equipment, a snowboard, and worked with Mt. View's young snowboard in-

structors. As Heather says, "You're never too small to be important in the snowsports business. The kids you get hooked on skiing and snowboarding are going to be begging their parents to bring them back again and again." Alison Clayton, PSIA-E Children's Coordinator and ACE Team leader notes that, "The good news is kids don't really care about the size of a ski area or the vertical drop...provided there are good role models, fun terrain and inspiring activities... to kids it's all good...they'll create their own playground."

The Mt. View instructors are ready to help create that playground. My hat's off to a very dedicated group of PSIA-E and AASI instructors.

Try an ACE consult...You're never too small. ♦♦

# What I Did On My Summer Vacation

Kim Seevers; Director of Education and Programs PSIA-Eastern

You may or may not have noticed that PSIA-E is offering a summer race camp at Mount Hood this summer. Maybe you read that piece about summer camp and you either blew it off as something that you're totally not interested in, or maybe you're wondering exactly what going skiing in the middle of the summer is all about. Well, we couldn't just throw something like that on the schedule without checking it out first, so last summer some of the Examiners bravely offered to go where no Ed staff members have gone before: to the first annual Ed Staff summer race camp. Here's an account of what it was like for the group of Examiners that trekked off to the Peak Performance Camp last July.

The first issue is that by mid July most of us are in full-on summer mode. Standard operating procedure for me in July is the following: upon return home from work I throw on the bathing suit, a pair of shorts, and flip-flops, make a gin and tonic (OK, if you know me, you know THAT'S not true!) and head down to the water for a good float with everyone else in my lakefront neighborhood. Even thinking about gathering together what I'd need for a ski camp in the middle of July was mission impossible. But being Kim Possible

(she can do anything!), I set to work getting it done. The biggest dilemma of the entire trip was packing for it! Out came all the winter boxes until there were piles of stuff in the middle of the living room floor. Way too much stuff! Layers. That was the key. Take layers. The problem is that it can be cold on the snowfield or it can be scorching hot. It can be 80 or 90 degrees down in town in the afternoon and it can cool off and be really, really chilly in the evenings. Oh what the heck, just cram it all in, you never know what you'll need. That's what ski bags are for. I headed off to the airport with my mess early one Sunday morning. I met up with all the other Ed Staff members out in Portland in the baggage area. I found that I had actually packed quite efficiently compared to some of my peers!

We met the coaches, piled everything into the vans and made the trek up to camp. After settling in and getting dinner we had our first meeting and met the other adults there for the week. Coaches Dave Gregory, Shawn Smith, Mel Brown and Charlie Knopp filled us in on the dos and don'ts of skiing in the summer. Each camp is assigned a lane which is exactly what it says it is. A grooming machine



A view of the Palmer Snowfield

continued next page

## What I Did On My Summer Vacation, continued

creates 18-24 vertical lanes of snow across the snowfield, one of which is assigned to each camp for the day. Each lane is separated from the next by piles of snow and bamboo poles. (Photo #1) You come off the lift at the top and ski or ride across the top of the lanes. This is sometimes a dangerous endeavor as the kids are prone to rocketing along and then suddenly stopping abruptly in the middle of the track without much thought as to the hundred or so people that are moving along behind them. We learned glacier etiquette and got our schedule for the week.

A typical day at camp goes something like this: up around 5:15 (yes, that's AM!) so the whole house can get a chance in the bathroom, over to breakfast by 6:00, equipment has to be in the cargo van by 6:10 or it's a possibility you'll be chasing Shawn Smith down the road while he laughs maniacally as he accelerates, brakes, accelerates, brakes and leaves you engulfed in a cloud of dust desperately running after the van to get your equipment up to the mountain. Shawn likes this game—nobody else seems to like it as much as he does, go figure! Camper vans are wheels up by 6:30 to be up to Timberline by 7:00. Another amusing game: find the cargo van which Shawn has hidden (and is loaded with all our equipment) when we reach the parking lot. Shawn's such a funny boy.

The first run up the lift is amazing. You'd think it would get old, but it never does to me; it's the most beautiful time of the day. The sun is up over the back of Mount Hood and sometimes the moon is still up behind you on the chairlift. The sky is often crystal clear. You've got a shell and a couple thin layers on and will most likely be rid of those within the hour. Life doesn't get much better. The conversation on the way up generally goes something like this, "Well, we could be sitting at a desk! Wonder what \_\_\_\_ (fill in name here) is doing today. We should call him/her." After a few free runs, it's time to get to work. We generally start out with GS for the first three or four days, and finish up with slalom. You can take as many runs as your legs can take. The snow toward the bottom gets pretty heavy from the constant pounding of the sun by about 9:30 so you stop rotating through quite so fast. The coaches videotape a couple runs a day for every member of the camp which you get to scrutinize, like it or not, after dinner each evening. About 11:30 or 12:00 some of the wimpier camps start to head down which is a great time to blast some big GS turns across a couple of empty lanes. The snow up top is usually still pretty hard and this is a nice time to get some good free skiing in if your legs are still holding up. Everyone is usually down at the vans by 12:30 or 1:00, ready for lunch.

An interesting phenomenon, the "Stinky Table" or some semblance of the same could be found at every house at this time each day. Our "Stinky Table" was a big old picnic table out behind our cabin over which would be spread an array of drenched socks, gloves, shirts, boot liners, and various and sundry other items. Each cabin had some version of this. Every day after lunch, you have the chance to go to Government Camp to visit all of the ski companies. This is an excellent opportunity to try out all the newest equipment, all specially tuned for the conditions. You can ski on a different pair of brand new race stock skis every single day. Plus, you never know who's going to be sitting on the ratty old couch in the demo center when you go in. Hey, Bode might be hanging there when you go in to pick up a pair of Rossis!

By the way, the best part about Government Camp is not the skis, but the chance to get a Volcano Cone, the best ice cream cone

the far side of the Mississippi! (Photo #2) It does remain a mystery to me how green tea and ice cream can come to be combined into something that's incredibly delectable! Afternoons are spent hiking to some beautiful local spots, working out at the local gym, and going down to Hood River. This year we'll get to swim, play golf and mountain bike at the Resort at the Mountain where we'll be staying for the PSIA Adult Camp. By 9:00, you're pretty lucky if you can keep your eyes open. 5:15 comes early so everyone heads back to their houses for some evening conversation, a few laughs and bedtime.

We had a great time last summer. The chance to spend a week together doing what we love to do, with a group of friends was a remarkable way to spend a summer week. The staff members who were there had a blast and hope that you'll consider joining us this summer. Hey, it's WAY better than sitting behind a desk! (Photo #3) ◆◆



**Rick Skelley and Tim Thompson can hardly wait for their day's Volcano Cone.**



**Dave Capron, Rob Mahan, and Rick Skelley are glad they're not in the office today!**

## PSIA-E Summer Race Camp at Mount Hood!

Take the summer skiing plunge...

By Kim Seevers, Director of Education & Programming

Ski magazines are notorious for sending out an issue just about the middle of July with pictures of gorgeous mountain peaks under the backdrop of a crystal clear sky. Skiers traverse a glacier in some sunny locale having the time of their lives. After looking at those pictures, do you ever find yourself down in the basement caressing your skis, or maybe even putting your boots on? Do the pictures lead to dreams about last season's best powder days, that perfectly groomed corduroy run where you were laying down the cleanest GS turns of your life, or the best run you had through the race course last season? Well, those don't have to be dreams this year.

PSIA-E is pleased to partner with Peak Performance Ski Camps to offer Eastern Division members the opportunity to train year round. Break up the summer with a week of race training at beautiful Mount Hood, Oregon August 1st – 8th, 2004. Peak Performance Ski Camps are directed by Dave Gregory who is the program director and head coach of the Mount Washington Valley Ski Team and is a former head coach of the Dartmouth Women's Ski Team. Dave is PSIA and USSCA certified. The camp will be staffed by a combination of PSIA-Eastern Educational Staff members and additional USSCA coaches.

Campers will stay at the luxurious Resort at the Mountain in Welches, Oregon. The resort features an outdoor pool, a heated pool, air conditioned rooms, golf and tennis on site as well as

a fitness center and hot tub. During the week, participants will be treated to two barbecues and a cocktail party. Skiing each day will be on Mount Hood's famous Palmer Snowfield. Please see Kim Seever's article "What I Did on My Summer Vacation", this issue for details on a typical day at camp. The greatest thing about the camp is that you don't have to be Joe Pro Racer to participate. Running gates is the greatest way in the world to improve your skiing and summer camp is the least intimidating place to do it. The coaches are great and really care about your improvement, you get a ton of time in and out of the race course, and you sure can't beat the scenery....and hey, consider the alternative: you could be sitting behind a desk at the office!

### Dates & Tuition

Arrival on August 1st and departure on August 8th  
 Full Tuition..... \$1350\*  
 Deposit (due by May 1st, 2004) ..... \$275  
 All balances due by June 1st, 2004

To send in a deposit or payment, fill out a regular PSIA-E event application and send or fax it to the Eastern office with your deposit or payment. The event is #800 Summer Camp @ Mount Hood. After your initial confirmation from the PSIA-E office, all contact and information will come from Peak Performance Ski Camps.

\* Tuition includes seven nights of lodging, 2 barbecues and cocktail party, six days of lift tickets, van transportation and top-notch instruction from PSIA and USSA coaches. Tuition does not include transportation to and from Portland, Oregon. Vans will pick up participants at the airport for transportation to Mount Hood. All transportation from the resort to the mountain during the week is included in the tuition fee. Additional information will also be available at [www.peakperformancecamp.com](http://www.peakperformancecamp.com).

*Participation is limited, so be sure to get your application in early!* ♦♦

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# The Lake Placid Jumping Arena

by Mickey Stone  
PSIA-E Nordic Coordinator

Big Air, Big Time, Big Splash and Big Fun! That is what happened with Lisa Baldwin (a multi-disciplined Jay Peak Instructor and Nordic Downhill DCL member) and myself at Lake Placid's jumping arena the second week in September. I asked Lisa to put together some jumping basics for the park/pipe and jumping on the slopes with tele gear for our new website. Little did I know that I would be a guinea pig for what was to come. Sometime around November 1st it will be a section in the Level II and III on jumping and "New School". Lisa loves air and powder and has been jumping at the arena for several years. Her goals are to pull a front flip and back flip out on the hill someday. She is just about there.

The Canadian National freestyle team trains at Placid from May till October. They are truly impressive! There is a very small jump for beginners (Fig. 1) and a single floater jump which puts you about 30-40 feet in the air. Then there is a double and a triple (which we did not use) jump that puts you 50-60 feet above the water with a very steep ramp (Fig. 2). Each of the jumps directs you into a pool at the bottom that is always a little chilly. A coach stands 20 feet high in a perch and controls the bubblers that break the surface tension of the water and gives you a visual target for you to land on. I'm telling you that it feels like being in the big leagues.

Off to the side is a series of four built-in trampolines in a raised deck that has the harness lines and poles for training dry land for the aerials. The progression is stretch for 20 minutes and then head to the trampolines for two to three hours (Fig. 3). On the tramps we learned the basics of jumping and the form



needed to stay in the middle of the tramp. It always comes back to balance and a feel for what is underneath you. Once you have mastered the jumping basics you move on to tucks, spreads and pikes. From there, spins, and then finally to flips. There is a progression for each type of movement that basically breaks down the movement into doable chunks. Each one of these parts is then added to another phase until you can make the final movement. It is very much like building a skier or snowboarder in a lesson.

If you haven't used a trampoline in a while you will soon remember the intensity of your muscles firing each time you leave the tramp, and the amount of energy it takes to stay balanced and to know where and what to do with your body. It is a lot of fun and it is great coordination for your mind and body together. The workout is very aerobic and anaerobic at the same time. During the trampoline jumping you can watch the National Canadian Team jump. Sometimes it is hard to count the number of flips and twists that they do. While we were practicing on the tramps the NYSEF kids came over for their workout. These academy kids were working on "New School Tricks". Flip, rolls, spins all put together in different combinations are given names that don't seem to make any sense. Names like Misty 540, D-Spins, mute grab, reverse grab and every type

of grab you can imagine are just a few for starters. The kids were great and wanted to show me everything. Next thing I knew I was back on the tramp and they had me trying all these tricks. "Set it harder", they said. "Yeah, that's it!" Then, Lisa came over and smiled and said, "Cute, Mick, now why don't you get back to the basics, before you hurt yourself". So, I went back to balanced vertical jumps and the big three tricks. I was feeling pretty good until the EMT came over and gave me some kudos. While talking with him about jumping it finally dawned on me that what he was talking about, with his experiences, was not the same jumps I was talking about. He was describing how to go off the 90-meter jump and land on the plastic carpet. I turned around and looked up at the monstrosity, and then looked at the 21 year old, and had absolutely nothing to say but "phenomenal".

I was standing there feeling a little small compared to all these jumpers and the jumps when Lisa came over and said, "Lets get dressed and jump in the water". So, we get our PFDs, shorties, boots, and helmets on and get ready to go. Ritchie Morgan, who works for NYSEF and runs the freestyle program at the pool in the summer and the winter freestyle program, checks me out on the grass ramps a few times and then says go for it. So, I walk up 65 feet, slide down, 10 feet of air, a little twister, and

splash (Fig. 4, 5). Wow, was it cold, and the bubbler was so strong that it pushed me to the other side of the pool. Plus, I am not used to swimming with tele boots and skis on. My breast stroke got better as the day went on. I was back at it, and in the end we did about 20 jumps. Lisa is so good that she was trying front flips at the end and landing them (Fig. 6).

All in all it was a great day. Great facility, nice people, awesome athletes and being able to learn something new and face your own little fears were worth the drive and time. I can't say enough about the facility and Olympic Regional Development Authority. They have been so supportive winter/summer, and allowing PSIA-E to use their facility. This winter we have an Intro to Biathlon, where we will be able to use and learn about the target rifles and biathlon skiing. Enjoy the pictures and LOOK for an ON ANY GEAR event for the summer of 2004 at Lake Placid for preseason jumping in "new school and freestyle". If you are planning on participating in the Park/Pipe Accreditation this would be a great two days either before or after you take the event. Thanks Lisa, Dimitri and Ritchie. Enjoy the pictures and get ready to have fun in the water next summer.

## 2003-2004 Course Descriptions

Once again, we have a fantastic schedule of events that offers many topics in a broad geographical range. Continuing again this season you can obtain a Level I status by participating in any event except the Level II/III exam. This is for both Track/Skate and Nordic Downhill. The standards outlined on the website will be intertwined into the event topic, thus allowing us to service our membership in a broader educational range at each event. The website also has course outlines, equipment and housing suggestions. There are many new topics this year, so look carefully.

### Track Skate Events

**Instructor Training Course** - 12/16-18 - Great Glenn Trails in NH will be our hosts for a full three days of learning how to ski, teach, understand movement analysis and video analysis Tuning, equipment choices, training preparation and lots of activities and tips on teaching the sport are our focus. Bring the topics you want explored and they will guide the direction of the event. Bring classical, freestyle and touring gear. Lots of skiing at the right pace for you each day. Practice teaching and great early season training will prepare you for a fun and effective year of teaching skiing. You can obtain a Level I from this event also.

**Master's Academy** - 1/3-4 - Jackson Ski Touring Center in NH will be our host for this intermediate to advanced clinic. It is preferred

that you already are at least a Level I Nordic. Richard Taylor, author of *No Pain, No Gain?*, will be there to share his ideas on new techniques that are fast becoming the norm in freestyle and classical skiing. Ski improvement, understanding of biomechanical techniques, reading and coaching your body, movement analysis and video will all be part of the two days. As a group we will create activities and teaching plans to meet our own skiing improvement. Jackson offers lots of kms and diverse terrain. Having the experience of long time coach Taylor, this should be an excellent time to improve and understand your skiing.

**Skiing and Teaching Improvement at Sugarloaf, ME** - 12/6-7 - will include topics that you bring to the table and a thorough biomechanical approach to classical and freestyle. Skiing improvement with drills, activities and lesson plans geared specifically to your skill level, along with movement analysis, will allow you to better understand Nordic movements and thus improve your technique. The other part to this clinic is for you to teach your peers and share info you have gained by experience and in this clinic. This will allow you to be creative and find different approaches to teach your students the skills and techniques needed to enjoy Nordic skiing. Feedback on your performance and lots of practice time should make this a great clinic in the far north.

**Learn To Classic and Freestyle at Grafton Ponds, VT** - 1/5-6 - is specifically for beginner to intermediate skiers. A Level I approach of building the foundation of the Nordic skills and movements will be our basis. Lots of skiing drills and activities to get yourself and students off to the right foundation will be our goal. Explanations of "How and Why" we do things, with lots of practice time and feedback, should allow you to feel comfortable and efficient on your classical or freestyle skis. Waxing, equipment knowledge, terminology, exercises, stretching and basic movement analysis will make this a very thorough event. Specific lesson plans targeting the most commonly seen ineffective movement will also be addressed.

**New Skate at the Verizon Sports Complex at Mt. Van Hovenberg, NY** - 1/10-11, and Waterville Valley, NH - 2/12-13 - will focus on skating/freestyle only. Two full days dedicated to skating and some of the "NEW" techniques and movements that have been evolving in the skating world will be shared in step-by-step processes that will allow you to understand them and be able to integrate them into your technique. The hardest part is to change your technique to accept these new movements. Continual practice and feedback, with descriptions and prescriptions, will be offered continually.

### New Events

**Intro to Biathlon at the Verizon Sports**

**Complex at Mt. Van Hovenberg, NY** - 1/22-23 - is a new clinic for our staff this season. Verizon staff and PSIA-E staff will share in the facilitating of this event. Safety measures and protocol, as well as actually firing the rifle at targets will be part of this clinic. An intro to target shooting and handling yourself between transitions of shooting will be explored. Classical skiing improvement with feedback and specific lesson plans geared toward your technique will be offered. Being able to ski, stop, prepare to shoot, shoot, transition to skiing and skiing to the next destination should make this clinic exciting, with lots of information to learn from. Don't miss it!

**Teaching Activities for Track/Skate at Mtn. Top X-C center in Mtn. Top, VT** - 1/25-26 - is primarily a teaching improvement clinic. Often we work so hard on our skiing that we never get to know how to master the "art of teaching". Teaching philosophies, methods and techniques geared to a person's learning style and past experience will be our focus. Bring your lesson plans and hands-on activities to be shared and put through the test. Beginner to Advanced teaching zones will be covered. Some skiing improvement and movement analysis will be covered also. Kids and seniors will also be part of the teaching focus.

**Ski Improvement Classical at Norsk Ski Touring Center in NH** - 2/3, and **Mt. Trails in Cortina, NY** - 2/17 - is a one-day intense course on improving your classical skiing. Diagonal stride, double pole, kick double pole and climbing will be covered at your skill level. Movement analysis by the clinician will give you a starting point and activities, drills, tips, descriptions, prescriptions, practice and feedback will be offered to you in each section. The components and movements needed to be acquired will be reviewed for each level and skiing performance.

**Video Movement Analysis at Woodstock Touring Center in VT** - 2/7-8 - allows you to really learn HOW to pick the area that is the most important to improve on with your students. You will be on video early and allowed to review it with feedback on how you use the movements to create your technique. The clinician will give each person a personal development plan to target areas of improvement. You will be on video again later in the day for you to review again to see if changes were made, and to what degree. You will be able to view one day in classical gear and another in freestyle.

**Day Touring and Igloo Building at Garnett Hill Touring Center in NY** - 3/6-7 - allows you to learn how to make a basic overnight shelter with the type of snow that is available. Studying snow particles and structure and preparing snow early will allow the group to build an igloo. In between the time, touring skills used in off-trail skiing will be explored. You might use the prepared track area for a small

*continued next page*

## X-ploring, continued

amount of time for instruction, but most of the time will be in unprepared track in the woods. Climbing, downhill, striding, poling, waxing, daypack, hydrating and refueling will all be topics covered. This is a light backcountry clinic, so bring appropriate ski equipment, clothing and a light daypack or fanny pack.

**Level II, III Development Team Exams at Verizon Sports Complex in NY** - 3/6-7 - will be our host for the certification exams. Refer to the website for exam information under your appropriate level.

## Nordic Downhill Events

**Mini Academy at Killington, VT** - 12/6-7 - is suggested for previously certified members. Two days of skiing/teaching improvement targeted for your personal growth. Same as the ITC, with lots of skiing and practice time. Normally, during the afternoons when the legs are tired, we share teaching information and activities.

**Instructor Training Course at Killington, VT** - 12/8-12 - will involve the full exploration of on and off-piste skiing skills, different teaching methods, styles, physical training, flexibilities and movement analysis on tele equipment. Creating activity-based teaching/training curriculums for your students and lots of fun skiing will be our direction for this great event. Garmont and Black Diamond will be sponsoring the tele demo day on Wednesday. You will get the chance to get new info, personal skiing analysis and time to practice your teaching. You can obtain a Level I here also

**Spring Rally at Killington, VT** - 3/27-28 - is usually an Alpine-attended event, but this year again we are trying to get tele folks together to be light hearted and do a lot of skiing in different conditions and terrain. The Rally allows different disciplines to slide and ski their favorite terrain together. Steeps and great off-piste terrain will keep us smiling. Killington's terrain and snow at the end of the season allow for great flexibility for teaching and skiing. You have a choice of a light program with lots of skiing and a normal one with all the parts. Our Educational Staff tries to ski together at the end of the year (Bottom Line Ski Club), and we have found our biggest breakthroughs and best times together after a long season of teaching. Most of the Ed Staff will be there. Last season we had a foot of new snow and 15 telemarkers.

**Free Heel Chicks at Wisp Mt., MD** - 1/10-11 - is for women only, and the name comes from a popular women's clinic from down south. Specific body physiology, equipment needs, and technique that will allow you to become more familiar with yourself and your own personal goals are our focus here. It's a skiing and teaching improvement course that is targeted to your specific level, with feedback and move-

ment analysis. A very user-friendly mountain with great views should make this women's clinic very special. Bring your topics and goals, as the program will be built around them.

**Video Movement Analysis at Seven Springs, PA** - 1/22-23, Holimont, NY - 2/1-2, and Jack Frost, PA - 3/1-2 - will target skiing and teaching improvement. Video in the morning with a detailed movement analysis activity will allow the group to become very familiar with the tools we use for this. A Visual Guide to Effective and Ineffective Telemark Movements and the Telemark Components will allow for a thorough description/prescription for personal skiing. In the afternoon a reshoot will happen, followed by viewing to see if you have begun to incorporate your new movements. We will also do this for a short teaching segment in the same format. Here you will see your communications, body language, tonality, etc., all geared for you to be the best you can be. A great exam prep clinic.

**Learn to Tele Level I at Gunstock, NH** - 1/24-25, and **Alpine X-Over/Level I at Kissing Bridge, NY** - 1/28-29 - is specifically for members and new members wanting to get the basics and concentrate in the Beginner to Intermediate zones of skiing and teaching. Past ski experiences and sports will be used to transfer your acquired skills to telemarking. PSIA-E's special activities for getting the telemark will be used. Movement analysis, Telemark Components, teaching activities, most commonly seen ineffective movements and how to fix them will be the basis for this clinic. Also, Level I topics about the basics of equipment, history, organization and lesson plans will be covered.

**Skiing Improvement at Belleayre Mtn, NY** - 1/26-27, **Video Skiing Improvement at Pico, VT** - 3/6-7, and **Skiing Improvement at Sugarloaf, ME** - 3/16-17 - all will target your personal skill level and how to improve it. Movement analysis and understanding where you are, biomechanically, will be the start. From there we will give you specific activities to improve, move to the next level, or correct some less efficient movements. Practice time with feedback and practice time on your own will be scheduled. Off-piste, bumps and drops at intermediate to advanced levels will be covered. Carving and racing, if terrain supports it, will also be covered. Great clinics if you're at the point to really try new things with tips and motivation.

**Exam Prep at Sugarbush, VT** - 2/2-3 - will give candidates wanting to get certified this season a flavor of what the exam will be like. Topics and activities similar to the exam will be shared so you can perform. Specific feedback on your skiing meeting the standards will be given, as well as with teaching. This is not a cram session or the answers for the exam. You would be best prepared if you came with an agenda of your needs and questions. Refer to the website under "Level II/III Assessment: What

To Expect" for a more detailed explanation.

**Learn to Tele/Intro to Trees at Gore Mt., NY** - 2/5-6, and **Intro to Trees/Off-Piste at Bretton Woods, NH** - 2/7-8 - are both targeted for the person wanting to learn how to get comfortable in the easy off-piste terrain. Safety, techniques, and equipment types will be covered. Pacing and situations to get you comfortable and used to going into the trees and ungroomed snow are our goals. Mostly skiing improvement, but also teaching activities and lesson plans for the beginner to intermediate telemark zones will be modeled by the clinician. Bring a helmet! Blue square terrain will be our home on/off piste. The **Trees/Off-Piste at Blue Knob, PA** - 2/23-24 - is the same type of clinic. You should be able to ski blue square groomed terrain for this one.

**Bumps All Levels at Mad River Glen, VT** - 2/11-12 - will focus on techniques and skiing improvement in the bumps. We will have intro, intermediate and high intermediate, to advanced groups. Plenty of practice time with tips and instruction on diverse terrain. There will be some trees and drops around. Reading the bumps and terrain, absorption techniques, body positioning, types of turns and exercise lines needed for improvement will be covered. Always a great clinic. Be prepared for the conditions.

**Off-Piste Exploration at Stowe, VT** - 2/26-27 - is our PREMIER OFF-PISTE EVENT. It is suggested you are Level II or above, or be comfortable hiking and skiing in ungroomed snow from blue to black terrain. Once again we will have two groups to accommodate the pacing needs of the group. Depending on snow conditions, we will be earning our turns more than riding the lift. The upper end group will be doing a hiking/skinning tour to find skiable terrain in the Mt Mansfield and Smugglers' Notch area. A light pack with hydration and food, as well as skins, are needed for this clinic. If you are going to be in the intermediate clinic you should also have the same equipment. The PSIA Accessories catalogue carries climbing skins. Any questions, please call the Nordic Coordinator.

**Carving and Intro to Off-Piste at Cannon Mtn, NH** - 2/28-29 - may sound like two diametrically opposed topics. Cannon offers wide-open groomed terrain that is great to improve your skills and techniques. Next door, and a little climb, is an area that gets the same snow but is ungroomed. So, what better chance to explore both types of terrain and conditions? Geared to beginner to middle intermediate.

**Level II/III DCL and Development Team Exams at Sugarbush, VT** - 3/20-22 - Refer to the website for additional information under your desired level.

What a lineup! Have a great season and sign up early for a Nordic Event this year. ♦♦



members' opinions

# Are We Shooting Ourselves in the Foot? ...or, Just Smile and Say, "Thank You!"

by Marc Carlin  
Snowsports Instructor/Coach  
Hunter Mountain, NY  
Region 6, PSIA-E Education  
Committee Representative

(Edited by Joan Heaton, PSIA-E Area Rep  
Coordinator)

I have heard of times when students have given instructors a gratuity after they felt they had received a great lesson. Wow! Is that atypical behavior on the part of the student or is it my imagination! But, what is even more amazing is that some instructors not only refuse to accept the tip, but say that it is not really necessary. Yikes! Not Necessary!? What?

As often as we have tried (and through all the proper channels) to do something, anything that would raise our salaries, it seems that the engine moving in that direction moves all too slowly. In the meantime, and since we work in a "customer is our guest" industry, why not look to subsidize our salaries with the gratuities that other "guest service" jobs offer? After eating in a restaurant, one doesn't ask, "Should we tip the waitress?" No, the question is "How much should we tip the waitress?" So, why is this not the accepted and known behavior in the ski industry? How do we educate the public to know that tipping is, indeed, acceptable in snowsports schools?

This article is intended to address one way for us to start educating the public that "gratuities" are part of a snowsports lesson, and, better yet, it is within our control to do it. The best way to start would be to just smile and

say, "Thank you" when tips are offered. Take a moment to think about all the obstacles that our guests have to overcome to present an instructor with a tip. They are bucking what would seem to be the norm; and, they are doing something beyond the scope of some instructors' expectations. These students were so

impressed with the superior performance or results received from this instructor that they not only opened up their wallets, but they opened up their hearts to say thank you for what they received. It would seem that we should contribute to the education of the public on tipping by simply accepting the gratuity. Let them have the satisfaction of saying "thank you" in this way. Additionally, we know that when students have a really great experience, they go out and tell just about everyone they can. Of course, if the tip is refused or taken reluctantly, the story is retold in a way that will not help our cause. It will probably sound something like "...and he wouldn't even take my tip!" Behavior such as the one just described is one of the reasons why the public, our guests, think that tipping snowsports instructors is not thought to be standard practice.

Keep in mind that the majority of our snowsports instructors working in our industry are part-timers. Quite a few of them teach, for the most part, for the joy of teaching, belonging, learning, you fill in the blanks (it's probably not for the money). And, for them, that's great! But for the others, the part-timers and the full timers whose job is concerned with paying the bills and making a living that can support a family, they are concerned with getting tips from our guests to supplement their salaries. They gladly accept tips and welcome more. They can use our help. The next time one of your students offers you a tip, just smile and say, "Thank you for your generosity, I appreciate it. Do you prefer a morning or afternoon for our next lesson?" And, if you don't want to keep the money, donate it to the ski school party fund or tuning equipment fund. Your fellow instructors will certainly appreciate it. Then, the next time your students ask you how you like working as a snowsports instructor, tell them, "I love working as a snow sports instructor and the tips are great!"

If anyone is interested in exchanging methods and ideas on how to increase your income from tips while teaching snowsports, you can contact me through my website: [www.hypnoticstate.com](http://www.hypnoticstate.com) or through my email: [hypnoskier@aol.com](mailto:hypnoskier@aol.com) ♦♦

*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.*

# In the Groove

by Jay Crawford  
PSIA-E Alpine Level II, AASI Level I  
Snowshoe Mt. Resort, WV

Most beginners and intermediate skiers tend to get tense when approaching steep, powder and mogul situations. After many years of teaching skiing and snowboarding, I have found the following steps to be helpful:

- First of all, remember to breathe.
- Second, never look at something for longer than it takes to ski it!
- Try to visualize your lines prior to dropping in.
- Get "in the groove". What is your favorite music or song? Sing it! Fast songs for quick turns, slow songs for driving through powder. Maybe a combination of both for the ice?

Read some books on fear, or overcoming fear in these stressful situations. One that helped me to teach and helped me ease up in the bumps is "In the Yikes Zone", by Mermer Blakeslee.

Now that we have your head right (mental), remember the physical side of things. Enter the upcoming season in shape. Mountain bike, jog, lift weights, and, most importantly, stretch...

Looking forward to the '04 season, start remembering the rhythm and songs you like! Everything from the "Sound of Music" to Eminem... Whatever works ♦♦

# Forward Falling Leaf Turns

by Dan Arnow  
PSIA-E Level I  
Mt. Peter, NY and  
Ski Sundown, CT

I have had considerable success in teaching what I call "Forward Falling Leaf Turns". The basic utilization for this turn is a stepping-stone directly to Level 6 parallel with Level 4 students; but, it may be used for general skiing.

The Alpine Handbook written by Max Lundberg in 1996 speaks, on Page 35, of exploring the Falling Leaf exercises with students at Level 4 in conjunction with Sideslip and Edge Discovery. I have found that with just a few extra words I can explore the concept that straight downhill Sideslip is promoted by equal front/rear balance; and, conversely, that slight

continued next page

forward balance sends the tips downhill, and slight rearward balance sends the tails downhill. This makes students more conscious of the entered balance point, and gives them better understanding of their interrelation with the Falling Leaf maneuver.

I then explain to the students that we have mostly used Sideslip to develop good balance and edge control, but now we are going to try using more forward balance, as in the forward Falling Leaf, to try to make their first complete parallel turn. Then, I encourage the students to shift their weight slightly forward and downhill from a straight Sideslip to start a forward Falling Leaf. This is much easier for Level 4 students to accomplish than a two-way Falling Leaf maneuver. The students are simply asked to wait a fraction of a second until the tips nose down hill "on their own" and then to "rotate the feet" as in the previously demonstrated Fan Progression to complete the turn through the Fall Line. Voila! We have a full parallel turn.

Some corollary factors to consider when thinking of trying this turn with students are:

1. Progression presages for this turn include Sideslip, uphill Fan Progression and Falling Leaf, and may also include such advanced "clinic" maneuvers (not in current PSIA Study Guides and Manuals) as lifting the toes of the inside foot in a Wedge Christie and/or "extend into the turn" Wedge Turns.

2. This turn may be used in general skiing and on steep as well as gentle slopes, since on steep skied-off runs the tips will nose downhill surprisingly quickly. It is much less skidded than the traditional Patience Turn, since the Forward Falling Leaf movements may be commenced directly from a traverse.

3. This Forward Falling Leaf Turn looks forward to the concept of "extending into the new turn" in Dynamic Parallel as described on Page 71 of the 1996 edition of the Alpine Manual. Older students especially are very hesitant to tip downhill across a narrow base of parallel skis. It sounds to them like "sticking your neck (or hip) out".

4. This turn is a fully unified turn, in that both skis will move together as one – automatically - with no need to emphasize one ski or the other.

I would appreciate receiving comments from those who try this turn in their classes. (Reprinting outside publications of PSIA, PSIA-E/EF or branches or divisions thereof requires permission of author.)◆◆

# The Days After

by *Scott A. Crocker*  
*PSIA-E Alpine Level I*  
*Sunday River, ME*

I would like to thank the James Randall Leader Foundation for the opportunity to extend my education by attending the PSIA-E Alpine Level II, Part 2 Teaching Certification Examination at Sunday River, ME on March 26-27, 2003.

I began studying for my Level II Teaching Exam when I passed the Level II Skiing Exam in March, 2002. Even though the results of the teaching exam were not what I had hoped, I still came away with very fond and educational memories.

I want to thank my Teaching Exam group - Marcia, Sharon, Sue, Howard, and Leo - for a very personal, rewarding and educational experience. I also wish to thank all the examiners who took the time, and effort, in making this a very worthwhile endeavor. On Wednesday morning, March 26, 2003 at Sunday River, the group started out strangers, and finished Thursday afternoon friends. Everyone was very supportive, especially when one of us thought we hadn't done well. All rallied around the other in an attempt to make the exam process as fun and enjoyable as could be. They succeeded with flying colors. Looking back at the experience, I would suggest to all who have not attempted this to expect the unexpected. I suppose that is an understatement, but, for me, I will be more at ease now that I've been through the entire process.

Something out of the ordinary, unexpected, and yet greatly appreciated also happened the first day back at Sunday River. After our Saturday morning meeting, a fellow Pro came up to me and congratulated me on my test. I said I hadn't passed. The person said that was irrelevant - just knowing people with that type of commitment was an incentive to others. To that I want to say, Thank You! Hopefully, that individual will read this and understand what an impact that statement had on me.

I also want to say Thank You to the Sunday River Perfect Turn staff for making my not achieving the next level acceptable. It's difficult to not achieve when you feel you are prepared. You go through many emotions. Mine ran the full gamut on my ride home. They went from, "Is this a sign to stop coaching?", to "What things could I have improved upon to pass?". Staff friends put everything in perspective. Unknown to me, quite a few members had at one point in time not passed an exam, and they were not only still coaching, but also actively

participating in PSIA-E exams. That's when I recognized it was not the end of the world, and I made the commitment to continue next season.

I also want to say a huge THANK YOU to my family - Sue, Jen, and Ryan - for putting up with me and keeping me grounded.◆◆

# Look Beyond Physical Activities for Transferable Skills

by *Jim Lipinski*  
*PSIA-E Alpine Level II*  
*PSIA-E Adaptive Level I*  
*Smugglers' Notch, VT*

As snowsports instructors we are used to looking to our students for transferable skills that will make our lessons easier for them to understand. It's pretty common to ask the student what other sports and activities they participate in so that we can make our lessons relevant for them. When we have a student who inline skates, we can use the skills they have developed while skating to make it easier to teach them how to get their skis on an edge. Or, for a student who rides horses, we can have them compare how the galloping position can be similar to how we ski in the bumps. As an adaptive instructor I sometimes find myself scrambling to make such connections with my students.

A few seasons ago I had an adaptive student who taught me a valuable lesson. I learned to look beyond a student's other physical activities to find transferable skills and a connection to make my subject matter easier to understand.

John came to me wanting to learn how to ski. He had a condition that interfered with his motor skills in such a way that balancing while in motion was difficult. He was a motivated student and I soon had him making turns on the easiest terrain. When we moved to a slope with a little more pitch, John was reluctant to move his body down the hill. His balance problems were starting to affect his skiing now that he had a little more speed. He didn't seem to be able to release his edges from his old turn so that he could enter the new turn.

Often, when I have a student who is leaning into the hill and reluctant to move their body



down the hill, I'll ask them to imagine what they would do if they were on a bike on the same hill. Most students quickly understand that if they were on a bike trying to make a left turn down the hill, leaning to the right, into the hill would not be the best way to go. From there I can make the connection that, similar to the way they have to trust their equipment on a bike and move their body in the direction they are going, they also need to trust their equipment on skis and move their body down the hill in order to get their edges to release and start the new turn.

With John, it was different. When I asked him to imagine himself on a bike, he drew a blank. He had never ridden a bike before. I got the same response when I questioned him about other types of activities. I recalled that while riding the chairlift, John mentioned to me how he loved computers and wrote his own software. Since my weekday job is also with computers, I thought that maybe here I could find a way to make my connection.

When someone is writing a computer program, they will sometimes need to ask the computer to make memory available to the program so that the computer can do a task. This is known as memory allocation. When the program is done using the memory, it will release it back to the computer. If it doesn't release its memory when it is done, and then keeps asking for more, it will eventually consume all of the memory and cause the system to crash. I saw a connection between how a computer will ask for and release memory and how a skier needs to engage and release their edges. I explained this connection to John. His first reaction was that I needed to get a life and I was spending way too much time at work. I think the word "nerd" was also mentioned, but he went along with it.

Soon we were moving down the hill with me behind John giving him directions in the "C" programming language. First, to allocate memory while in a turn, (engage the edges) and then to release it (flattening the skis) before going into the next turn, where he would need to allocate memory once again. John quickly grasped the concept that I was trying to explain of how he needed to release his edges at the end of a turn and then to move onto a new set of edges.

The experience was an eye-opener for me. I learned that there are so many ways to connect with my students that I had not been considering. Now, I often find myself looking beyond physical activities for the best way to connect with each of my students. It isn't only in adaptive lessons where I find this useful. Whenever I have a student who doesn't seem to "get it", I consider that I just need to look further for a way to reach them and connect. I encourage you to try the same. ♦♦

## A Little Pain-A Lot of Gain

by Sue Kramer  
PSIA-E ETS  
PSIA-E ACE

Thanks to the Education Foundation, last season I received scholarship money to attend my first Master's Academy, held at Killington. Five days, same group, same course conductor...but not just any course conductor. We're talking cream of the crop - your choice of Demo Team members. It doesn't get any better. (Okay, skiing in the Alps might possibly have been better.) For five days I had the opportunity to focus solely on my technique. I saw myself "before" and "after" on video, and had a Demo Team member give me feedback. I spent hours and days focusing on one skill. In the end, I felt excitement from the process of learning and for the changes I made. If you've never attended the Master's Academy, I highly recommend it. Here's a glance at my experience:

On Day 1, after establishing our groups (I was with Mike Rogan), Mike decided that the best thing to do would be to ski. What a novel idea! We took the opportunity as a group not to just ski aimlessly with each other, but to watch each other, stopping along the sides of Cascade to observe each other's movement patterns. At one point in the afternoon, Mike had us make short turns down the last steep pitch of Cascade. Prior to this we had been arcing GS turns, balancing on something invisible called "the forces". Now, he was asking us to slow it down, be deliberate with our movements, and control our speed down this icy face. He goes down first...piece of cake. Each one of us goes down afterward...I'm sure you know the scene. We didn't exactly look like Mike, that's all I can say.

What I can also say is that we had our task for the next four days! It was as clear as it was cold that as a group we were lacking the control needed to isolate

the leg (femur) turning inside the hip socket (acetabulum). Many times the degree to which the pelvis rotates causes the skis to flatten and lose traction - hence, skidding occurs. For literally the entire next day, we practiced pivot side slipping with no poles - hands on hips. The message was this: if you want to make a change in your skiing, you are going to have to work hard. Mike wanted us to feel our bones rotating and muscles contracting and stretching. For some of us this was more challenging than for others. (Women usually have an easier time at this because we are more flexible in the hip area.) After a sufficient amount of physical torture (I felt muscles that had never been worked before, and it really wasn't tortuous), the rest was about application. I felt kind of spoiled being able to take the time and really focus, but after that kind of concentrated practice, the payoff was evident. It was a fairytale come true: we had all improved our ability to be more precise with leg rotation, which resulted in a stronger stance against speed and terrain.

Clearly, I had a very positive learning experience during those five days. I also thoroughly enjoyed the social aspects: getting to know my fellow "gang" members, hanging with Demo Team guys and gals, and enjoying the banquet. Did I mention the lovely ski outfit that Pam Greene was spotted in? What will it be this year, Pam? If you are eligible to participate in the Master's Academy, take the time to be the student - you deserve it! ♦♦

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# PSIA-E Region 3, Region 4 & Region 7 Election Rules & Procedures

It is time for interested members in Regions 3 (CT, MA, RI), 4 (PA, NJ) and the newly designated Region 7 (all states south of Pennsylvania and New Jersey) to declare their candidacy for the Board of Directors or elected committees for the next term of office. Per the Bylaws revisions of October 2003, Regions 3, 4 and 7 are up for election in 2004. Regions 5 and 6 will follow in 2005, and then the staggered election process will begin again with Region 1 and 2 elections in 2006. Following is information pertinent to this process. We encourage you to review this and get involved!

1. Individuals interested in running for an elected position must fill out and submit the candidacy form on the next page. It must be postmarked and sent to the Albany office no later than December 31, 2003. No one is permitted to run for more than one position; to do so will invalidate the form. Late candidacy forms will not be accepted.

2. Candidates are not allowed to send mailings (via post or e-mail) to voters in their Region. To do so will disqualify the candidate(s) involved.

3. The positions open are:

a. Two Board seats for each of the three regions of PSIA-E up for election in 2004 (Regions 3, 4 & 7).

b. One representative from each electing region for the Snowsports School Management Committee and for the Alpine Education & Certification Committee.

4. Elections for regional Board representatives and committee members are for three (3) year terms.

5. Positions for which there are no candidates will be filled by appointment after the election.

6. All submitted candidacy forms will be acknowledged by post card or e-mail. Any concerns about confirmation must be resolved before the deadline.

7. Qualifications for the Board seats: Must have been a Certified Level II or Level III member for at least two years prior to January 1, 2004 and meet the requirements of item #10 below.

8. Qualifications for the committee seats: Must be an eligible voter, as described in item #9 below, meet the requirements of item #10 below, plus:

a. For the Alpine Education & Certification

Committee, candidates must be Alpine Certified Level II or Level III members.

b. For the Snowsports School Management Committee, candidates must be or have been in a snowsports school management position. Those who feel that, via other management qualifications, they should be eligible may apply to the Board of Directors for exemption.

9. Eligible voters are all Certified Level II and Level III members as of February 15, 2004, plus any Certified Level I members with three complete years of continuous membership as of February 15, 2004.

10. To vote and hold office in any region, a member must live in that region, or have previously (in advance of the election year) officially notified the PSIA-E office, in writing, that you wish to receive approval to be a member of the region in which you work. You may be declared a member of only one region.

11. Upon receipt of all valid candidacy forms and support materials, the division office will develop candidate profiles for all candidates in each electing region. These profiles, along with the official voting ballots, will appear in the Early Winter issue of the SnowPro, to be sent to members in mid-January, 2004. Returned ballots must be postmarked by March 17, 2004 in order to be valid. Ballots will be sent directly to and counted by an independent Certified Public Accountant.

12. Official results will be announced at the Spring Rally, March 27, 2004 and subsequently via the SnowPro and PSIA-E web site. The terms of the new Board of Directors and committee members will begin at that time, providing the opportunity for newly elected representatives to communicate with constituents prior to the June 12-13, 2004 Board meeting.

## Position Specifications

**Regional Director (Board)** – This will be the person receiving the most votes among all persons running for Board seats within a region. A Regional Director will be responsible for, and

will have final authority for, the administration of all regional affairs.

**Regional Representative (Board)** – This will be the person receiving the second most votes, subject to item (a) below, among all persons in a region running for Board seats. A Regional Representative will be responsible for assisting the Regional Director in regional matters as outlined by the Regional Director. Both the Regional Director and Regional Representative will sit on the Board of Directors and will exercise independent and equal voting rights.

(a) At least one Board member from each region must be a person who does not have an affiliation that results, or could result, in him or her receiving an IRS W2 from PSIA-E; provided that at least one such individual is on the ballot.

**Alpine Education & Certification Committee** – Shall address issues relative to alpine education programming and materials. The committee shall advise the Board of Directors regarding standards for various levels of membership and the implementation of all training and certification programs, including courses, clinics and exams.

**Snowsports School Management Committee** – Shall represent snowsports school directors and shall advise the Board of Directors regarding programs affecting snowsports schools and snowsports school directors.

Being an elected or appointed official requires some commitment. We urge members who have the interest, time and capability to submit candidacy forms. Board members should plan on two Board meetings a year (mid-October and mid-June), one or more regional meetings and involvement in at least one ongoing project. Committee members should plan on one or two meetings a year, ongoing involvement in the group's projects and possible participation in some events. Committee Chairpersons and Board Officers serving on the Executive Committee must commit to more time and participation than others.

This is your organization; your participation and your vote CAN make a difference. Get involved!

## ELECTION PROCEDURE CALENDAR

Fall SnowPro: December 31, 2003	Candidacy form published. All candidacy forms must be postmarked by this date and sent to the Albany office.
Mid-January, 2004	The Early Winter (Election) issue of the SnowPro, including all candidate profiles and the voting ballot, will be mailed to members.
March 17, 2004 Spring Rally March 27, 2004	Ballots must be postmarked by this date to be valid. Election results announced.

# Official PSIA-E/AASI Candidacy Form

## 2004 Region 3, 4 and 7 Elections

Use this form to state your candidacy for a PSIA-E/AASI Board of Directors or standing committee seat for the 2004 elections. Refer to "Election Rules and Procedures" on the previous page of this issue for more details. Complete the entire form; do not omit any information. Remember to submit the information requested in items #1 and 2 below. Apply for only one position.

<b>Personal Data</b>			Please print or type
Name _____			
Address _____			
City _____	State _____	Zip _____	
Daytime Phone _____	E-Mail _____		
Membership Discipline/Level _____	Membership Number _____		
School Affiliation/Position _____			
Your region _____			
3: CT, MA, RI    4: PA,NJ    7: All south of PA & NJ			

<b>Position Desired</b> (Check one only)
<b>Board of Directors</b>
<input type="checkbox"/> Regional Director/Regional Representative
<b>Standing Committees</b>
<input type="checkbox"/> Regional Education & Certification Representative
<input type="checkbox"/> Regional Snowsports School Management Committee Representative

Candidates must submit a separate document, preferably via e-mail, with the following information.

- 1) Statement of your background and qualifications for the position you are seeking.
- 2) Statement of the general philosophies and directions you would support if elected.

Each candidate will be provided with a profile in the Early Winter 2004 SnowPro (not to exceed 400 words). Candidates may also choose to submit a photo or digital photo file (.jpg format preferred). The office will add a line of text above each space stating the position you are seeking, your name, membership level, and snowsports school affiliation.

Statements will be reproduced as submitted or written, subject to verification of factual information.

You must submit this form by mail or fax to (518) 452-6099 (no phone or e-mail applications accepted).

However, we encourage you to submit your support materials (outlined in 1 & 2 above) via e-mail to [psia-e@psia.org](mailto:psia-e@psia.org).

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Candidate Signature

**Candidacy Forms must be postmarked no later than December 31, 2003**  
 Send to PSIA-E Elections, 1-A Lincoln Ave., Albany, NY 12205

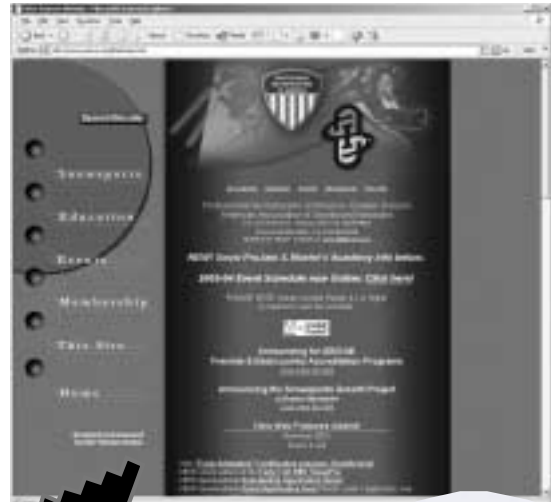
# Slide with the Eastern Demo Team!

Demo Team fundraising events scheduled.

Members of the PSIA-Eastern Demo Team will be holding two fundraising events this season. Proceeds will support team members in their training as they get ready to try out for the National Demonstration Team at Snowbird, Utah in April. Members of the Eastern Alpine Team will be available for a fun day of skiing on January 28th at Windham Mountain in New York. Participants will be able to check out the terrain park, work on racing technique or just free ski with team members for the day. On March 10th, members of the Eastern Nordic, Snowboard, and Alpine teams will all gather at Okemo for a big day of skiing and riding with team members. Again, the day will be loosely structured with participants choosing their focus; terrain park, gates, free skiing or riding, or maybe a combo platter!

Both days promise to be a lot of fun and the fee will certainly go to a good cause. The Demo Team days are listed in the event schedules under Specialty Events. The donation is \$50 and all participants will receive a special "Official Demo Team Sponsor" hat as thanks for supporting team members in their pursuit of a place on the team. The Eastern Division is going to this tryout with a very strong team and we hope to place a record number of candidates on the National squad. You can help by attending a Demo Team event!

**DON'T FORGET:**  
"LIVE" updates and changes...



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