

SNOWPRO

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The Growth Initiative - **Where Do We Go from Here?**

by Sherm White
Smugglers' Notch, VT

With all of the discussions going on about the NSAA Growth Initiative, and what it means for the future of Snowsports, this seems like a good time to think about how we can position ourselves as Snowsport Schools to take the best advantage of the increased participation expected from the Initiative.

Where Have We Come From?

Before we look to the future, let's see what we can learn from the past. In the early years of skiing in the US, ski instruction played a prominent role in most skiers' experience, primarily because most skiers were new to the sport. Instructors were instrumental in hooking people on the sport. When we look back on the equipment, snow conditions and lack of lifts in those early years, we can really appreciate the role instructors played in growing the sport. This role continued past the beginner stage. The ski vacation became popular, and, with it, the 5 day ski week. Going skiing with your favorite instructor and a group of like-minded people was as much a social experience as it was a learning experience. There was risk and there was fun, but this was all part of the Mountain Experience.

Starting in the 70's, the prominence of ski instruction in the overall skiing experience began to fade, particularly as people became better skiers. Some people point to improved equipment and better terrain preparation as being part of the cause for the drop in ski school participation by upper level skiers, but I feel the root cause may have had more to do with liability concerns that took hold during that time. The legal concept of assuming risk began to change, and the ski industry, in dealing with this threat, began to downplay the excitement and challenge of skiing in favor of ease and convenience. The idea of challenging students with exciting experiences took a back seat to keeping them safe. For whatever reason, the growth of skiing began to slow down,

and with it the participation in ski school. Once someone learned how to get down the hill without undue fear or harm, they didn't need lessons anymore. The content of lessons was usually dictated and scripted by the instructor and the ski school, without much input from the student, which led to frustration and boredom. The ski school experience was perceived by many students as having little value. Talk to any number of experienced skiers and you will know that this perception continues to the present. We took the exciting experience of skiing, and tried to make it boring. The result was no growth.

Where Are We Now?

Recognizing that participation in snowsports was treading water at best, and that demographic trends were working against increased participation, NSAA embarked on the Growth Initiative to examine the state of the industry and what we needed to do to grow the future. Attention was focused on the experience of the new participants in Snowsports (we now had snowboarding), and what parts of the experience were likely to cause that participant to either stick with the sport, or run screaming away to other recreational pursuits. About the time that NSAA began looking at these issues I was exposed to a book entitled, "The Experience Economy", by B. Joseph Pine II and James A. Gilmore (HBS Press, 1999). The authors define experience as "events that engage individuals in a personal way", and suggest that successful businesses in the future will have to move beyond just providing goods and services, and will "learn to stage a rich, compelling experience" for their customers. PSIA and AASI recognized the important role of relationships and experiences in the Core Concepts Manual in the Introduction. "Building and fostering meaningful relationships with students and guests, combined with living up to the standards of professionalism, form the

cornerstone of our success as individuals and as an industry."

The Growth Initiative has created a huge opportunity for Snowsport Schools as a result of the recognition. It also presents us with a huge challenge. How we meet that challenge will have a big impact on how committed our new core skiers and riders are to the sport.

With the results in from the past season, it appears the Growth Initiative is working. This past season, snowsport participation held its own across the country, despite the multiple challenges of the economy, world politics and weather. There is some debate going on about interpreting statistics, but I think the debate misses the point. I'm optimistic that we will see the industry grow, because the ideas behind the Initiative have taken hold, and we are focusing on the experience our guests have. Rental Shops, Snowsport Schools, and other departments are talking to each other, and examining the experience guests have at their resort. There is recognition that there is no one formula for success. Each resort is

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The Wizard is
back!...
see me in the
centerfold.

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EDITOR'S DESK

Guest Editorial

The Big Tip...the Wealth is in What We Do!

by Chance Caswell
AASI Development Team Member
Belleayre Mt., NY

One of the great mysteries of the universe is the puzzling question, which my mother asks herself frequently, "How did my son become a snowboard instructor?" At first it seemed like a passing fad that I would grow out of - eventually realizing the error of my ways - and become something "more respectable". "How can you make a living snowboarding?", I remember her asking me at the start of my second season as an instructor. The thought had never occurred to me. The future played out in my mind. Would I have the nice home, fancy car, and all the finery associated with more reputable professions? Did I want those things? Even then I realized that the opportunity to become wealthy would not readily reveal itself to me - maybe never! This was a bit troubling at first, until another instructor brought something to light at our customary roundtable at the local gin mill. I had an epiphany. What we do cannot be looked at as a career or means to make a living; it is a lifestyle that we choose, where the rewards are in the memories and relationships that we make along the way. The love of our sport and the sheer joy that it gives us is all the riches that we need.

Who wouldn't be envious of our wealth? The endless views from the mountaintop on cold, crisp mornings. The silence of the snowfall, when the flakes are huge and the trees bend and sag from the weight on their branches. Scouting out fresh powder from the first lift ride, cutting off friends, and leaving our signature on the pristine untracked snow - that is our compensation. When the sun is shining, and the bumps are corn, and we feel the flow, snaking our way in the zipper line, everything else falls away. The noise of the world is hushed. This is our office, the place where we do business. When we help others feel the same joy, and we see the transformation on their faces as they're brought into our world, the effort is well worth the trials.

There is a price for our wealth. We all know that every day can't be perfect. Some days we wish we weren't instructors. Like when the wind chill is forty-five below zero and we're applying frost bite retardant goop to our faces.

Or, when it's like a monsoon outside and there are five smiling and courteous clients patiently waiting for their group lesson and it takes every bit of will power to put on the happy face and trudge outside to teach them. Or, even worse, instead of rain, two feet plus of fresh has just fallen and the same guests are humbly waiting for

their instructor. Put on that happy face, baby! Sometimes, it's not so fun being a snowboard instructor. Fortunately, the good days far outnumber the bad ones. Even the worst weather or the most nightmarish lesson can't outweigh the enjoyment of turning, sliding, spinning, and jibbing. We all have some traumatic memories of the lesson gone mad, or heard stories that made us shudder. Like the little tike who went "number two" during a friend's lesson. We're thankful it wasn't our lesson, but we know that it could have been.

So, we head into the unknown. Every lesson is different, each with its own risks and rewards. Along the way we will create lifelong, passionate devotees to snowboarding; people who understand what makes us tick, because they function on the same enjoyment that we do. There is something contagious about snowboarding. We all have caught it, or perhaps it caught us. Nonetheless, we come back year after year, and we see new faces, familiar faces, and seasoned faces, each with different stories to tell. The stories share a common thread. We all love what we do. It is a part of us without which we would not feel whole. This is the fire that keeps us going, the love and passion for snowboarding. Our cars might not have the plush interiors, and sometimes they might not even have heat, but they get us to the mountain every morning. Who needs heat anyway?

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

"15 Below" Club

Since the announcement of the "15 Below" club in the fall of 2003, we have seen great interest and success. "15 Below" is our exciting new opportunity to involve youth in our industry and in our association. Young people are the generation that is our future! To put it another way, our youth are our treasure. And, "15 Below" is the opportunity to mine this treasure for the future of the young person and the future of PSIA-E/AASI.

We had 136 new members in the first year, and held our first "15 Below" event at Killington in conjunction with the Spring Rally, with

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nearly 50 participants. Now, we have one year under our belt, and we're ready to launch into year two. This year we have added a second special club event, which will be held on Saturday and Sunday, December 11-12, at Killington during the Mini Academy. For details, see the article by Gary "Griz" Caudle, "15 Below" Club Advisor, on pages 14 and 15 in the 2004 Early Fall SnowPro. Details on the second event will be in a future SnowPro.

Now is the time to begin planning for the young person that you will sponsor into "15 Below" this coming season. What a great way to provide your son, daughter, grandchild, niece, nephew, or any other youth, with exposure to your great professional association at a young age. The sponsor acts 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 program since the sponsor provides answers to questions, and provides the guidance and direction needed to develop in a positive manner. The sponsor assists 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!

15 Below is not a program of "junior instructors" in a snowsports school! It is not a membership level within PSIA-E/AASI. It is not discipline-specific. It is a "developmental booster club" for the association. All kids 10 to 15 years of age, who are appropriately sponsored by a current member, can become a member of "15 Below". Through this type

of grassroots involvement, by potentially all members at all locations, we will be developing a whole new population of young PSIA-E/AASI enthusiasts each and every year, and will build a solid future for the association. This is what you are asked to be part of.

For more detailed information about the "15 Below" club, take a look again at the 2003 Fall Issue of the SnowPro, and visit the PSIA-E/AASI website (www.psia-e.org) where a special section has been set up for the club.

Thanks to all who were involved in making the first year such a great start! See the article in this issue on sponsoring a member of "15 Below", and you'll find an application form nearby. Get involved this year! ♦♦

Bill Hetrick, Editor

The Growth Initiative, continued from page 1

responsible for the success or failure of their experience. With this shift in focus toward our guests' experience, we can't help but improve that experience, and grow participation.

Where Do We Go From Here?

As we are successful in converting more and more skiers and snowboarders into core participants, how can Snowsport schools take advantage of this new growth, and keep those participants involved with our programs beyond the beginning level? The answer to the question will differ from area to area, but the solution will involve focusing on creating compelling experiences that our guests value. What follows are some questions to think about in developing those experiences. What you do with your answers is part of the excitement of being a manager. There is no one formula that will work for all areas. What you come up with for your area will depend on how you answer these questions.

What is your market, and who are your customers? Are you mostly a day area or a destination resort? What are your customer demographics (age, sex, cultural background, economic situation)? Are there demographics in your market that you are missing, and, if so, can you do some research to try to find ways to attract those missing people? Do you have a diverse staff that can give you some insight into what might attract those missing people? Do you have contact with lapsed participants, and, if so, can you do some research into what it might take to attract them back into active participation? Again, your staff and their contacts might be a good start, as might your existing pass holders and other customers. If you have already been involved in the Growth Initiative, you may have a start at answering these questions. The new focus I am suggesting is to think beyond the first two or three experiences a guest has with you, to see what

you can offer to them once they move beyond the beginner stage.

What are the strengths and weaknesses of your area and programs? What do you do well now? What are the strong points that attract people to your area and your programs already? It may be your diversity of terrain, or it might be the friendliness of your staff, or it might be both. If we focus on the experience that our guests have, the size of the mountain, the speed of our lifts, or the quality of our snowmaking become only one element of the experience. Anyone who thinks their area is too small or too primitive to offer a great experience should look to some of the areas where skiing developed in this country, primarily in lower elevation cow pastures with primitive rope tows at best. Something about the sport attracted at least some people to embrace skiing as a lifelong recreational activity. Most likely it was a combination of the social experience, coupled with the challenge and exhilaration of sliding down a hill.

Some of the most successful snowsport schools today are located at small areas close to metropolitan areas. They have strong beginner programs that get thousands of people of all ages hooked on snowsports each year, and many continue to attract experienced skiers and riders with season-long programs that mirror the old ski week, with one group staying with one instructor for the season. Other small areas have developed large and successful citizen racing programs, either through Nastar, or racing leagues, or both.

Do you have a terrain park and/or half-pipe? These features can be great learning tools that can more than make up for a perceived lack of terrain.

Is there a retailer in your area who sells telemark equipment? Many experienced Alpine skiers, probably including some of your

instructors, have gotten into telemark for the added challenge. Many young parents have tried telemark as a way to add challenge for them when they are skiing with their young children. You might be able to put together a program that introduces telemark skiing, for its own enjoyment as well as a way to tune up Alpine skiing. Want a real challenge? Try telemarking in the terrain park.

Given that most snowsport participants will go on a snowsport vacation, can you develop and market a program to them that will get them ready for that vacation. We all know how rusty we get after the summer layoff. Can you convey that message to your guests, and encourage them to do some skiing and riding before they go on vacation so they can get the most out of their vacation? Some of our larger destination resorts are using this same message to try to get people involved with their snowsport school early in the vacation. A consistent message like this could go a long way toward educating our snowsport population that "learning" is an on-going process rather than something just for beginners.

Who is your staff, and what motivates them? Use your existing staff, including new hires, to find out more about your area, and how you are perceived in the market.

Why do they love to ski or ride, and what attracts them to snowsports in general, and to your area in particular?

What attracts them to teaching snowsports?

What attracts them to teach snowsports at your area?

The answers to these and other questions will give you some insight into the strengths of your area. Use some of those answers in your sales materials to personalize your programs to the guests you are trying to attract.

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administrative update

by Michael J. Mendrick
Executive Director

As I approach my fourth season as your executive director, I am pleased to say that the past several months have been marked by a tremendous sense of team spirit. Division staff, volunteer leadership, discipline coordinators, committee and task force chairs have all "stepped up" BIG TIME to help the organization prepare for the 2004-05 season. Here are some highlights of recent and ongoing activities & initiatives:

◆ I have worked closely with and received terrific support from the Transition Advisory Group (Bill Beerman, Bob Shostek, Marty Harrison, Ray Allard) throughout the summer as we laid out plans for dealing with both the search for a new Director of Education & Programs as well as the various transitional task forces set up to address season prep issues. With their support, I suspended the search until the spring/summer of 2005. I believe we will have a much better sense of our needs at that point as well as be in a better position to resolve this staffing need on a permanent basis.

◆ I have enjoyed working with Acting Director of Education & Programs, Mickey Sullivan, and want to commend him for both taking on the challenge of working in this capacity for the season and approaching it with such enthusiasm and an open mind. Mickey's outreach efforts and attitude of inclusion has been a key to our progress to date.

◆ We have been working to help facilitate the efforts of the various transitional task forces, including the Alpine Task Force, Children's Task Force, Marketing Task Force, Master Teacher Program Task Force and Plus One Showcase Task Force throughout the summer and early fall. We have made good progress on all fronts thanks to the efforts of chairpersons Bob Shostek and Ray Allard (Alpine), Marty Harrison (Children's), Mickey Sullivan (Marketing), Kim Seevers (Master Teacher) and Ray Allard (Plus One Showcase).

◆ We have completed a variety of reformatting, updating and clean up of the division web site thanks to efforts by Jodi Bedson at the division staff and input from coordinators and committee chairs.

◆ We have a number of new or renewed marketing initiatives underway including a

specifically targeted membership marketing & incentive campaign that will kick off in November.

◆ Sue Tamer, our Director of Operations, attended a meeting of division executives and staff on October 1-2 in Lakewood, CO. Plans for transitioning the national

database to a new software system and integrate it with division needs were discussed. We will continue to work closely with the national office to ensure that our operations run efficiently and our member needs are met throughout this transitional period (scheduled for spring 2005).

◆ We facilitated the restructuring of coordination and programming planning for both the adaptive and snowboard disciplines. This resulted in bringing aboard John Lincoln as Assistant Adaptive Coordinator for Gwen Allard (to "take the reins" in 2005-06) and a shifting of responsibilities between Rob Bevier and Liz Kingston in AASI.

◆ This summer we revised and reprinted our well-received multi-discipline, four-color membership brochure. 5,000 copies have been printed and are available for distribution to member schools and other outlets.

◆ With great support from our office staff (in particular, Melissa Skinner, Jan Pryor and Jodi Bedson), we were able to complete and post our 2004-05 Event Schedule on the division web site by August 31.

◆ Our 36-page Early Fall issue of SnowPro, including the hard copy 2004-05 Event Schedule, was completed and sent to members on September 27.

◆ The Snow ProJam and Master's Academy sold out within the first ten days of registration, proving again the great value and immense popularity of these two premier early season events.

Thanks to the Board, Committee Chairs, Discipline Coordinators and Office Staff for their continued efforts and support. The stage is set for a great season ahead; bring on the snow!

As always, I welcome comments, insight and ideas from our most valuable resource – you, our members! You can reach me at (mmendrick@psia-e.org).◆◆

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From where do you recruit your staff, and why are you successful in recruiting them to your area? Answers again can provide some insight into your strengths, and ways to attract others to your area. You should be able to use your staff to gain insights into what type of programs would attract them to your area if they weren't already teaching there.

Does your training prepare your staff to teach lessons, or to create rich, compelling experiences and foster long-term relationships? Now we come to the heart of the matter. Offering lessons is a service. Most snowsport areas offer this same service. What differentiates you from everyone else's service? The Experience that your staff creates for your guests!

We've come a long way in how we teach. Looking to our past again, Hannes Schneider's instructors would frequently have 15-20 students, who would walk up and down the hill, and were taught in an instructor-centered and regimented fashion. These instructors were able to create a learning experience that converted many of those students into lifelong skiers, who kept coming back to ski school on their vacations. Today, with all of our advantages of good snow, lifts, and knowledge of teaching and learning, creating that experience should be easy. So why were those early instructors successful? They connected with their students, and challenged them to participate, stretch their horizons, and try something new and different. The exhilaration of trying something new and stretching your concepts of what you are capable of doing got lost in the risk concerns of the 70's.

If you haven't read "In The Yikes Zone" by Mermer Blakeslee (Dutton, 2002), you should. "Skiing has within it, inherent in its very nature, the act of letting go. And it is this letting go, this feeling of a controlled fall down a mountain that brings the thrill..." A key ingredient to the success of any snowsport experience with an instructor is the ability of that instructor to manage the thrill and challenge of the sport within acceptable limits of risk. Managing the challenge is obvious with beginners, and the Growth Initiative has done a good job of getting us to focus on this. As participants get more and more experienced, the job of maximizing the challenge while also minimizing the frustration and risk becomes more difficult. But finding the balance is critical if Snowsport Schools want to keep people participating in programs beyond the beginner level.

How do we train our staff to manage challenge and risk to create a compelling experience?

First of all, we need to find people who are curious and want to learn, and nurture that curiosity. Look at your best instructors. Their technical skills may vary, but they are

all constantly learning. That curiosity not only helps them to improve their knowledge of snowsports and how to teach, it also helps them to make personal connections with their students, which builds trust. If you aren't curious about what motivates the people you are teaching, it is impossible to create a student-centered experience.

Secondly, we need to be sure that our staff has access to a well-rounded base of knowledge. Underlying familiarity with the Core Concepts has to be a clear picture of what efficient movements look like and why they work (mechanics). The two bodies of knowledge go hand-in-hand in creating a challenging experience in a controlled situation that minimizes frustration and risk. You can't emphasize one body of knowledge over the other. It is impossible to develop trust, assess movements or any of the other components of the Core Concepts if you don't also understand the mechanics of skiing or riding.

How that technical knowledge is used also affects the experience an instructor is trying to create. PSIA in particular has been criticized in the past for spending too much time talking and teaching the mechanics, and not enough time on teaching the people skills embodied in the Core Concepts. Creating experiences that will keep our guests challenged and excited requires a balance of the two.

Conclusion:

As we successfully convert new skiers and riders into core participants, we need to be developing programs to keep them interested in what snowsport schools have to offer. Programs that offer experiences that challenge and excite our guests will be successful. Balancing the challenge and excitement with risk considerations becomes more difficult the more experienced the guest gets, and requires a well-rounded and well-trained staff. ♦♦

The Author: Currently Adult Program Manager in SnowSport University at Smugglers' Notch in Vermont. Level 3 certified and member of the Educational Staff of PSIA-E. Member of the PSIA Educational Advisory Council.



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straight talk from the association

Exam Updates

for 2004-05

by Peter Howard

PSIA-E Alpine Education-Certification Chairman

It's been a few seasons since we divided the exams into two Parts (Skiing and Teaching) and instituted the Modules, Part two, Teaching Exam. Last season we took a critical look at the strengths and problem areas of our process. The Membership and the Education Staff provided suggestions that have resulted in some changes to the exams for 2004-05. All the details about exams are contained in an updated Alpine Exam and Study Guide. This article will cover the areas of change, the reason for the changes, and visit the philosophy of the certification process.

The First tracks event is a gateway to membership in our organization. Information in the course is meant to supplement the training new instructors receive at their home areas. The course covers teaching basics for novice-zone skiers, aspects of Core Concepts Teaching Manual, skiing skills, and information about PSIA Membership. The event has a broad-based curriculum that is designed to help new teachers do their new job. While much of the event is helpful to those headed to Level 1, it is not designed for exam preparation, as this would detract from the curriculum.

The Level 1 exam remains a 1-day event, with no updates except for the creation of a new scorecard. The new scorecard references some of the Level 1 National Standards, with check boxes after each statement. Having the National Standard Statements on the scorecard gives more specific information about exam performance than the number system previously used.

A significant change to the Level 2 and 3 Skiing exams is the elimination of the combined coaching/evaluating sessions. The coaching was included because it was felt that this was a helpful humanistic thing to do. It was felt that multiple opportunities with a significant amount of information would improve the success of candidates. Time and

event evaluations have shown that trying to adjust habitual performance based on general group guidance in the middle of an exam is difficult, at best. Exams, by their nature, are times to perform skills, not times to perfect skills. Also, it is apparent that by the 2nd session of the second day most folks, and that includes the Ed Staff, were getting a little fuzzy on the edges.

So, the solution is no more coaching; instead, tasks and activities will have an explanation and a demonstration without additional group guidance. And, the Exam will be over by about noon of the second day. There will be two scored sessions the first day and one the second. Results will be posted by mid-afternoon. The benefits of this format are that two sessions are held in the morning when the light and the snow are often best. The 2nd day afternoon session, when folks are feeling the stress of 2 days of exam activity, is eliminated. And, there is less night driving after the exam.

The Modules part 2 Teaching Exam remains two days long. It is not as physically taxing as the Skiing exams. The Strengths we believe exist in the Modules Exam Format are the diversity of the modules, the predictability for candidates, the consistency of experience, and a process that is job-based. Problem areas were that the amount of time to get 7 people through a module was too tight. There was a lack of child-centered teaching evaluation opportunities for candidates. We asked candidates to come with preplanned teaching to share with the exam group. The problem was that from an "On-the-Job" standpoint it is very seldom that we know beforehand who our guests will be or what they will want. The use of synchro skiing in The Movement Assessment Module was useful in that it provided added challenge to skiing at skill levels. However, it added unwanted complexity in how the activity was understood, and perceived.

This season there will be six people or fewer in a group, providing a less rushed atmosphere to all the modules. Opportunities for Child-Centered Teaching will be increased, particularly in the Creative Teaching Module. The On-the-Job – Area/Industry Knowledge Module will have a brief interview followed by an assigned teaching scenario based on a candidates common job duties and the exam certification level. To be a benefit to our areas we all need to know how to captivate and retain skiers. The On-the-Job module will explore common issues that relate to the conversion and retention of skiers. The Movement Assessment Module will not have specific synchro activities. The Alpine Exam and Study Guide will have an example of the setups used in both the Creative Teaching and the Movement Assessment Modules.

It has been the focus of the Education/Cer-

tification Committee over the seasons to create an exam process that is fair, transparent, and intimately related to the job we all do. We hope these changes provide candidates with the best opportunity yet to share their skills. ♦♦

Tele Transfer for Alpine Carving

by Kathy Brennan

PSIA-E Alpine Dev Team

Area Representative

Loon Mountain, NH

I can't understand where the time has gone, but I already find myself looking forward to the start of the ski season, and reflecting on the start of the last. And, what a start it was! After two days of Development Team training at Mount Snow, I drove up to Killington for two more days of training at the Mini Academy. There, the snow gods provided us with three feet of beautiful snow to ensure the weekend was perfect.

At Development Team training I had the opportunity to take a few runs with National Team member Chris Kastner. By encouraging me to transfer my telemark experiences and sensations to my Alpine equipment, Chris helped me to feel and correct a lead change I was making with my downhill/new-inside ski in order to initiate my turn.

Similar in feel to a "tele" turn, I focused on slightly moving the uphill/new-outside ski forward at the start of the turn, while I aggressively flexed my downhill ankle holding it back underneath my body. As a result, I was better balanced over my feet. From this position I could smoothly move my upper body down the hill.

Practicing the tele-like move forced me to eliminate the lead change at the start of the turn. Then, as I became more comfortable with the change in stance, I eliminated the need to move the uphill ski forward and I somewhat relaxed the aggressive flex of my downhill ankle. Now, I was efficiently moving into each new turn with both my feet well positioned underneath me, yet slightly behind my upper body.

I got a big payback from this new stance when I encountered all the fresh snow at Killington. With a big lead change my weight tended to be back, putting me out of balance and weakening my stance. In all of the fresh snow and bumps I would have been exhausted, if not totally lost, trying to keep up with my group. Instead, my newly balanced stance allowed me to keep my upper body moving down the hill - pulling my feet through the snow.

At the Mini Academy, I had the opportunity to ski with Chris for two more days. As we explored the mountain and ripped up the fresh snow, he continued to help me develop my more balanced stance and stronger inside. It was an unforgettable weekend, and the tele-like sensations stayed with me throughout the whole season. Each time I found myself slipping into old, bad habits, I would move that tip out and immediately feel more balanced, stronger and more aggressive in my skiing. ♦♦

Staff Training Report

by Mickey Sullivan
Acting Director of Education & Programs

Wow! The last time I checked it was August 15, and now the ski season is right on our doorstep. It may even be in full swing somewhere near you. Did you know that skiing and riding are a lot like one of our justifications for drinking adult beverages....“It’s 5 o’clock somewhere”. Well, there’s always snow somewhere. At the PSIA-E office we are always working “on-snow”. We need to be ready to provide you with the tools and training you need when your season begins - on snow - and your guests begin arriving.

We have tons of great events lined up, with super coaches and trainers. Check the SnowPro closely to see all that’s in store for this winter. Make sure you save and review the events schedule in this issue to see exactly what’s offered.

On October 30-31, five of your Alpine Education staff members attended the PSIA National Examiners College at Copper Mt., Colorado. We are truly working on the same page all over the country. You’ve heard the term, “teaching for transfer”. What you learn and teach here in the east is directly applicable all over the country. A Level 1, 2 or 3 instructor is exactly that, anywhere in the country.

On November 17-19, the Alpine Board of Examiners will conduct their annual training at Killington, VT. This training will be led by new National PSIA Team member, Jeb Boyd, and former PSIA Team members, Mermer Blakeslee and Terry Barbour, along with numerous other highly qualified staff members. This year’s theme is “consistency”. It’s not an easy task when you consider that our trainers and our members are spread across the east from North Carolina to Maine. But, just like our national effort with PSIA, we are working very hard to deliver the highest quality programs and exams as consistently as possible. The PSIA-E Adaptive

Examiners will be conducting their training along with the Alpine staff.

The AASI Education Staff will be conducting their training on December 2-3, at Stratton Mt., VT. And, our Nordic Education Staff will be conducting their training at Killington on November 21-23. (Note: All of these trainings are for Education Staff only and are not open as general member events.)

All of these hard working and dedicated teams will be ready and excited to give you their very best this season. So, get going on that last minute fitness training, in-line skating, hiking, biking, running, or whatever your exercise of choice, and be ready to slide with us this winter. See you on the snow! ♦♦

Update: Events for “Women who Rip”

Ladies: Don’t miss the Women-Only events this season. All the events can be found in the Early Fall SnowPro - page 7, in the Events Schedule, or on the PSIA-E website.

Mermer Blakeslee, former National PSIA Team member, and several other women from the PSIA-E Education Staff, will be at the Women’s Seminar at Okemo, VT, on Feb 28, Mar 1 & 2. Please note that Mermer and Jessie McAleer will not be at the Advanced Women’s Seminar on Jan 19-21, at Sugarbush, but you can be assured that several highly qualified lady trainers will be there to push you to your limits.

Whether it’s bumps, racing, teaching women, or a women-only workshop clinic, check out the events that are just right for you - and register today. ♦♦

Plus 1 Showcase Returns for Second Year

By Ray Allard, Coordinator, PSIA-E/AASI Snowsports Growth Project

Due to the success of last season’s inaugural event, PSIA-E/AASI will again be hosting the **Plus 1 Showcase** on March 17-18, 2005 at Hunter Mountain, NY. The program is supported by Ski Area Management magazine and NSAA. “Plus 1” refers to NSAA’s goal to increase the retention of new snowsports participants by 1% each year for ten years. Feedback from last year’s Showcase was very positive, resulting in follow-up articles in “SAM” and the “NSAA Journal” and generating a lot of buzz at industry functions off-season. This event will again run concurrently with two accreditation events, one on teaching children, and the other on teaching beginners.

The Showcase’s primary purpose is to bring area management, rental and school operations together in pursuit of providing the optimal experience for first-time snowsports participants, resulting in their return and continued involvement. To that end, areas that sent representatives from those three departments realized the greatest benefit from participation.

We will be bringing together representatives from ski, snowboard and boot suppliers, as well as vendors of equipment, products and services that relate to the beginner experience for both children and adults, along with the industry media. There will be a large amount of equipment to try out and learn more about. Suppliers will be there not only to educate, but to listen to your input. There will be sessions on maintenance of rental fleets, using software to the best advantage, structuring effective operations and systems, plus much more. Opportunities for networking and sharing information will be plentiful.

We believe that the industry’s retention and conversion initiative is making a difference in growing snowsports. This unique event will assist in that effort. We encourage all PSIA-E/AASI members to support this event and to bring along their management and rental shop personnel as well.

Additional information on the **Plus 1 Showcase** may be found in the *SnowPro* and industry publications, as well as on our web site, www.psia-e.org. ♦♦

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 talented teachers who were nominated by their school directors. Being named in *Ski's* Top 100 Ski Instructors List is a high honor, indeed. We must note that two of the 29 instructors chosen from the east are representatives in our PSIA-E Area Representative Program. They are:

- Stephanie Goodman - Hunter Mt., NY
- David Welsh - Ski Sundown, CT

It should also be noted that this is the third year that David Welsh has been selected for *Ski Magazine's* Top 100 List. Go David!

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, 29 instructors from 14 areas in the Eastern Division are on the *Ski Magazine* 100 List. Congratulations to all!!!

- Mark LacekGore Mountain, NY
- BJ Prior.....Gore Mountain, NY
- Stephanie GoodmanHunter Mt., NY
- Karen Haringa*Peek'n Peak, NY
- Denise Neckers Peek'n Peak, NY
- Keith SampselPeek'n Peak, NY
- Michael Andras Seven Springs, PA
- Debbie Casaday* Seven Springs, PA
- Ton Amoroso Whiteface, NY
- Dave Hall* Whiteface, NY
- Tina Dodge Bretton Woods, NH
- Susan Ingerson* Bretton Woods, NH
- Ed Martin Bretton Woods, NH
- Edie Root Jiminy Peak, MA
- Jeb Boyd*** Loon Mountain, NH
- Kym Bobisink-Tremmel .. Mad River Glen, VT
- John Harvey Mad River Glen, VT
- Greg Carlson Butternut Basin, MA
- Judi Dixon* Ski Sundown, CT
- David Welsh Ski Sundown, CT
- Armin Bischofberger Stratton, VT
- Bobbi Schwartz* Stratton, VT
- Lucia Wing Stratton, VT
- Andrew Kemmeur Sugarloaf, ME
- Linda Lupton* Sugarloaf, ME
- Meritt Phillips Sugarloaf, ME
- Glen Harrop* Sunday River, ME
- Genie Jennings Sunday River, ME
- Merritt Tollins Sunday River, ME

*Specialty in teaching children
 *** PSIA Demo Team Member

71 instructors from the following 34 other snowsports schools across the country were chosen for *Ski Magazine's* Top 100 List:

- Aspen Mt., CO
- Beaver Creek, CO
- Big Mountain, MO
- Sky, MO
- Breckenridge, CO
- Brighton, UT
- Copper, CO
- Crested Butte, CO
- Deer Valley, UT
- Grand Targhee, WYO
- Jackson Hole, WYO
- Park City, UT
- Snowbird, UT
- Steamboat, CO
- Lyon SS, Stevens Pass, WA
- N.A. Ski Tr. Ctr., Tahoe, CA
- Taos, NM
- The Canyons, UT
- Heavenly Valley, CA
- Crystal Mountain, WA
- Mt. Bachelor, OR
- Mt. Hood Meadows, OR
- Northstar-At-Tahoe, CA
- Sierra-at-Tahoe, CA
- Squaw Valley, CA
- Tremblant, Que.
- Whistler/Blackcomb, B.C.
- Afton Alps, MI
- Crystal Mt., MI
- Ski Cooper, CO
- Snowmass, CO
- Sun Valley ID
- Telluride, CO
- Vail, CO

Congratulations to all!!! Keep up the great work. ♦♦

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

Are you ready for the Race Season?

Check out the Race schedule and get onboard for some of the best race training to be found anywhere in the country.

Our top coaches from the PSIA-E staff will be joined at various events by:

Dave Gregory: Program Director/ Head Coach, Mt. Washington Valley Ski Team

Doug Lewis: former US Ski Team member

Dave Lyons: current PSIA Ski Team member and former US Ski Team member

Michael Rogan: current PSIA Ski Team member

Diann Roffe: former US Ski Team member and Olympic gold medalist

Dave Wenn: head master at NSA, National Sports Academy, Lake Placid

At the time of printing, coaches were still being assigned to events. Check our website at www.psia-e.org to find out which coach(es) are scheduled for your race event. ♦♦



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ASEA National Representative's Report

by Ray Allard

PSIA-E National Board Representative
ASEA Operations VP

The National ASEA (American Snowsports Education Association) Executive Committee and Board met recently in Lakewood, CO. Other meetings taking place this fall include:

- Divisional Executives/Secretaries: to work on a major, national software transition and exchange information.
- Presidents Council: to assist the Board on major initiatives, and provide feedback on (or to present) proposals.
- Education Advisory Committee: to work on developing our educational materials and projects. Western representative, Craig Albright now chairs this group, which includes several new (to the committee) members. See below for more about their work.
- Team Training: our new, all-discipline Team kicked off the season at Copper Mt.
- Alpine Examiners College: Examiners from all divisions met to improve understanding of skiing standards and other certification criteria.
- Education/Certification Committee meeting: in conjunction with the above, to exchange information on all other aspects of educational events and exams.

The above meetings are only an extension of the work that goes on continually via electronic communications.

Highlights of Some Current Activities

"Telling Our Story": Communications VP Eric Sheckleton is spearheading this new initiative relating to how we communicate our benefits, purpose, goals, programs, and policies within our own infrastructure, to the industry, to our membership, and (especially) to the pool of prospective members. There is a low level of awareness about the numerous things that we are already doing to promote and market the association. Additionally, we need to become more "transparent" and create easier access to our information. New strategies will be developed this season, which will be supported with specific action plans and budget in the spring. Continuing to assess and meet the needs of snowsports school directors will also help maintain the demand for our members' services.

Governance Task Force: An important new task force is being formed to take stock of the entire structure of ASEA and its divisions, including governance, operations and service standards. Combined budgets for national and its divisions total 6.4 million dollars. There is great diversity within each entity as to how resources are allocated. Quality of services vary; both redundancy and voids can be seen. The trend in all associations is toward more being done by paid staff and less by volunteers. Everything will be examined from several perspectives and a number of "what ifs" will be explored. Comparisons will be made to similar associations and within the industry, and the process will consider whether all interests and constituencies are being heard and represented. Results from last season's membership-wide survey will be used for guidance. The task force will be made up of a representative cross section of volunteers, staff and members. Their findings will be reported in the spring.

Educational Materials: The new "Accessories Catalog" lists no fewer than eight new or updated offerings, including our first, on-line-for-a-fee piece (Snowboard). Additionally: The Parents' Guide to Children's Instruction, a free resource, is being updated; a new FreeRide manual is in final edit, as is a new Advanced Technical Manual for Alpine. An on-line Interactive Study Guide covering all disciplines, also a free resource, is

about to go live. The Catalog also features many great items from our supporting suppliers. Looking out a year or two, there are plans for more Alpine and Kids updates, a Best Teaching Practices piece, more efficient delivery systems, and support for outstanding divisional programs, such as our Plus 1 Showcase.

Technology: The transition to a new operating system and association software, a year-long process, is proceeding on schedule. When complete, it will greatly improve our data management and levels of service, and provide for more standardization among divisions, while still allowing customization for specific regional needs and programs. Be sure to visit the association's websites regularly as new features, information, and resources are continually being added and updated.

Finances: The Fiscal year-end audit reflected a slightly better than projected financial picture. While operations produced a surplus, assets remained level because of depreciation, inventory reduction and old equipment write-offs.

Proposals: The Board upheld a previously announced policy that all divisions utilizing the national computer system would switch to anniversary date dues billing for new members within the next year or two.

We have accepted an invitation from the National Ski Hall of Fame to place a member on their new Board of Directors.

A proposed bylaws amendment received preliminary approval (requires second reading and approval to become final) that would create two levels of national Member Schools, to allow for the fact that many smaller schools do not have a Level III Head Trainer who can qualify them for membership under current policy, an issue of concern for some time.

Miscellaneous: The new, "Go With A Pro" campaign has been rolled out, and should be showing up throughout the country, meeting a much-voiced promotional need. We also have tie-ins with "Lids On Kids", "Heads Up", "Smartstyle", and continue with strategic partnerships connected to the industry's Growth Initiative.

A statement clarifying ASEA's purpose and commitment to its members and industry partners was developed.

As more divisions offer accreditation and master teacher programs, a need is seen for standardization across divisions.

We now have confirmed e-mail addresses for two-thirds of our membership, greatly improving the ability to communicate quickly and inexpensively; **have you registered on the web site yet?**

Our entire National Demo Team has been named to the "Top 100 Instructors" list. We are considering the level of involvement we will have at the 2007 South Korean Interski.

Numerous other items of regular business were addressed. You have a highly professional national staff, and a very dedicated group of volunteers working on your behalf. Be sure to stay abreast, and take advantage of the many benefits, services and resources available to members.

As always, please feel free to contact me (allardray@aol.com) for more information, or to provide input on national affairs. ♦♦

In Memoriam

Jamie Hornburg Grzankowski, of Olean, NY, passed away on September 7, 2004, at the age of 53. She was an Alpine Level I member of PSIA-E, having joined in 2000. She taught at Holiday Valley Resort, NY. Ron Kubicki, director, shares: "Jamie died at her parents home. She worked all last season and not many staff knew how ill she was. She was the mother of two sons, who both worked on the school before they left for college. Jamie was one of our "Beginner Experts", and will be sorely missed as friend and colleague".



Region 1 (ME & NH)

Ross Boisvert, Regional Director, reports: We had two great Region 1 meetings. The first was held at Lost Valley Ski Area in Maine with 24 in attendance, and the second at King Pine in New Hampshire with 25 in attendance. It is always exciting to me to join together with peers and talk about our areas and our sport. In Region 1 we are very fortunate to have a broad range of expertise and history. I always find it so interesting to hear Woody Woodward talk about his past and what his thoughts and ideas are for the future. The history of our sport is so interesting to me, and to have people like Woody, Ray Allard, Einar Aas, and many more people is very important to our sport and our future.

This morning when I came in to work the temperature was 30 degrees in Manchester, and the weatherman said it had snowed on Mount Washington. This time of year it's always so exciting to talk with costumers that come into our shop. They're chomping at the bit to have that first opportunity to hit the snow. This year there seems to be an added excitement for first timers to start with a snowsport program. It is very important to provide our customer with a positive first experience in snowsports. At the NSAA show at Bretton Woods, I sat in on Kim Seever's presentation of the Plus One Showcase. Kim shared information that was compiled at this event, in a power point presentation. It was focused on the first time experience. Eleven manufacturers were at the event providing rental equipment for the attendees. The equipment was first tuned and used by the attendees, then detuned and used to show the difference in the performance of equipment. The goal for the Plus One event was to provide a venue that would partner suppliers, rental shops, management and snowsports pros and encourage them to share information on the beginner and rental experience. This season, the Plus 1 Showcase will be March 17-18, 2005, at Hunter Mountain, NY.

As we all continue to prepare for this season, remember, it's important to have a pre-season physical training program and not try to ski yourself into shape. I hope everyone has a great pre-season and that you are able to get in some early turns this fall. If you have questions, ideas or thoughts, please email me at (ross@mcintyreskiarea.com) or call me at 603-622-6159, ext. 100. Have a great season, and Think Snow!

Region 2 (VT)

Marty Harrison, Region 2 Director, reports: The leaves are turning, the weather is beautiful, and our annual James Leader Memorial Golf Tournament was held on October 7. I'll have news of this fun event in the next issue.

MARK YOUR CALENDARS: The annual Region 2 meeting will be held at Killington on Monday, November 22. As in the past, this will be a day to enjoy some great early season snow with PSIA-E/AASI friends. The meeting will be at the end of the day at a location to be announced at registration. You can register upstairs in the conference room in the Snowshed Base Lodge starting at 8:30 a.m. This will be the only official Region 2 meeting of the year, so please plan to attend. Changes in the exam formats, as well as changes in the organization as a whole, will be discussed. This is also the time for you to pass on your thoughts about anything relating to PSIA-E or AASI. There are some really exciting changes in the works, so grab your equipment and come to Killington on November 22.

Harley Fletcher of Smugglers' Notch is the new Region 2 representative to the Children's Committee. Harley is a supervisor in the children's programs at Smuggs, and she both skis and rides. Her energy and enthusiasm will be an asset to the re-structured Children's Committee and programs.

This is the perfect time to be checking out the new event schedule. Whatever your discipline or interest, Mickey Sullivan and the crew in the office have put together some great programs to educate and challenge us. We're very fortunate in Region 2 to have so many events readily accessible to us. So, take a good look at the new schedule and sign up early for whatever event(s) interests you.

Region 3 (MA, CT & RI)

Dave Welch, Regional Representative, reports: Well, it's that time again! Well, almost, anyway. As I'm writing this it's a late October Day that feels more like late November, and all signs seem to point to a good old-fashioned winter!! With that, I'd like to take the time to let you know that our region is host to some fine events on the calendar again this season! All the disciplines are represented and most have a good selection of events to choose from. Why not try something new this season? Give another discipline a try. You'll be surprised how much fun you'll have sliding down the hill on different equipment. Most of all, get out and have fun whatever you slide on!

Ray DeVerly, your Region 3 Director, and I would like to recognize four individuals who serve our region's members: Mark "Campi" Campaniello, who serves on the Snowsport Management Committee; Pat McCowan, who serves on the Alpine Education and Certification Committee; Joe Valaitis, who serves on the AASI Steering Committee; and, Gary Vanasse, who serves on the Children's Committee. The time and input that they provide to their respective committee's help make the programs and events in our Division second to none. Thank you to all!

Do you have news from our region that you would like to have included in our report? If so, send it to us at (ray.deverly@verizon.net).

We hope to see you out on the hill soon. THINK SNOW!!!

Region 4 (PA & NJ)

Eric Jordan, Regional Director, reports: News flash! Winter is on its way, ready or not! If an exam is in your future, now is the time to start preparing, both mentally and physically. There is plenty of literature available online at

Greetings Fellow Pennsylvania PSIA Ski Instructors

The Pennsylvania Alpine Racing Association (PARA) needs you. We are actively recruiting Alpine Officials (AO) for the 2004-2005 racing season. All you need to do to become an USSA Alpine Official is to join USSA, PARA, and attend one of the AO clinics listed below. We could really use your help! For more information about PARA, go to (<http://paracing.org/>). To learn more about becoming an Alpine Official, go to (<http://scis.nova.edu/~rlipton/para/default.htm>). Thanks! Think Snow!

Rob Lipton, PSIA-E Alpine L-2, PARA Alpine Chair and Blue Mountain Race Coach

2004-2005 Pennsylvania PARA Alpine Officials Clinic Schedule

This year each clinic will offer two educational tracks. One for the seasoned Alpine Official and one tailored to the new person who wants to get involved in alpine ski racing officiating

Location	Time & Date	Cost
Blue Mountain Ski Area	8:30 – 1:30 P.M. Saturday, November 13, 2004	\$12.00**
Mercersberg Academy	8:30 – 1:30 P.M. Sunday, November 14, 2004	\$12.00**
Seven Springs Ski Area	8:30 – 1:30 P.M. Saturday, December 11, 2004	\$12.00**

both the national and divisional websites to assist you in your preparation. By now, I am sure everyone has had a chance to review the schedule of events, and as you can see we have plenty of great events and locations to choose from. I would like to encourage everyone to explore the menu of events and try something different this year.

As stated previously, we will have two regional meetings this winter. The first will be held on December 11, 2004, at Seven Springs Resort. The second will be held at Elk Mountain on January 25, 2005. Both meetings will be held in conjunction with an educational event and each meeting will start at the end of the day, once all groups have finished for the day. I would strongly encourage everyone to attend either of the meetings so we can discuss the current state of the region, and begin to plot the path for an even stronger region.

If you are planning on attending the Elk event/meeting, please feel free to contact me at (enj5050@yahoo.com) if you have any lodging questions or concerns.

That's all for now. I look forward to seeing everyone this winter.

Region 5 (Western NY State)

Regional Representative, Ron Kubicki, reports: While Mickey is busy in Albany, he asked me to write to you before we all get caught up in our early season activities. It seems like it took all summer to get some good weather, but the last couple of weeks have been great. Hope you all have been getting the chance to get outside. ... and get the last rounds of golf, mt. biking, yard work and such, before the first flakes fall.

It's the time of Fall fests, equipment swaps, and pre-season meetings again...with paperwork, pass photos and what kind of schedule we can commit to this season. Maybe while thinking about updating equipment, getting or staying in "incredible" shape (remember to stretch), it is a good time to revisit the reasons we all "do what we do"; the camaraderie and friendships with members of the school, our students and other resort personnel.

But it is also a good time to reassess *your goals*...to look at your growth and enjoyment level. Don't lose sight of the fact that you are a skilled and talented teacher, plus a dedicated professional. You are also a high-end skier/rider, who enjoys the exhilaration and excitement of a challenge. So, maybe it's time you looked at the next level of cert? Maybe you should consider that Master Teacher course you have been wanting to take. How about one of the upcoming early season events for a personal tune-up? How about "pushing the envelope" a bit? Don't forget "you"! Don't let yourself stagnate. Don't lose the fun of the sport you

are in. This organization is "about, by and for you". For you to *be all you can* to your students, you need to *be all you can* to yourself. Take this time of the year to be "all about you"... soon enough it will be "all about the guest"

In addition, don't forget that even though you are part of a school, you are also an independent entrepreneur. You can develop and promote yourself to your students and develop your own clientele in regards to privates. You are the product you are promoting. Your skill and insight, humor and personality are your *product*. Read, "Are You Asking for Your Customer's Business" by David Hinson and Charlie Knopp in the Fall, 2004, issue of "*The Professional Skier*" (also appears in the *Early Fall SnowPro* as a guest editorial). *There are some great ideas on how to "sell "yourself.*

On the business side, we plan to hold an early season meeting in the eastern side of our region sometime in January, and follow in March with another in the western side of the region. We will send notification when we have details.

Well, get ready ... it will be the holidays, the Presidents Week before we know it! But, don't forget, every day always take the opportunity to take at least one run, just for yourself.

Be safe ... and think snow!

Region 6 (Eastern NY State)

Peter Lucatuorto, Regional Director, reports: The snow is about to fly, and I am about to trade in my golf clubs for those wings I call "ski equipment". I'm ready and excited for this new ski season and I hope you are too.

First, I'd like to announce a recent organizational change in Region 6. Alex Sharpe has resigned his position as a member of the PSIA-E Board of Directors, citing increased responsibilities in his professional and personal life, and the effect on his ability to properly represent the members of Region 6. Alex has served the membership for many years, and has been a valuable contributor to our organization; he recently served as our Treasurer, and a member of the PSIA-E Executive Committee. As your Regional Representative, the Board of Directors elevated me to the Regional Director position to fill out Alex's term. The Board also asked Ron Hawkes, a previous member of the Board, to fill the Regional Representative position for the remainder of the term, and, thus, assure full and effective representation of the Region 6 membership at the Board of Directors. Alex has offered to help us from the sidelines to ensure that existing commitments and works in process will be completed and not fall by the wayside. I thank Alex - as both a mentor and friend - for his help in this, my first term on the Board of Directors, and for his support

in representing our membership. I've learned a lot about how our organization works over these past years. Alex will be missed.

We will hold two Region 6 meetings this season. The first one will be held during the AASI Level II and Level III Exam Clinics at **Hunter Mountain on January 6, at 4:30 PM.** The second meeting will be on **February 10, at Hunter Mountain, at 4:30 PM,** and will coincide with several skiing events and MTC courses. This schedule should provide members the opportunity to combine the regional meeting with for-credit courses. You may even try out a Master Teacher course if you haven't attended one yet.

We'll **not** be sending post cards out to announce the meeting, nor will there be a charge to attend the meeting. We will provide some snacks and refreshments (non-alcoholic) during the meeting in an après ski environment while we discuss changes in the organization, exams, and other subjects of interest to the membership.

Ron and I hope this format will be informative, tickle your interest, and encourage you to attend.

Region 7 (States South of PA and NJ)

Steve Kling, Regional Director, reports: Hopefully, at this point, everyone has gotten off to an early cold start, and the season is set up to start well. Keep in mind that we need to show strong support for the educational events in our region, Alpine and Snowboarding.

Sorry for the false alarm in the last report about the Regional Meeting. We are planning one, and I got a bit ahead of the planning with the last report. We anticipate a regional meeting in conjunction with education events in the region during the season. Our original idea of a meeting and golf tournament in the fall simply didn't come together quickly enough.

As I mentioned before, we're working to establish a Region 7 Scholarship Fund within the PSIA-E Educational Foundation. At this point, the plan is to hold a Regional Golf tournament right after the season to kick off fundraising. Again, apologies for the miscommunication last issue. I'll do better. Now, stop reading and start making your plans to go skiing. ♦♦





What is a Member School?

by Steve Howie

*PSIA-E Snowsports School Management Committee Chairman
PSIA-E Alpine Examiner*

Is your school a member school? Have you spotted meeting place signs at other areas that say, "PSIAAASI Member School"? Most of us are aware of what PSIAAASI does for us as instructors, but may not be aware of what it does for the member schools and how that benefits all of us.

In the Early Fall SnowPro, there is an article entitled, "2004-05 Premier Events" that has a brief description on this season's Snowsports School Management Seminar. The article mentions that to receive PSIA national accreditation, the director or technical director/supervisor must attend the Snowsports School Management Seminar, or a selected train-the-trainer event every year. It is also required that the area representative be Level III certified. The seminar provides a venue for directors to share successes and challenges in the operation of their schools, and updates for all disciplines on: exams, training materials, coaching strategies, as well as industry updates and trends. The timing of the seminar allows trainers to return with the latest information in time for their staff training.

Member schools are also provided with new publications as they become available, and this season there are plenty to checkout at (www.psia.org).

New for 2004-05

- Alpine Movement Assessment Pocket Guide, 2nd ed.
- Alpine Stepping Stones Pocket Guide
- Children's Ski and Snowboard Movement Guide
- Pathways to Snowboard Lessons: "Tiny Bubbles"
- Nordic Technical Manual
- Subaru Tip of the Day cards

PSIAAASI continues to be an active participant in the NSAA Growth Initiative. This season "GO With a Pro", a marketing program complete with artwork and ideas specifically geared to promot-

ing lessons taking, is to be made available to schools. PSIAAASI will also be producing a new series of 30-second video public service announcements in partnership with the National Ski Patrol (NSP). The videos will promote a learn-to-turn message to go in concert with "GO With a Pro". The primary purpose of

PSIAAASI (the American Snowsports Education Association - ASEA) is to support our members by providing a variety of membership benefits. By providing member schools with access to educational staff, educational materials, and marketing and promotional tools we individually benefit from our partnership.

A Snowsports School Meeting Place sign that does not have a PSIAAASI logo, or say member school, does not imply that it is not a qualified school. But, as a Director of a PSIAAASI School I want everyone to know that there is a professional organization working with industry partners, our school, and instructors to provide the best possible service to our customers. Hopefully, we all recognize the obvious benefits of being part of a Member School. ♦♦

Powder 8 Event Returns to the East Coast for a Third Season

February 10 and 11, 2005 will see the New England Powder 8 Championships hosted once again by Jay Peak Resort, home of the deepest snow in the East.

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, Big Sky, Montana, Stowe, Okemo, and more, 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 \$75.00 per team for this event.

For more information and to receive an entry form package, email synchronski@vermontel.net or call (802) 484-0008. ♦♦

oops!

We inadvertently failed to include Bill Gluck in our list of individuals who achieved Master Teacher Certification in the 2000-2001 season (Early Fall 2004, page 36). Our apologies and sincere congratulations to Bill.

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Get Early-Season Training for a Great Start

by Rob Bevier

AASI Board of Examiners

Eastern Division AASI Advisor

The beginning of the season always brings on many emotions for me. Some days I'm sad that another summer has drifted away, but at the same time I'm loving fall to its fullest. Other times I'm excited like a little kid on Christmas day that the snow will fly soon, but at the same time anxious about my abilities. Will I be able to perform at the same or higher level as last season? Will I grow in my riding? Will I make a difference with others?

If you have the same pre-season angst as I do, let me try to help. I can think of no better way to get the season started than with an early-season clinic. Just think, get early-season time on the hill with like-minded friends and get tips from top-level teachers, all at the same time. Coaching from the Ed. Staff can be the perfect way to get back on track with last season, get on a new track for this season, or explore all those fantasies you had all summer about riding.

Which event should you choose? Think it through... When does your resort open? Should you do an event before your resort even opens? Only you can decide about that. My suggestion would be to wait until either your hill is just about to open, or has just opened. That will keep the timing consistent with your need to practice what you have learned. What are your interests for the season? Or, perhaps, are you thinking about an exam this season? Take a look at what you need and what is offered to match the two for the best possible outcome for early-season training.

Are you a trainer at your home hill? Take a management-based event to look beyond exam and riding focuses. You can learn a lot from others that have "been around the block" a few times. The Management Seminar allows leaders to get together and share ideas that we all have concerns about, and come up with

some pretty cool solutions. It is always a great event with tons of good stuff. How about all those new teachers you're planning to hire? Think about the ITC course. This one will let new instructors learn and get trained by the best. Imagine what you would have been like if you got your feet wet doing a week with top level Ed. Staffers. Bring that one up with your managers and see if you can start someone's career in a really positive manner.

When you get back from an early event all your co-workers will be impressed that you "got so good so fast". You can do them a favor and let them in on your secret.... coaching is the greatest way to improve your riding, not just in the spring, but early-season as well.

Be a part of the future of the sport, get involved early in the season and help others begin a great career- that's what snowboarding is all about! See you on the hill - early! ♦♦

AASI Resort Trainers Program

The Eastern Division of AASI has developed a program exclusively for resort snowboarding trainers. The program is based on a similar program run by the Rocky Mountain Division (theirs is called the Apprentice Training Program). The focus of the program is how to be a better resort trainer, and covers many issues within the world of training; i.e. setup of seasonal training programs, inclusive tactics, scheduling, motivation, training environments, administration and tracking, etc.

Why we made this program...

Everybody knows it...there is a SEVERE shortage of resort trainers in the Eastern Division. On top of the usual overworked and underpaid situation, most resort trainers are also resource-challenged (nice PC term, don't you think?). We all know the story about how you transcend from instructor to trainer...the person who did it last season either quit, got a job making more money, was fired, moved out west or was promoted. By the wave of the magic wand, one day you are given the responsibility of creating and training snowboarding instructors. We struggled for years with a lack of written material and training resources. Since the creation of AASI we have generated a large quantity of material, but most resort trainers don't have access to it, or an understanding of how to get the information/training that they need. Time for all that to change! The trend last spring was for the number crunchers

(the ones who claim to count lift tickets and come up with that mysterious percentage of snowboarders in the national skier visit count) to claim that snowboarding has stopped growing. Imagine that...our sport flat...yeah right! Snowboarding is growing, and the best way for us to continue the growth is to have more and better-trained instructors helping people learn to turn and become stoked on our sport.

What this program IS...

- An opportunity to have all the trainers in the same place, at the same time and on the same page.
- A chance to share ideas about what tactics are being employed at different resorts.
- The removal of a link out of the whisper chain. All trainers will get the AASI information from the same people, rather than having that information filtered through instructors returning from courses.
- An opportunity to develop a network of trainers BETWEEN resorts, so we can have greater educational exchange between neighboring resorts.
- Dedicated to improving instructor job performance (as opposed to improving exam pass ratios).
- Aimed at developing the pool of instructors from which future Education Staff members will be chosen.

What this program is NOT...

- A certification, accreditation, evaluation, classification or standardization.
- A certification prerequisite or exam prep.
- Run like the average "take ten and go riding" event. It's symposium/seminar style. You will be given options from which to choose. Some riding - some not.
- A good-ole-boys club.

Eligibility

All AASI Level III members are eligible for this program. Every snowboard school may also send up to THREE trainers of any certification level to this program. For schools that have Level III members on staff, we will NOT count these members as part of your allotment of THREE trainers.

Logistics

For the 2004-2005 season the Resort Trainers Program will be offered once in early December as a three-day event. The RTP will be held December 6-8, 2004, at Hunter Mt., NY. The event fee is \$190.00. Use the event application form in this issue to sign up. Contact the office if you have any questions. ♦♦



Go Forth and Screw Up!

by Holly Andersen

AASI ETS

Mount Snow, VT

If we learned anything from the Ford Pinto, Milli-Vanilli, mullets, neon shorts and acid washed jeans, it is that everyone makes mistakes. Mistakes are common, everyday occurrences. Everyone makes them. People lock their keys in their cars, pick their nose when no one is looking, push "reply to all" on company email, drive past stop signs, say inappropriate things when their boss is around, and so on.

I, myself, screw up all the time. I have shown up to AASI events without my boots, had too many glasses of wine on the plane before realizing that I was in the helper seat, and, if there had been an emergency, I was absolutely useless. This is the most recent and humorous mistake: for my last birthday, I received a reciprocating saw. The day after receiving it, I had a day off and was home alone. I put it together and started her up; of course, not reading the instruction manual. I then took down any safety measure in my entire house, including the railing that ran down the entire length of my staircase. Anything that looked fragile, and/or I didn't like, came down. Who needs all these walls anyway, I thought. When I saw the havoc I have wreaked upon my home, I was dumbfounded. I couldn't believe I had done it.

The moral of the story is that all the screw-ups you and I make, including the ones with power tools, are okay as long as we learn from them and learn not to do the same thing again. There is a great analogy for this; it is called touching the stove. If you walk up to a hot wood stove, and put your hand on it, you will quickly figure out that it is freaking hot and to pull your hand away. After this point, should you touch the stove again, and expect a different result, you have not learned your lesson. If you continuously touch the stove, well, you need help and encouragement beyond the scope of this article. If you go next to the stove again, and look at it and walk away, you have indeed learned your lesson.

I feel as if, after the whole stair-rail-ripping-down incident, I can proudly say that before I start playing with my new chainsaw, I will wait until I have supervision, input, advice and read the manual so that I don't take down every tree on my property. So, you see, I learned my lesson. I only touched the stove once.

The world of teaching on the snow is no exception to my world of oopsies. I have taken students to the top of the mountain before they were ready. I have made students who were ready to ride the chairlift practice J turns at the bottom until they could barely stand because I made them hike too much. I have hiked beginners too far up the beginner hill. I have stopped under chairlifts. Though, after doing each one of these things, I learned from my own personal experience that these things are kind of dumb and not very student-centered. That is how I learned when to take students up to the top of mountain, and at what point they are ready to ride the chairlift, how far to hike them up the learning terrain, and to, of course, not stop under chairlifts. I am glad that I did screw up though, because I found out how to be a better instructor. I learned to make each lesson different and approach each lesson and each student differently.

So, in closing, I offer to you that you should take reasonable chances when you are teaching. Hike your students up one more step - the snow may be different that day - or take someone you are on the fence about up the hill. Most likely you will be an absolute success. Sometimes, you will fall flat on your face. The lesson is, if you never try, you won't ever know; and, if you lose, make sure you don't lose the lesson. Fail until you succeed, and have a great season.

AASI Welcomes three new Development Team members to the Eastern Division Educational Staff!

The PSIA-E/AASI Board of Directors approved the addition of three new Development Team members to the AASI staff at their October meeting. Please welcome:

Chance Caswell, Belleayre Mountain, NY
Sean Nalette, Jay Peak Resort, VT
Tim Silfies, Blue Mountain, PA

Can you guess who this is?

Clue: He is an AASI Ed. Staff member from Vermont.



Answer on page 18

ADAPTIVE AIR TIME



adaptive news

Book Review

by Gwen Allard

PSIA-E Adaptive Coordinator

Title: *The Everything Parent's Guide to Children with Autism*

Author: Adelle Jameson Tilton

Publisher: Adams Media,

an F+W Publications Co., 2004

Email: www.adamsmedia.com

In the book, *The Everything Parent's Guide to Children with Autism*, the author, Adelle Jameson Tilton, states, "There is a worldwide increase in the diagnosis of Autism Spectrum Disorders (ASD) that is reaching epidemic levels." This statement comes as no surprise to us in adaptive snowsports education. A "guesstimate", of all attending our programs here in the East, is that 30-40% of our students have some type of cognitive processing impairment, with a large majority of those being in the ASD categories.

What are the Autistic Spectrum Disorders? "Autism is a condition affecting the processing, integrating and organizing of information that significantly impacts communication, social interaction, functional skills, and educational performance." They are characterized primarily by having impaired verbal ability and social dysfunction. Each disorder shares broad classifications of symptoms, with each disorder category demonstrating its own intensities and combinations of these impairments. No two cases are alike, yet share many common syndromes. ASD is the umbrella, or widest definition of these disorders.

Typical symptoms of ASD are:

- 1) Reluctance or void of social interaction such as reduction or absence of eye contact, inability to form friendships, ability to demonstrate enjoyment with others, or share emotions on a social level.
- 2) A marked reduction in communication, notably a reduction or absence of the spoken language, inability to converse with another person, repetitive use of words, or echoing words without meaning.
- 3) Demonstration of specific behavior patterns such as compulsive routines that serve no practical function, repetitive move-

ments such as flapping, spinning or intense preoccupation with parts of a whole.

This ASD category includes many of our students we have in our programs. It includes, but is not limited to: Autism, Aspergers, PDD-NOS (pervasive development disorder "not otherwise specified"), Retts Syndrome, Fragile X Syndrome, Williams Syndrome, Prader-Willi Syndrome and Landau-Kleffner Syndrome. Common in the above disorders are co-existing conditions such as Tourett's, Obsessive-Compulsive Disorder, as well as seizures, hearing and auditory difficulties and visual problems.

The book reviews specific behaviors one can expect from students with ASD. It covers obsessive-compulsive behaviors, anger and aggression, as well as elopement. Valuable information is reviewed in the communication chapter outlining how to communicate with a nonverbal student, a person lacking conceptual images or expressive speech. Sign language and communication boards are also reviewed. A must-read chapter is the one on "Meltdowns". Great information is outlined to distinguish a meltdown from a tantrum, and how to defuse both situations, and there are recommended behavior modification techniques to assist in improving the environment.

The book provides us insight into the world of our special-needs students and their families. This is a good book to have on your library shelf and is definitely worth "a read." ♦♦

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Certified ski & snowboard instructors wanted. FT instructors starting SALARY is \$300-\$325/wk based on 25-30 teaching hrs/wk. Competitive pay systems for PT instructors. Incentives for accumulated hours worked. RONNIE MAN-FREDI, Ski/Snowboard Dir., (570) 421-7231, ext. 241, skischool@shawneemt.com



Ski School Director

Snow Ridge Ski Area is seeking a full time Ski/Snowboard School Director. Level II certification, proven leadership, communication and organizational skills a must. Level III with a strong background in sales/marketing a plus. Snow Ridge, located in the famous Tug Hill / Lake Ontario snow-belt (averaging 250" +/- annually), is entering its 60th consecutive season of operation. Snow Ridge is Central New York's premier family ski and snowboard area and offers excellent opportunities for growth and advancement. Salary and benefit package commensurate with experience. Send confidential letter of interest, resume, and salary history and requirements to Snow Ridge Ski Area, Attn: Human Resources, PO Box 100, Turin, NY 13473.

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**"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: _____

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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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.



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

An application form can be found elsewhere in this issue. ♦♦

Parents & Sponsors: We didn't forget about you!

Is a club member you sponsored attending the first 15 Below club event of the season at Killington, VT on December 11-12? Would you like to join them, and attend an event too?

If so, we have options for you:

Event Number	Event/Description	Location	Dates	Deadline	Cost
Alpine 343	Workshop Clinic	Killington	Dec 11-12	11/19/04	\$95
Alpine 027	Mini Academy (Level III only)	Killington	Dec. 11-12	11/19/04	\$165
Snowboard 409	Mini Academy (Level II/III)	Killington	Dec. 11-12	10/15/04	\$165
Nordic 604	Nordic Downhill Mini Academy	Killington	Dec. 11-12	11/19/04	\$125

Just looking to ski or ride?

2-Day Lift Tickets will be available at the 15 Below Registration Desk for \$69. You must call the PSIA-E office (ask for Eileen) and provide your name(s) in advance to qualify for this discount. Discount offer requires minimum of 20 group participants in total. Sorry – cash or check only for these 2-day tickets. ♦♦

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Children's News from Region 2

by Harley Fletcher

Children's Program Manager
Smugglers' Notch Resort, VT

As a new member to the Children's Committee, I'm looking forward to a great winter and am excited to begin working with and for all of the children's pros in our Region. I would like to take this time to introduce myself to Region 2. I have been working at Smugglers' Notch Resort for 16 years now. I started as a Junior Camp Counselor in our Summer programs in 1989, and now am the year-round Children's Program Manager. I was hired as a Snow Sport University Supervisor for our 3-5 year-old program for the 1998-1999 Season. I now manage the Children's Ski Program for 3-14 year-olds. I have been a PSIA-E member since 1998.

This year's Children's Academy: The new format for the Academy should prove to be a great opportunity for learning and sharing for all Children's Instructors. If you have never attended the Children's Academy before I highly recommend it. This will be my fourth, and each year I try to recruit more of my staff at Smugglers' to join me. There is such a wealth of knowledge from all of the ACE staff and all of the instructors that attend, whether it's their 1st year or their 25th. Last year the snow was fantastic. We drove through a snowstorm to get there, which led to some fantastic skiing. After 2 days of skiing hard, learning a lot, and meeting new friends, we headed home. We had brought a van full of instructors from Smuggs and everyone was so jazzed. There was non-stop chatter all the way home about everything that we learned. The instructors were excited to share all the new knowledge with their co-workers at our mountain. If you have the opportunity to go to this year's Children's Academy, don't miss it! It will prove to be a worthwhile experience for you.

Another great source of training for you is to have one of the ACE team members come to your mountain. For the last two winters Earl Whitmore from Jay Peak has come to train our staff for two days. All of the ACE team members are great trainers. We post a sign-up sheet the

week before he comes and there is usually a waiting list. The instructors love the opportunity to have someone from the PSIA-E staff come in to help refresh their knowledge.

Working with children has to be one of the best jobs. They are sponges for knowledge. It's great to help them learn while playing, and watch their faces light up when they have a breakthrough.

I'm looking forward to another great season and plan to attend a few different PSIA-E events this winter. As your Region 2 representative I welcome your feedback and input as the committee works on different aspects of the Children's programs and PSIA-E. I can be reached at 802-644-8545 or email at (hfletcher@smuggs.com). I look forward to hearing from you. ♦♦

Region 3 Children's News

by Gary Vanasse
Children's Committee
Representative

As I was wrapping up my early morning workout one day recently, I noticed something staring down at me against a blue-black sky. It was big and round and full, and she was saying to me, "I am the August moon. Soon the leaves will change their color and the air will grow much colder and you will begin to think of skiing." And, I looked right back up at her and said, "Too late, honey, I already am." Hi, my name is Gary Vanasse, and I am your Region 3 representative on the Children's Committee; and, here's what's happening in the kids world around my area these days.

In Rhode Island at Yagoo Valley I spoke with Pati, one of the owners. As winter approaches they have been filling up their many weekends and after-school multi-week programs. So many of these smaller local areas offer such deals and, being from an area like that myself, it often has the feeling of being its own little community. Everybody seems to know everybody. That is so cool, not to mention the fun it is hanging out with your friends all winter.

At Wachusett Mountain, I spoke with Tom Meyers. With the new Victory Bowl triple chair opening this season, it will service an all new and expanded Alpine park and connect to some new novice and intermediate skiing on the lower part of the mountain. There will be great access for some of those little hot shots we see bombing all over the hill on a regular basis.

At Jiminy Peak, Sally Johnstone was very excited to tell me all about the new Children's Center that opened last season. This is a self-

contained center that has its registration, rentals, and a new lunch room all in one building. This new area is dedicated to the "ski wee" and explorers group, and it has enabled them to increase their capacity from servicing 200 kids a day to over 300. Wow, that's a lot of kids! Cool. She tells me they are always looking for some really good instructors, so if you're from the area, you ought to check it out.

I had a nice chat with Einar, ski school director out at Butternut. He tells me they, too, have increased their outdoor teaching area and added a magic carpet to the kid's area. We all know how much those kids love to ride the carpet. We both agreed that it is much easier for the kids to ride the carpet than trying to hang on to a rope as it drags them up the hill. ("Let go....let go of the rope!!!!") I remember.

And, finally, at my own little area, The New Blue Hills (which was taken over by Ragged Mountain a few years back) all kinds of neat improvements have been made to the ski kids program. Last year we added sno-pups to the menu. This multi-week program is like our "ski wee", only dedicated to working with 2½ to 4 year olds. The lessons are shorter in time. I often call it pitch and catch. It is a great introduction to the idea of sliding on snow, with big emphasis on fun. Hot chocolate and snacks seem to be a big hit here as well. The after-school junior program is as huge as ever, as is the high school varsity and junior varsity race leagues. The place is always hopping during the after-school hours mid-week.

So, that's what's happening around my region these days. Keep watching the sky. Soon the snow will be falling and we'll all be out there.

PS: I think it is going to be a good year, because it snowed on Whiteface while I was at the Committee meeting in August. Really, no lie! ♦♦



Answer: This wild ride took place on the AASI Ed. Staff summer rafting trip hosted by Tom Vickery at the Whitewater Challengers Black River location near Watertown, NY. We had a great time and hope to do another mid-summer trip again next year. Thank you Tom!

Great Resources

for Children's Instructors

by Marsha Curtis

Advanced Children's Educator

Stowe, VT

It often times takes a certain level of resourcefulness to acquire educational materials on teaching children's snowsports. Unlike a college course with a syllabus and a list of course texts, information for a snowsport educator is scattered throughout a variety of manuals, videotapes, books, magazines, and on-hill (or off-hill) clinics with no consolidated list of recommendations.

Children's snowsports education incorporates a wide variety of topics (e.g., skiing, snowboarding, games & activities, child growth & development, educational theory, etc...). Unfortunately, because the subject matter is so varied we find ourselves sifting through heaps of information before we are able to locate the gems of insight we are looking for. There is an abundance of useful information out there; one just needs to know what references are available and where they can be acquired! From the fundamentals to the academic, there are materials that will help any level children's instructor. Here are some to check out!

For those of you looking to strengthen your knowledge of the fundamentals, PSIA offers some great resources. Each of these can aide in establishing a strong foundation of knowledge to become a master kid's instructor:

- *Captain Zembo's Ski and Snowboard Teaching Guide for Kids* – Great games for kids; also some great tricks for communicating with your young students. It can be purchased from www.psia.org

- *Power Play* – Awesome resource! This video shows the skills and movement patterns in action! It's a great way to gain some teaching ideas and improve your eye. Order it from www.psia-e.org

- *Recipes for Learning: A Cookbook of Tricks for Teaching Kids* – Some great nuggets of wisdom from expert kid's coaches! This little booklet is jam packed with helpful information. You can order it from www.psia-e.org

- "Kids Movements are Fundamental" (*Professional Skier*, Fall 2001) – This article offers a succinct explanation of how children move on their equipment. Read this and watch the *Power Play* video together... well...no... not at the same time... but, read the article then watch the video – watch the video then read the article; they supplement each other well.

- *Basic & Advanced Study Aides for Children's Accreditation* - These materials do a great job covering the essentials. They can be downloaded from www.psia.org

- Combined, these resources will provide you with information on technical skills, bag-o-tricks, movement analysis, movement patterns of young skiers, and the ins-and-outs of the C.A.P. model (Cognitive, Affective, and Physical development).

So, as you were glancing over my reading list, were you saying to yourself, "Yup, got it. Saw that. Yea, own that too. Duh, like I haven't read that already!" Are you ready to read some different material? Check out some of the following:

- *How To Talk So Kids Will Listen & Listen So Kids Will Talk* – Offers great tools for successful cooperation and positive communication with children. A quick and easy read.

- *How To Talk So Kids Will Learn* – Ditto!

- *A Mind At A Time* – Discusses different learning patterns and how an individual can identify and be successful in relating with each of them.

- *A Piaget Primer: How A Child Thinks* – A clearly distilled summary of how human intelligence develops. Easy to read with great analogies

to help explain the stages of intellectual maturation. It will help you to understand why kids *say and do* what they *say and do*!

- *Frames of Mind: The Theory Of Multiple Intelligences* – A bit on the academic side, but fascinating. Hopefully, it will inspire you to play around with different ways of delivering information and working with your students' strengths.

All of these books should be available through your local library or bookstore. Stepping away from the direct topic of snowsports, these references focus on developing the communication skills and understanding needed to successfully teach anything - not just skiing or riding.

These recommendations are just some of the gems that others have shared with me, or that I have happened to stumble across over the years. All of them have helped in improving my understanding of kids and/or snowsports; hopefully, they will be able to aide in yours. Just remember, the most impacting knowledge is that which is gained from experience. Don't forget to take this information out on the hill with you. Play, experiment, have fun with this new information in your teaching! ♦♦

Ever Teach a Child to Ski?



This book has been designed as a tool for Ski Instructors, to help them teach children.

With more than 100 games indexed by ability level, age group, movement pool, terrain type and skill development - this book is a must have for your library!

A child's avocation is playing and since learning is their vocation, merging the two is a highly successful teaching method.

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Submitting to SnowPro?

The copy and ad closing date for the Winter 2005 issue is December 1, 2004.

PSIA-E Alpine Schedule for 2004-2005

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.

^ = Night event

	Num.	Event	Description	Location	Price	Dates	Deadline
FEATURE EVENTS	336	Spring Rally (Credit)	2 days; banquet/race	Mt Snow, VT	\$145	Apr. 02-03	03/11/05
	018 #	Snowsports School Management Seminar	2 1/2 days; banquet	Mt Snow, VT	\$170	Nov. 29 - Dec. 1	11/08/04
PREMIER EVENTS	340 #	Train-the-Trainer	2 days; for Directors & Supervisors	Snowshoe, WV	\$115	Feb. 02-03	01/12/05
	027 *	Mini Academy	(Level III only) 2 days	Killington, VT	\$165	Dec. 11-12	11/19/04
	029	Masters Academy	(Level III only) 5 days, banquet/video	Killington, VT	\$370	Dec. 13-17	11/22/04
	030 *	Snow Pro Jam	(Reg., Lev I-II only) 5 days; banq./video	Killington, VT	\$325	Dec. 13-17	11/22/04
	114 #	Adv. Women's Seminar	3 days; banquet	Sugarbush, VT	\$190	Jan. 19-21	12/29/04
	247 #	Women's Seminar	3 days; banquet	Okemo, VT	\$190	Feb. 28 - Mar. 2	02/07/05
	314 #	Plus One Showcase	2 days; cocktail party	Hunter Mtn, NY	\$150	Mar. 17-18	02/24/05
	701 #	Children's Academy	2 days; Theme: College of Knowledge	Stratton Mtn, VT	\$121	Dec. 06-07	11/15/04
	702 #	Children's Academy	3 days; Theme: College of Knowledge	Stratton Mtn, VT	\$157	Dec. 06-08	11/15/04
	TEAMS	174	Dev Team Prep	(Level III only) 2 days	Stowe, VT	\$120	Jan. 27-28
209		Dev Team Prep	(Level III only) 2 days	Hunter, NY	\$120	Feb. 10-11	01/20/05
225		Dev Team Prep	(Level III only) 2 days	Killington, VT	\$120	Feb. 14-15	01/24/05
327		Dev Team Exam	(Level III only) 2 days	Hunter Mtn, NY	\$215	Mar. 23-24	03/02/05
328		ACE Exam	(Level III only) 2 days	Hunter Mtn, NY	\$195	Mar. 23-24	03/02/05

REINSTATEMENT EVENTS 3 days; call office for eligibility requirements - \$160 plus dues and reinstatement fee

Num.	Event/Description	Location	Dates	Deadline
122	Reinstatement Event	Pico, VT	Jan. 21-23	12/30/04
264 *	Reinstatement Event	Ragged Mtn, NH	Mar. 04-06	02/11/05

SPECIALTY EVENTS

Num.	Event/Description	Location	Dates	Deadline	Num.	Event/Description	Location	Dates	Deadline
113 *	Teaching Seniors	Belleayre Mtn, NY	Jan. 18-19	12/28/04	262	Intro to Trees / Steeps	Bolton Valley, VT	Mar. 03-04	02/10/05
139	Advanced Trees / Steeps	Stowe Mtn, VT	Jan. 25-26	01/04/05	292	Park & Pipe	Loon Mtn, NH	Mar. 09-10	02/16/05
155	Park & Pipe	Stowe Mtn, VT	Jan. 27-28	01/06/05	315	Advanced Trees / Steeps	Smugglers' Notch, VT	Mar. 19-20	02/25/05
172	Park & Pipe	Mtn Creek, NJ	Jan. 31- Feb. 01	01/10/05	316	Intro to Trees / Steeps	Smugglers' Notch, VT	Mar. 19-20	02/25/05
178	Park & Pipe	Sunday River, ME	Jan. 31- Feb. 01	01/10/05	318	Advanced Trees / Steeps	Whiteface Mtn, NY	Mar. 21-22	02/28/05
201	Stance & Alignment	Bromley Mtn, VT	Feb. 07-08	01/17/05	325	Intro to Trees / Steeps	Gore Mtn, NY	Mar. 23-24	03/02/05
227	Intro to Trees / Steeps	Killington, VT	Feb. 14-15	01/24/05	047	Women Only Workshop Clinic	Waterville Valley, NH	Dec. 21-22	11/30/04
233	Park & Pipe	Okemo Mtn, VT	Feb. 14-15	01/24/05	062	Women Only Bump Clinic	Okemo Mtn, VT	Jan. 04-05	12/14/04
248	Stance & Alignment	Pico, VT	Feb. 28- Mar. 01	02/07/05	156	Women Only Workshop Clinic	Stowe Mtn, VT	Jan. 27-28	01/06/05
250	Advanced Trees / Steeps	Mad River Glen, VT	Mar. 01-02	02/08/05	296 *	Women Only Bump Clinic	Belleayre Mtn, NY	Mar. 12-13	02/18/05

RACE PROGRAMS

(Non-members add \$20) 5 days - \$300; 3 days - \$195; 2 days - \$140

Num.	Event/Description	Location	Dates	Deadline	Num.	Event/Description	Location	Dates	Deadline
751	Advanced Race Week - 5 Day	Hunter Mtn, NY	Dec. 06-10	11/15/04	762	Gate Training	Tussey Mtn, PA	Jan. 30-31	01/10/05
752	Intro Race Week - 5 Day	Hunter Mtn, NY	Dec. 06-10	11/15/04	763	Advanced Race Series	Bristol Mtn, NY	Jan. 31- Feb. 02	01/10/05
753	Advanced Race - 3 Day	Hunter Mtn, NY	Dec. 06-08	11/15/04	764	Intro Race Series	Bristol Mtn, NY	Jan. 31- Feb. 02	01/10/05
754	Intro Race - 3 Day	Hunter Mtn, NY	Dec. 06-08	11/15/04	765	Race Series	Gore Mtn, NY	Feb. 03-04	01/13/05
755	Race Series	Hunter Mtn, NY	Dec. 09-10	11/15/04	766	Race Series	Attitash Bear Peak, NH	Feb. 07-09	01/17/05
756	Race Series	Seven Springs, PA	Dec. 11-12	11/19/04	768	Gate Training	Labrador Mtn, NY	Feb. 10-11	01/20/05
757	Race Series	Jack Frost, PA	Jan. 06-07	12/16/04	769	Race Series	Pat's Peak, NH	Feb. 10-11	01/20/05
758	Race Series	Massanutten, VA	Jan. 10-11	12/20/04	770	Race Series	Sugarbush, VT	Feb. 15-16	01/25/05
759	Race Series	Ski Roundtop, PA	Jan. 12-13	12/21/04	771	Advanced Race Series	Holiday Valley, NY	Feb. 28- Mar. 02	02/07/05
760	Race Series	Ski Butternut, MA	Jan. 24-25	01/03/05	772	Intro Race Series	Holiday Valley, NY	Feb. 28- Mar. 02	02/07/05
761	Women's Race Series	Ski Butternut, MA	Jan. 24-25	01/03/05	773 *	Women's Race Series	Belleayre Mtn, NY	Mar. 06-07	02/14/05

MASTERS SERIES SKIING II / III

(Open to Level II & III Members) 2 days - \$115

Num.	Location	Dates	Deadline	Num.	Location	Dates	Deadline
052	Bristol Mtn, NY	Jan. 04-05	12/14/04	188	Sunday River, ME	Feb. 02-03	01/12/05
076	Okemo Mtn, VT	Jan. 06-07	12/16/04	212	Hunter Mtn, NY	Feb. 10-11	01/20/05
088	Magic Mtn, VT	Jan. 08-09	12/17/04	230	Killington, VT	Feb. 14-15	01/24/05
097	Jiminy Peak, MA	Jan. 11-12	12/21/04	253	Mad River Glen, VT	Mar. 01-02	02/08/05
118	Windham Mtn, NY	Jan. 20-21	12/30/04	259	Holiday Valley, NY	Mar. 02-03	02/09/05
134	Elk Mtn, PA	Jan. 25-26	01/04/05	291	Loon Mtn, NH	Mar. 09-10	02/16/05
154	Stowe Mtn, VT	Jan. 27-28	01/06/05	320	Whiteface Mtn, NY	Mar. 21-22	02/28/05
183	Snowshoe Mtn, WV	Feb. 02-03	01/12/05				

continued next page

Important Notes on PSIA-E/AASI Events

Event deadlines are listed next to the event date. If openings are available after the deadline date, members or prospective members may be admitted based on availability. A \$25 late fee will be charged, please contact the office to inquire on availability. Absolutely no walk-ons will be admitted to any event.

Those alpine members wishing to enroll in the **Early Admission Certification Program** are required to pay a non-refundable \$50 program fee and submit a portfolio for approval. See the Early Admissions article for complete details.

PSIA-E Alpine Schedule for 2004-2005

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.

^ = Night event

MOGUL SERIES (Open to Registered, Level I, II or III Members) 2 days - \$115

Num. Location	Dates	Deadline	Num. Location	Dates	Deadline
Advanced Bumps					
054 Okemo Mtn, VT	Jan. 04-05	12/14/04	240 Killington, VT	Feb. 16-17	01/26/05
140 Stowe Mtn, VT	Jan. 25-26	01/04/05	252 Mad River Glen, VT	Mar. 01-02	02/08/05
173 Sunday River, ME	Jan. 31- Feb. 01	01/10/05	257 Holiday Valley, NY	Mar. 02-03	02/09/05
204 Hunter Mtn, NY	Feb. 08-09	01/18/05	289 Loon Mtn, NH	Mar. 09-10	02/16/05
238 Killington, VT	Feb. 16-17	01/26/05	294 * Belleayre Mtn, NY	Mar. 12-13	02/18/05
251 Mad River Glen, VT	Mar. 01-02	02/08/05	Intro to Bumps		
286 Loon Mtn, NH	Mar. 09-10	02/16/05	059 Okemo Mtn, VT	Jan. 04-05	12/14/04
Intermediate Bumps					
058 Okemo Mtn, VT	Jan. 04-05	12/14/04	104 Jiminy Peak, MA	Jan. 13-14	12/21/04
103 Jiminy Peak, MA	Jan. 13-14	12/21/04	131 Elk Mtn, PA	Jan. 25-26	01/04/05
130 Elk Mtn, PA	Jan. 25-26	01/04/05	176 Sunday River, ME	Jan. 31- Feb. 01	01/10/05
142 Stowe Mtn, VT	Jan. 25-26	01/04/05	241 Killington, VT	Feb. 16-17	01/26/05
175 Sunday River, ME	Jan. 31- Feb. 01	01/10/05	258 Holiday Valley, NY	Mar. 02-03	02/09/05
206 Hunter Mtn, NY	Feb. 08-09	01/18/05	290 Loon Mtn, NH	Mar. 09-10	02/16/05
			295 * Belleayre Mtn, NY	Mar. 12-13	02/18/05

DEVELOPMENT SERIES SKIING (Open to Registered & Level I Members) 2 days - \$115

Num. Location	Dates	Deadline	Num. Location	Dates	Deadline
020 Okemo Mtn, VT	Dec. 04-05	11/12/04	129 Elk Mtn, PA	Jan. 25-26	01/04/05
025 Sugarloaf USA, ME	Dec. 09-10	11/18/04	151 Stowe Mtn, VT	Jan. 27-28	01/06/05
339 Hunter Mtn, NY	Dec. 09-10	11/18/04	162 Song Mtn, NY	Jan. 29-30	01/10/05
342 Wachusett Mtn, MA	Dec. 11-12	11/19/04	185 Sunday River, ME	Feb. 02-03	01/12/05
033 Bretton Woods, NH	Dec. 18-19	11/29/04	190 Massanutten, VA	Feb. 04-05	01/14/05
044 Waterville Valley, NH	Dec. 21-22	11/30/04	210 Hunter Mtn, NY	Feb. 10-11	01/20/05
049 Bristol Mtn, NY	Jan. 04-05	12/14/04	226 Killington, VT	Feb. 14-15	01/24/05
063 Greek Peak, NY	Jan. 06-07	12/16/04	255 Holiday Valley, NY	Mar. 02-03	02/09/05
072 Okemo Mtn, VT	Jan. 06-07	12/16/04	287 Loon Mtn, NH	Mar. 09-10	02/16/05
078 * Bousquet, MA	Jan. 08-09	12/17/04	299 * Middlebury College, VT	Mar. 12-13	02/18/05
083 Labrador Mtn, NY	Jan. 08-09	12/17/04	319 Whiteface Mtn, NY	Mar. 21-22	02/28/05
094 Jiminy Peak, MA	Jan. 11-12	12/21/04	323 Gore Mtn, NY	Mar. 23-24	03/02/05
115 Windham Mtn, NY	Jan. 20-21	12/30/04			

SENIOR TOUR (Seniors only) 2 days - \$110

Num. Event/Description	Location	Dates	Deadline	Num. Event/Description	Location	Dates	Deadline
046 Senior Workshop Clinic	Waterville Valley, NH	Dec. 21-22	11/30/04	112 * In Search of Corduroy	Belleayre Mtn, NY	Jan. 18-19	12/28/04
061 Senior Bumps	Okemo Mtn, VT	Jan. 04-05	12/14/04	179 Senior Bumps	Sunday River, ME	Jan. 31- Feb. 01	01/10/05
073 In Search of Corduroy	Okemo Mtn, VT	Jan. 06-07	12/16/04	187 In Search of Corduroy	Sunday River, ME	Feb. 02-03	01/12/05
098 Senior Workshop Clinic	Jiminy Peak, MA	Jan. 11-12	12/21/04	280 Senior Workshop Clinic	Wachusett Mtn, MA	Mar. 07-08	02/14/05

WORKSHOP CLINICS # (Non-members add \$20) 3 nights - \$120; 2 days - \$95

Num. Location	Dates	Deadline	Num. Location	Dates	Deadline
022 Okemo Mtn, VT	Dec. 04-05	11/12/04	198 * Ascutney Mtn, VT	Feb. 05-06	01/14/05
026 Sugarloaf USA, ME	Dec. 09-10	11/18/04	213 Hunter Mtn, NY	Feb. 10-11	01/20/05
343 Killington, VT	Dec. 11-12	11/19/04	214 Shawnee Mtn, PA	Feb. 10-11	01/20/05
036 Bretton Woods, NH	Dec. 18-19	11/29/04	219 * Mt. Abram Resort, ME	Feb. 12-13	01/21/05
039 Ski Butternut, MA	Dec. 18-19	11/29/04	224 West Mtn, NY	Feb. 12-13	01/21/05
053 Bristol Mtn, NY	Jan. 04-05	12/14/04	244 ^ McIntyre, NH	Feb. 26-28	02/04/05
069 Greek Peak, NY	Jan. 06-07	12/16/04	260 Holiday Valley, NY	Mar. 02-03	02/09/05
082 * Gunstock, NH	Jan. 08-09	12/17/04	266 Holimont, NY	Mar. 05-06	02/11/05
090 Cataloochee, NC	Jan. 09-10	12/20/04	269 * Ragged Mtn, NH	Mar. 05-06	02/11/05
101 Blue Knob, PA	Jan. 13-14	12/21/04	284 Wintergreen, VA	Mar. 08-09	02/16/05
125 * Peek'n Peak, NY	Jan. 22-23	01/03/05	301 * Middlebury College, VT	Mar. 12-13	02/18/05
158 * Jay Peak, VT	Jan. 29-30	01/07/05	304 * Seven Springs, PA	Mar. 12-13	02/18/05
164 * Song Mtn, NY	Jan. 29-30	01/10/05	311 Bromley Mtn, VT	Mar. 15-16	02/22/05
167 Ski Beech, NC	Jan. 30-31	01/10/05	321 Whiteface Mtn, NY	Mar. 21-22	02/28/05
184 Snowshoe Mtn, WV	Feb. 02-03	01/12/05			
195 Massanutten, VA	Feb. 04-05	01/14/05			

Important Notes on PSIA-E/AASI Events

Info for joining members

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 events where **alpine skiers** may become new members are Alpine First Tracks events or 3-day Children's Academy. 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 two-day upgrade events and the Nordic Instructor Training Courses. The only event that individuals may become an **adaptive** member is at the 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 web site.

New members pay 2004-2005 dues when they apply to their joining event. Those individuals joining on or after President's Day (February 21, 2005) pay dues at a discounted rate of 50% for the current season and will be billed at the full membership rate in May 2005 for the 2005-2006 season. Annual membership dues are July 1st to June 30th.

PSIA-E Alpine Schedule for 2004-2005

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.

^ = Night event

FIRST TRACKS For new members to become Registered (\$99 Event Fee plus \$72 Dues) 3 nights - \$165; 2 days - \$171

Num. Location	Dates	Deadline	Num. Location	Dates	Deadline
021 Okemo Mtn, VT	Dec. 04-05	11/12/04	180 Snowshoe Mtn, WV	Feb. 02-03	01/12/05
338 Hunter Mtn, NY	Dec. 09-10	11/18/04	186 Sunday River, ME	Feb. 02-03	01/12/05
028 Seven Springs, PA	Dec. 11-12	11/19/04	192 Massanutten, VA	Feb. 04-05	01/14/05
341 Wachusett Mtn, MA	Dec. 11-12	11/19/04	196 Ascutney Mtn, VT	Feb. 05-06	01/14/05
034 Bretton Woods, NH	Dec. 18-19	11/29/04	199 * Buffalo Ski Club, NY	Feb. 05-06	01/14/05
037 Ski Butternut, MA	Dec. 18-19	11/29/04	205 Hunter Mtn, NY	Feb. 08-09	01/18/05
045 Waterville Valley, NH	Dec. 21-22	11/30/04	217 * Mt. Abram, ME	Feb. 12-13	01/21/05
056 Okemo Mtn, VT	Jan. 04-05	12/14/04	222 West Mtn, NY	Feb. 12-13	01/21/05
064 Greek Peak, NY	Jan. 06-07	12/16/04	239 Killington, VT	Feb. 16-17	01/26/05
079 * Bousquet, MA	Jan. 08-09	12/17/04	Discounted dues after February 21 - 2 days - \$135		
080 * Gunstock, NH	Jan. 08-09	12/17/04	243 ^ McIntyre NH (3 nights- \$165)	Feb. 26-28	02/04/05
084 Labrador Mtn, NY	Jan. 08-09	12/17/04	256 Holiday Valley, NY	Mar. 02-03	02/09/05
089 Cataloochee, NC	Jan. 09-10	12/20/04	261 Bolton Valley, VT	Mar. 03-04	02/10/05
096 Jiminy Peak, MA	Jan. 11-12	12/21/04	265 Holimont, NY	Mar. 05-06	02/11/05
099 Thunder Ridge, NY	Jan. 11-12	12/21/04	268 * Ragged Mtn, NH	Mar. 05-06	02/11/05
100 Blue Knob, PA	Jan. 13-14	12/21/04	270 Ski Sundown, CT	Mar. 05-06	02/11/05
111 * Belleayre Mtn, NY	Jan. 18-19	12/28/04	272 Ski Ward Ski Area, MA	Mar. 05-06	02/11/05
124 Peek'n Peak, NY	Jan. 22-23	01/03/05	282 Wintergreen, VA	Mar. 08-09	02/16/05
141 Stowe Mtn, VT	Jan. 25-26	01/04/05	288 Loon Mtn, NH	Mar. 09-10	02/16/05
144 Elk Mtn, PA	Jan. 27-28	01/06/05	300 * Middlebury College, VT	Mar. 12-13	02/18/05
157 * Jay Peak, VT	Jan. 29-30	01/07/05	303 Seven Springs, PA	Mar. 12-13	02/18/05
159 Pat's Peak, NH	Jan. 29-30	01/07/05	309 Bromley Mtn, VT	Mar. 15-16	02/22/05
163 Song Mtn, NY	Jan. 29-30	01/10/05	324 Gore Mtn, NY	Mar. 23-24	03/02/05
165 Ski Beech, NC	Jan. 30-31	01/10/05			

LEVEL I EXAMS 1 day - \$75 For first-year Registered Members; All Others - \$90 (\$75 plus \$15 Dues Differential)

Num. Location	Dates	Deadline	Num. Location	Dates	Deadline
032 Killington, VT	Dec. 15	11/23/04	263 Holimont, NY	Mar. 04	02/11/05
040 Ski Butternut, MA	Dec. 19	11/29/04	281 Wachusett Mtn, MA	Mar. 08	02/15/05
043 Waterville Valley, NH	Dec. 20	11/29/04	285 Wintergreen, VA	Mar. 10	02/16/05
048 Okemo Mtn, VT	Jan. 03	12/13/04	293 Loon Mtn, NH	Mar. 11	02/18/05
092 Jiminy Peak, MA	Jan. 10	12/21/04	297 * Belleayre Mtn, NY	Mar. 13	02/18/05
126 Elk Mtn, PA	Jan. 24	01/04/05	302 * Middlebury College, VT	Mar. 14	02/18/05
169 Mtn Creek, NJ	Jan. 31	01/10/05	305 Seven Springs, PA	Mar. 14	02/18/05
189 Sunday River, ME	Feb. 04	01/14/05	308 Sunday River, ME	Mar. 16	02/23/05
193 Massanutten, VA	Feb. 04	01/14/05	326 Gore Mtn, NY	Mar. 25	03/04/05
215 Shawnee Mtn, PA	Feb. 11	01/21/05	330 Hunter Mtn, NY	Mar. 26	03/04/05
216 Labrador Mtn, NY	Feb. 12	01/21/05	335 Mt Snow, VT	Apr. 01	03/07/05
242 Killington, VT	Feb. 18	01/28/05			

LEVEL II TEACHING SEMINARS (Open to Level I Members) 2 days - \$110

Num. Location	Dates	Deadline	Num. Location	Dates	Deadline
035 Bretton Woods, NH	Dec. 18-19	11/29/04	177 Sunday River, ME	Jan. 31 - Feb. 01	01/10/05
038 Ski Butternut, MA	Dec. 18-19	11/29/04	182 Snowshoe Mtn, WV	Feb. 02-03	01/12/05
075 Okemo Mtn, VT	Jan. 06-07	12/16/04	197 Ascutney Mtn, VT	Feb. 05-06	01/14/05
081 * Gunstock, NH	Jan. 08-09	12/17/04	337 Hunter Mtn, NY	Feb. 08-09	01/18/05
085 Labrador Mtn, NY	Jan. 08-09	12/17/04	218 * Mt. Abram, ME	Feb. 12-13	01/21/05
106 Jiminy Peak, MA	Jan. 13-14	12/21/04	223 West Mtn, NY	Feb. 12-13	01/21/05
117 Windham Mtn, NY	Jan. 20-21	12/30/04	275 Loon Mtn, NH	Mar. 07-08	02/14/05
133 Elk Mtn, PA	Jan. 25-26	01/04/05	283 Wintergreen, VA	Mar. 08-09	02/16/05
143 Stowe Mtn, VT	Jan. 25-26	01/04/05	310 Bromley Mtn, VT	Mar. 15-16	02/22/05
166 Ski Beech, NC	Jan. 30-31	01/10/05			

LEVEL II PRACTICE EXAMS (Open to Level I & Trainers - NOT A PREREQUISITE) 2 days - \$115

Num. Location	Dates	Deadline	Num. Location	Dates	Deadline
Skiing - Part 1			Teaching - Part 2		
065 Greek Peak, NY	Jan. 06-07	12/16/04	060 Okemo Mtn, VT	Jan. 04-05	12/14/04
074 Okemo Mtn, VT	Jan. 06-07	12/16/04	066 Greek Peak, NY	Jan. 06-07	12/16/04
160 Pat's Peak, NH	Jan. 29-30	01/07/05	161 Pat's Peak, NH	Jan. 29-30	01/07/05
170 Mtn Creek, NJ	Jan. 31 - Feb. 01	01/10/05	171 Mtn Creek, NJ	Jan. 31 - Feb. 01	01/10/05
278 Wachusett Mtn, MA	Mar. 07-08	02/14/05	279 Wachusett Mtn, MA	Mar. 07-08	02/14/05

PSIA-E Alpine Schedule for 2004-2005

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

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Weekend events are highlighted in blue.

^ = Night event

LEVEL II EXAMS			(Open to Level I Members) 2 days - \$150		
Num. Location	Dates	Deadline	Num. Location	Dates	Deadline
Skiing – Part 1			Teaching – Part 2		
041 Stratton Mtn, VT	Dec. 20-21	11/29/04	042 Stratton Mtn, VT	Dec. 20-21	11/29/04
123 * <i>Catamount, NY</i>	<i>Jan. 22-23</i>	<i>01/03/05</i>	146 Elk Mtn, PA	Jan. 27-28	01/06/05
145 Elk Mtn, PA	Jan. 27-28	01/06/05	221 * <i>Pico, VT</i>	<i>Feb. 12-13</i>	<i>01/21/05</i>
181 Snowshoe Mtn, WV	Feb. 02-03	01/12/05	246 Holiday Valley, NY	Feb. 28 - Mar. 01	02/07/05
220 * <i>Pico, VT</i>	<i>Feb. 12-13</i>	<i>01/21/05</i>	271 * <i>Wisp, MD</i>	<i>Mar. 05-06</i>	<i>02/11/05</i>
245 Holiday Valley, NY	Feb. 28 - Mar. 01	02/07/05	317 * <i>Windham Mtn, NY</i>	<i>Mar. 19-20</i>	<i>02/25/05</i>
273 Loon Mtn, NH	Mar. 07-08	02/14/05	334 Mt Snow, VT	Mar. 30-31	03/10/05
333 Mt Snow, VT	Mar. 30-31	03/10/05			

LEVEL III EXAM CLINICS			(Open to Level II Members) 2 days - \$110		
Num. Location	Dates	Deadline	Num. Location	Dates	Deadline
Skiing – Part 1			Teaching – Part 2		
105 Jiminy Peak, MA	Jan. 13-14	12/21/04	107 Jiminy Peak, MA	Jan. 13-14	12/21/04
132 Elk Mtn, PA	Jan. 25-26	01/04/05	153 Stowe Mtn, VT	Jan. 27-28	01/06/05
152 Stowe Mtn, VT	Jan. 27-28	01/06/05	229 Killington, VT	Feb. 14-15	01/24/05
228 Killington, VT	Feb. 14-15	01/24/05	276 Loon Mtn, NH	Mar. 07-08	02/14/05
274 Loon Mtn, NH	Mar. 07-08	02/14/05			

LEVEL III EXAMS			(Open to Level II Members) 2 days - \$150		
Num. Location	Dates	Deadline	Num. Location	Dates	Deadline
Skiing – Part 1			Teaching – Part 2		
127 Stowe Mtn, VT	Jan. 24-25	01/03/05	128 Stowe Mtn, VT	Jan. 24-25	01/03/05
202 Hunter Mtn, NY	Feb. 07-08	01/17/05	203 Hunter Mtn, NY	Feb. 07-08	01/17/05
298 * <i>Cannon Mtn, NH</i>	<i>Mar. 12-13</i>	<i>02/18/05</i>	307 Sunday River, ME	Mar. 14-15	02/21/05
306 Sunday River, ME	Mar. 14-15	02/21/05	332 Killington, VT	Mar. 28-29	03/07/05
331 Killington, VT	Mar. 28-29	03/07/05			

ACCREDITATION PROGRAMS				(Open to Level I, II, & III Members) 1 day - \$77; 2 days - \$150			
Num. Event/Description	Location	Dates	Deadline	Num. Event/Description	Location	Dates	Deadline
Children's Specialist				Sport Science			
055 Childhood Dev: Physical	Okemo Mtn, VT	Jan. 04-05	12/14/04	093 Biomechanics	Jiminy Peak, MA	Jan. 11-12	12/21/04
071 Childhood Dev: Cognitive	Okemo Mtn, VT	Jan. 06-07	12/16/04	102 Exercise Physiology	Jiminy Peak, MA	Jan. 13-14	12/21/04
086 <i>Childhood Dev: Affective</i>	<i>Magic Mtn, VT</i>	<i>Jan. 08-09</i>	<i>12/17/04</i>	135 Biomechanics	Montage Mtn, PA	Jan. 25-26	01/04/05
236 Childhood Dev: Physical	Pico, VT	Feb. 16-17	01/26/05	147 Exercise Physiology	Montage Mtn, PA	Jan. 27-28	01/06/05
313 Childhood Dev: Physical	Hunter Mtn, NY	Mar. 17-18	02/24/05	235 Sports Psychology	Pico, VT	Feb. 14-15	01/24/05
Freeride Accreditation				Teaching Beginners Specialist			
168 Basic Park & Pipe	Mtn Creek, NJ	Jan. 31 - Feb. 01	01/10/05	150 The Learning Environment	Hunter Mtn, NY	Feb. 08-09	01/18/05
232 Intermediate Park & Pipe	Okemo Mtn, VT	Feb. 14-15	01/24/05	208 Communication Loop	Hunter Mtn, NY	Feb. 10-11	01/20/05
277 Advanced Park & Pipe	Stowe Mtn, VT	Mar. 07-08	02/14/05	312 Assessing Beginners Mvmt.	Hunter Mtn, NY	Mar. 17-18	02/24/05
Backcountry Accreditation				Special Populations			
675 <i>Snow Sense</i>	<i>Mt Snow, VT</i>	<i>Nov. 06</i>	<i>10/17/04</i>	055 Childhood Dev: Physical	Okemo, VT	Jan. 04-05	12/14/04
676 <i>Orienteering - Planning/Equip.</i>	<i>Mt Snow, VT</i>	<i>Nov. 07</i>	<i>10/17/04</i>	109 * <i>Adult Development & Aging</i>	<i>Belleayre Mtn, NY</i>	<i>Jan. 18-19</i>	<i>12/28/04</i>
677 <i>Collecting Data</i>	<i>Maple Wind Farm, VT</i>	<i>Feb. 05-06</i>	<i>01/14/05</i>	120 <i>Teaching Women</i>	<i>Windham Mtn, NY</i>	<i>Jan. 20-21</i>	<i>12/30/04</i>
678 <i>Putting It All Together</i>	<i>Maple Wind Farm, VT</i>	<i>Mar. 05-06</i>	<i>02/11/05</i>	236 Childhood Dev: Physical	Pico, VT	Feb. 16-17	01/26/05
				313 Childhood Dev: Physical	Hunter Mtn, NY	Mar. 17-18	02/24/05

MASTER TEACHER CERTIFICATION				(Open to Level I, II or III Members) 2 days - \$120; 1 day - \$77			
Num. Event/Description	Location	Dates	Deadline	Num. Event/Description	Location	Dates	Deadline
050 Extreme Teaching	Bristol Mtn, NY	Jan. 04-05	12/14/04	119 Movement Analysis	Windham Mtn, NY	Jan. 20-21	12/30/04
051 History Comes Alive	Bristol Mtn, NY	Jan. 04-05	12/14/04	121 Physical & Mental Disabilities	Windham Mtn, NY	Jan. 21	12/30/04
057 History Comes Alive	Okemo Mtn, VT	Jan. 04-05	12/14/04	136 Extreme Teaching	Montage Mtn, PA	Jan. 25-26	01/04/05
067 Movement Analysis	Greek Peak, NY	Jan. 06-07	12/16/04	137 Knee High Knowledge	Montage Mtn, PA	Jan. 25	01/04/05
068 Physical & Mental Disabilities	Greek Peak, NY	Jan. 06	12/16/04	138 Physical & Mental Disabilities	Montage Mtn, PA	Jan. 26	01/05/05
070 Knee High Knowledge	Greek Peak, NY	Jan. 07	12/17/04	148 History Comes Alive	Montage Mtn, PA	Jan. 27-28	01/06/05
077 Movement Analysis	Okemo Mtn, VT	Jan. 06-07	12/16/04	149 Movement Analysis	Montage Mtn, PA	Jan. 27-28	01/06/05
087 <i>Extreme Teaching</i>	<i>Magic Mtn, VT</i>	<i>Jan. 08-09</i>	<i>12/17/04</i>	191 Extreme Teaching	Massanutten, VA	Feb. 04-05	01/14/05
091 Get In Gear	Bromley Mtn, VT	Jan. 10-11	12/20/04	194 Movement Analysis	Massanutten, VA	Feb. 04-05	01/14/05
095 Extreme Teaching	Jiminy Peak, MA	Jan. 11-12	12/21/04	211 Get In Gear	Hunter Mtn, NY	Feb. 10-11	01/20/05
108 Movement Analysis	Jiminy Peak, MA	Jan. 13-14	12/21/04	234 Extreme Teaching	Pico, VT	Feb. 14-15	01/24/05
110 * <i>Extreme Teaching</i>	<i>Belleayre Mtn, NY</i>	<i>Jan. 18-19</i>	<i>12/28/04</i>	237 Movement Analysis	Pico, VT	Feb. 16-17	01/26/05
116 Knee High Knowledge	Windham Mtn, NY	Jan. 20	12/30/04				

PSIA-E Alpine Schedule for 2004-2005

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.

^ = Night event

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

Num. Location	Dates	Deadline	Num. Location	Dates	Deadline
354 Bristol Mtn, NY	Jan. 04	12/14/04	360 Montage Mtn, PA	Jan. 26	01/05/05
361 Okemo Mtn, VT	Jan. 05	12/15/04	359 Massanutten, VA	Feb. 04	01/14/05
355 Greek Peak, NY	Jan. 06	12/16/04	356 Hunter Mtn, NY	Feb. 09	01/19/05
358 Magic Mtn, VT	Jan. 08	12/17/04	362 Pico, VT	Feb. 15	01/25/05
357 Jiminy Peak, MA	Jan. 12	12/21/04	364 Wintergreen, VA	Mar. 09	02/16/05
353 Belleayre Mtn, NY	Jan. 18	12/28/04	365 Hunter Mtn, NY	Mar. 17	02/24/05
363 Windham Mtn, NY	Jan. 20	12/30/04	366 Mt. Snow, VT	Apr. 02	03/11/05

PSIA-E IAASI Children's Schedule for 2004-2005

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.

CHILDREN'S ACADEMY # (Non-members add \$20) 3 days - \$ 157; 2 days - \$121

Num. Event/Description	Location	Dates	Deadline
701 # Children's Academy - 2 Days	Stratton Mtn, VT	Dec. 06-07	11/15/04
702 # Children's Academy - 3 Days	Stratton Mtn, VT	Dec. 06-08	11/15/04

New members may become Registered at the above 3-day event only: add \$72 dues.

CHILDREN'S EVENTS # (Non-members add \$20) 2 days - \$115

Num. Event/Description	Location	Dates	Deadline
706 # Children's Mvmt Analysis	Windham Mtn, NY	Jan. 24-25	01/03/05
703 # Children's Park & Pipe	Sunday River, ME	Jan. 31 - Feb. 01	01/10/05
704 # Children's Race	Whiteface Mtn, NY	Feb. 07-08	01/17/05
705 # Children's Park & Pipe	Okemo Mtn, VT	Feb. 14-15	01/24/05

PSIA-E IAASI "Multi-Discipline" Schedule for 2004-2005

Programs are open to all disciplines.

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.

ALL PROGRAMS (Non-members add \$20)

Num. Event/Description	Location	Dates	Deadline	Price
On Any Gear – Clinic Coach may not be riding the same type of equipment you are.				
701 # Children's Academy - 2 Days	Stratton Mtn, VT	Dec. 06-07	11/15/04	\$121
702 # Children's Academy - 3 Days	Stratton Mtn, VT	Dec. 06-08	11/15/04	\$157
706 # Children's Movement Analysis	Windham Mtn, NY	Jan. 24-25	01/03/05	\$115
703 # Children's Park & Pipe	Sunday River, ME	Jan. 31 - Feb. 01	01/10/05	\$115
704 # Children's Race	Whiteface Mtn, NY	Feb. 07-08	01/17/05	\$115
705 # Children's Park & Pipe	Okemo Mtn, VT	Feb. 14-15	01/24/05	\$115
Backcountry Accreditation – Accreditation program for all disciplines.				
675 Snow Sense	Mt Snow, VT	Nov. 06	10/17/04	\$77
676 Orienteering - Planning/Equip.	Mt Snow, VT	Nov. 07	10/17/04	\$77
677 Collecting Data	Maple Wind Farm, VT	Feb. 05-06	01/14/05	\$150
678 Putting It All Together	Maple Wind Farm, VT	Mar. 05-06	02/11/05	\$150
Learn To Clinics – Participants are required to have proper equipment.				
606 # Learn to Tele	Sugarbush, VT	Jan. 06-07	12/16/04	\$95
655 # Learn to Classic / Freestyle	Grafton Ponds, VT	Jan. 10-11	12/20/04	\$90
607 # Learn to Tele	Timberline, WV	Jan. 08-09	12/17/04	\$95
608 *# Learn to Tele	Gunstock, NH	Jan. 22-23	01/03/05	\$95
614 ^# Learn to Tele	Big Boulder, PA	Feb. 04-05	01/14/05	\$95
659 # Learn to Classic / Freestyle	White Grass, WV	Feb. 05-06	01/14/05	\$90
662 # Learn to Classic / Freestyle	Campus Rec.-Unv. of Maine	Feb. 12-13	01/21/05	\$90

AASI Snowboard Schedule for 2004-2005

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.

	Num.	Event	Description	Location	Price	Dates	Deadline
FEATURE EVENTS	470	Spring Rally	2 days; banquet/race	Mt Snow, VT	\$145	Apr. 02-03	03/11/05
	402 #	Snowsports School Management Seminar	2 1/2 days; banquet	Mt Snow, VT	\$170	Nov. 29 - Dec. 01	11/08/04
	340 #	Train-the-Trainer	2 days; for Directors & Supervisors	Snowshoe, WV	\$115	Feb. 02-03	01/12/05
	407	Level I ITC	3 days; training clinic for non-members	Okemo, VT	\$190	Dec. 06-08	11/15/04
	408	Level I Exam	Following Level I ITC	Okemo, VT	\$212	Dec. 09-10	11/18/04
	409 *	Mini Academy	Level II & III AASI only - 2 days	Killington, VT	\$165	Dec. 11-12	10/15/04
	410	Eastern Academy	Levels I, II or III - 5 days; banquet	Killington, VT	\$355	Dec. 13-17	11/22/04
	448	Women's Seminar	3 days; banquet	Okemo Mtn, VT	\$190	Feb. 28 - Mar. 02	02/07/05
	314 #	Plus One Showcase	2 days; cocktail party	Hunter Mtn, NY	\$150	Mar. 17-18	02/24/05
	TEAMS	473	Dev Team Tryouts	Level III AASI Members only	Killington, VT	\$180	Apr. 07-08

RESORT TRAINERS PROGRAM (Open to Level II Members who are in a training position and Level III Members) 3 days - \$190

Num.	Location	Dates	Deadline
406	Hunter Mtn, NY	Dec. 06-08	11/15/04

FREESTYLE ACCREDITATION (AASI Only - Not MTC Accred) (Open to all AASI Members) 3 days - \$190; 2 days - \$135

Intro Sessions qualify for Level II or Level III exam prerequisite

Num.	Event/Description	Location	Dates	Deadline	Num.	Event/Description	Location	Dates	Deadline
414	Accreditation - Intro Session	Wachusett Mtn, MA	Jan. 03-04	12/13/04	433	Accreditation - Park Session	Mtn Creek, NJ	Jan. 31 - Feb. 01	01/10/05
422	Accreditation - Intro Session	Wintergreen, VA	Jan. 11-12	12/21/04	441	Accreditation - Pipe Session	Mtn Creek, NJ	Feb. 10-11	01/20/05
428	Accreditation - Intro Session	Swain, NY	Jan. 20-21	12/30/04	453	Accreditation - Master Session	Okemo Mtn, VT	Mar. 07-09	02/14/05

SPECIALTY EVENTS (Open to all AASI Certified Members, does not qualify as exam prerequisite) 2 days - \$130

Num.	Event/Description	Location	Dates	Deadline	Num.	Event/Description	Location	Dates	Deadline
423	Skills for Riding Pipe	Ski Roundtop, PA	Jan. 13-14	12/22/04	449	Skills for Riding Park & Rails	Waterville Valley, NH	Mar. 01-02	02/08/05
439	Old Fart Park & Pipe	Wisp, MD	Feb. 07-08	01/17/05	467	Old Fart Park & Pipe	Sunday River, ME	Mar. 28-29	03/07/05

200 LEVEL COURSES (Open to all AASI Members, Qualifies as a Prerequisite for Level II Exam) 2 days - \$130

Num.	Event/Description	Location	Dates	Deadline	Num.	Event/Description	Location	Dates	Deadline
412	Movement Analysis 200	Bromley Mtn, VT	Dec. 20-21	11/29/04	442	Teaching Concepts 200	Ski Sundown, CT	Feb. 12-13	01/21/05
413	Teaching Concepts 200	Shawnee Mtn, PA	Jan. 03-04	12/13/04	444	Movement Analysis 200	Massanutten, VA	Feb. 15-16	01/25/05
420	Movement Analysis 200	Song Mtn, NY	Jan. 09-10	12/20/04	450	Riding Concepts 200	Bristol Mtn, NY	Mar. 03-04	02/10/05
424	Teaching Concepts 200	West Mtn, NY	Jan. 13-14	12/22/04	456	Movement Analysis 200	Seven Springs, PA	Mar. 10-11	02/17/05
426	Riding Concepts 200	Snowshoe Mtn, WV	Jan. 18-19	12/28/04	457	Teaching Concepts 200	Pat's Peak, NH	Mar. 12-13	02/18/05
435	Steeps Clinic 200	Stowe Mtn, VT	Feb. 03-04	01/13/05	461	Women Only Riding Imprvmt.	Hunter Mtn, NY	Mar. 17-18	02/24/05
438	Riding Concepts 200	Catamount, NY	Feb. 07-08	01/17/05	462 *	Trees Level 200	Jay Peak, VT	Mar. 21-22	02/28/05
440	Riding Concepts 200	Blue Knob, PA	Feb. 09-10	01/19/05					

300 LEVEL COURSES (Open to Level II or III Members, Qualifies as Prerequisite for Level III Exam) 2 days - \$130

Num.	Event/Description	Location	Dates	Deadline	Num.	Event/Description	Location	Dates	Deadline
427	Women Only Riding Imprvmt.	Stowe Mtn, VT	Jan. 20-21	12/30/04	459	Peer Coaching 300	Loon Mtn, NH	Mar. 14-15	02/21/05
436	Steeps Clinic 300	Stowe Mtn, VT	Feb. 03-04	01/13/05	463 *	Trees 300	Jay Peak, VT	Mar. 21-22	02/28/05
443	Movement Analysis 300	Gore Mtn, NY	Feb. 14-15	01/24/05					

LEVEL I EXAMS (For new members becoming Level I - Fee includes \$87 dues) 2 days - \$212

Num.	Location	Dates	Deadline	Num.	Location	Dates	Deadline
401	Killington, VT	Nov. 20-21	11/02/04	445	Gore Mtn, NY	Feb. 16-17	01/26/05
405	Hunter Mtn, NY	Dec. 04-05	11/15/04	446	Mt Snow, VT	Feb. 17-18	01/27/05
408	Okemo Mtn, VT	Dec. 09-10	11/18/04	Discounted dues after February 21 - 2 days - \$168.50			
411	Bretton Woods, NH	Dec. 18-19	11/29/04	447	Blue Mtn, PA	Feb. 28 - Mar. 01	02/07/05
419	Jiminy Peak, MA	Jan. 08-09	12/17/04	451	Ski Sundown, CT	Mar. 03-04	02/10/05
421	Greek Peak, NY	Jan. 11-12	12/21/04	452	Holimont, NY	Mar. 05-06	02/11/05
425	Bolton Valley, VT	Jan. 18-19	12/28/04	458	Seven Springs, PA	Mar. 12-13	02/18/05
429	Massanutten, VA	Jan. 22-23	01/03/05	464 *	Mt. Abram, ME	Mar. 24-25	03/03/05
430	Ski Roundtop, PA	Jan. 31 - Feb. 01	01/10/05	465	Hunter Mtn, NY	Mar. 25-26	03/04/05
434	Ski Beech, NC	Feb. 02-03	01/12/05	466	Holiday Valley, NY	Mar. 26-27	03/04/05
437 *	Belleayre Mtn, NY	Feb. 05-06	01/14/05	474	Killington, VT	Apr. 09-10	03/18/05

PRACTICE EXAMS (Open to Level I and Level II AASI Members) 2 days - \$130

An Exam Clinic cannot be used as a riding retake - Not an exam prerequisite.

Num.	Event/Description	Location	Dates	Deadline	Num.	Event/Description	Location	Dates	Deadline
Level II Practice Exams					Level III Practice Exams				
417	Level II Exam Clinic	Hunter Mtn, NY	Jan. 06-07	12/15/04	418	Level III Exam Clinic	Hunter Mtn, NY	Jan. 06-07	12/15/04
454	Level II Exam Clinic	Killington, VT	Mar. 10-11	02/17/05	455	Level III Exam Clinic	Killington, VT	Mar. 10-11	02/17/05

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AASI Snowboard Schedule for 2004-2005

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.

RIDING RETAKES 1 day - \$75

Num.	Event/Description	Location	Dates	Deadline	Num.	Event/Description	Location	Dates	Deadline
Level 200 Assessment					Level 300 Assessment				
415	Riding Assessment 200	Hunter Mtn, NY	Jan. 05	12/15/04	416	Riding Assessment 300	Hunter Mtn, NY	Jan. 05	12/15/04
468	Riding Assessment 200	Killington, VT	Mar. 31	03/11/05	469	Riding Assessment 300	Killington, VT	Apr. 01	03/11/05

LEVEL II EXAMS (Open to Level I Members with Exam Prerequisite) 3 days - \$215

To be eligible for a Level II Exam, an exam prerequisite must have been taken after Nov. 2003.

Num.	Location	Dates	Deadline	Num.	Location	Dates	Deadline
431	Hunter Mtn, NY	Jan. 26-28	01/05/05	471	Killington, VT	Apr. 04-06	03/14/05

LEVEL III EXAMS (Open to Level II Members with Exam Prerequisite) 3 days - \$215

To be eligible for a Level III Exam, an exam prerequisite must have been taken after Nov. 2003.

Num.	Location	Dates	Deadline	Num.	Location	Dates	Deadline
432	Hunter Mtn, NY	Jan. 26-28	01/05/05	472	Killington, VT	Apr. 04-06	03/14/05

PSIA-E Adaptive Schedule for 2004-2005

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.

	Num.	Event	Description	Location	Price	Dates	Deadline
FEATURE EVENTS	501 #	Fact Finding Snowboard Tethering Seminar	Waterville Valley, NH	\$75	Dec. 18	11/29/04	
	502 #*	Experiential Mono	Stowe Mtn, VT	\$125	Jan. 06-07	12/16/04	
	503 #*	Intro to Adaptive World	Belleayre Mtn, NY	\$125	Jan. 08-09	12/17/04	
	516 #*	Experiential Mono	Greek Peak, NY	\$125	Feb. 05-06	01/14/05	
	521 #	Fact Finding Snowboard Tethering Seminar	Wintergreen, VA	\$75	Feb. 12	01/21/05	
	522 #	Intro to Adaptive World	Wintergreen, VA	\$125	Feb. 12-13	01/21/05	

MASTER EVENTS (Open to all Adaptive Members) 2 days - \$130; 1 day - \$80/

Num.	Event/Description	Location	Dates	Deadline	Num.	Event/Description	Location	Dates	Deadline
504	Teaching Amputees	Jiminy Peak, MA	Jan. 21	01/03/05	517	Teaching Amputees	Jack Frost, PA	Feb. 07	01/20/05
505	Dealing with Autism	Jiminy Peak, MA	Jan. 22-23	01/03/05	518	Dealing with Autism	Jack Frost, PA	Feb. 08-09	01/20/05
506	Experience Sit Down Skiing	Jiminy Peak, MA	Jan. 24	01/03/05	519	Experience Sit Down Skiing	Jack Frost, PA	Feb. 10	01/20/05

LEVEL I EXAMS (For new members becoming Level I - Fee includes \$87 dues) 2 days - \$247

Num.	Event/Description	Location	Dates	Deadline	
541	Level I Exam - Blind/DD	Pico, VT	Jan. 30-31	01/10/05	
542	Level I Exam - 3/4 Track	Pico, VT	Jan. 30-31	01/10/05	
543	Level I Exam - Mono/bi	Pico, VT	Jan. 30-31	01/10/05	
520	Level I Snowboarding Exam	Windham Mtn, NY	Feb. 12-13	01/21/05	(Level I Snowboarding, 2 days - \$257)
547 *	Level I Exam - Blind/DD	Mt Sunapee, NH	Feb. 12-13	01/21/05	New England Handicapped Sports Association
548 *	Level I Exam - 3/4 Track	Mt Sunapee, NH	Feb. 12-13	01/21/05	New England Handicapped Sports Association
549 *	Level I Exam - Mono/bi	Mt Sunapee, NH	Feb. 12-13	01/21/05	New England Handicapped Sports Association
Discounted dues after February 21 - 2 days - \$203.50					
544	Level I Exam - Blind/DD	Waterville Valley, NH	Mar. 04-05	02/11/05	
545	Level I Exam - 3/4 Track	Waterville Valley, NH	Mar. 04-05	02/11/05	
546	Level I Exam - Mono/bi	Waterville Valley, NH	Mar. 04-05	02/11/05	

LEVEL II EXAMS 1 to 4 day events - \$92 for first day; \$82 for each consecutive day

Num.	Event/Description	Location	Dates	Deadline	Num.	Event/Description	Location	Dates	Deadline
507	Level II Exam - 3/4 Track	Pico, VT	Jan. 28	01/07/05	528	Level II Exam - 3/4 Track	Waterville Valley, NH	Mar. 05	02/11/05
508	Level II Exam - Mono/Bi	Pico, VT	Jan. 28	01/07/05	529	Level II Exam - Mono/Bi	Waterville Valley, NH	Mar. 05	02/11/05
511	Level II Exam - Blind/DD	Pico, VT	Jan. 29	01/07/05	532	Level II Exam - 3/4 Track	Waterville Valley, NH	Mar. 06	02/14/05
512	Level II Exam - Skiing	Pico, VT	Jan. 29	01/07/05	533	Level II Exam - Mono/Bi	Waterville Valley, NH	Mar. 06	02/14/05
524	Level II Exam - Blind/DD	Waterville Valley, NH	Mar. 04	02/11/05	536	Level II Exam - Blind/DD	Waterville Valley, NH	Mar. 07	02/14/05
525	Level II Exam - Skiing	Waterville Valley, NH	Mar. 04	02/11/05	537	Level II Exam - Skiing	Waterville Valley, NH	Mar. 07	02/14/05

LEVEL III EXAMS 1 to 4 day events - \$92 for first day; \$82 for each consecutive day

Num.	Event/Description	Location	Dates	Deadline	Num.	Event/Description	Location	Dates	Deadline
509	Level III Exam - 3/4 Track	Pico, VT	Jan. 28	01/07/05	530	Level III Exam - 3/4 Track	Waterville Valley, NH	Mar. 05	02/11/05
510	Level III Exam - Mono/Bi	Pico, VT	Jan. 28	01/07/05	531	Level III Exam - Mono/Bi	Waterville Valley, NH	Mar. 05	02/11/05
513	Level III Exam - Blind/DD	Pico, VT	Jan. 29	01/07/05	534	Level III Exam - 3/4 Track	Waterville Valley, NH	Mar. 06	02/14/05
514	Level III Exam - Skiing	Pico, VT	Jan. 29	01/07/05	535	Level III Exam - Mono/Bi	Waterville Valley, NH	Mar. 06	02/14/05
526	Level III Exam - Blind/DD	Waterville Valley, NH	Mar. 04	02/11/05	538	Level III Exam - Blind/DD	Waterville Valley, NH	Mar. 07	02/14/05
527	Level III Exam - Skiing	Waterville Valley, NH	Mar. 04	02/11/05	539	Level III Exam - Skiing	Waterville Valley, NH	Mar. 07	02/14/05

PSIA-E Nordic Schedule for 2004-2005

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
FEATURE EVENTS	604	Nordic Downhill Mini Academy	Killington, VT	\$125	Dec. 11-12	11/19/04
	605	Nordic Downhill Snow Pro Jam	Killington, VT	\$269	Dec. 13-17	11/22/04
	250 #	Advanced Trees / Steeps	Mad River Glen, VT	\$115	Mar. 01-02	02/08/05
	625	Nordic Downhill Spring Rally	Mt Snow, VT	\$145	Apr. 02-03	03/11/05
SPECIALTY EVENTS	675	Snow Sense	Mt Snow, VT	\$77	Nov. 06	10/17/04
	676	Orienteering - Planning/Equip.	Mt Snow, VT	\$77	Nov. 07	10/17/04
	677	Collecting Data	Maple Wind Farm, VT	\$150	Feb. 05-06	01/14/05
	678	Putting It All Together	Maple Wind Farm, VT	\$150	Mar. 05-06	02/11/05

UPGRADES

(Non-members add \$20) 2 days - \$95

Members become Level I by attending any 2 days of upgrades or above ITC, and stating "Level I Certification Requested" on application. Add \$87 dues for new members.

All upgrades count as exam prep.

Num.Event/Description	Location	Dates	Deadline	Num.Event/Description	Location	Dates	Deadline
603 Teaching Telemark	Sunday River, ME	Dec. 04-05	11/15/04	613 Advanced/Intermediate Bumps	Mad River Glen, VT	Feb. 03-04	01/13/05
606 Learn to Tele	Sugarbush, VT	Jan. 06-07	12/16/04	614 Learn to Tele - PM Event	Big Boulder, PA	Feb. 04-05	01/14/05
626 All Level Exam Prep	Sugarbush, VT	Jan. 06-07	12/16/04	615 Video Ski Improvement	West Mtn, NY	Feb. 12-13	01/21/05
607 Learn to Tele	Timberline, WV	Jan. 08-09	12/17/04	616 Video Movement Analysis	Seven Springs, PA	Feb. 14-15	01/24/05
608 * Learn to Tele	Gunstock, NH	Jan. 22-23	01/03/05	617 Intro to Trees / Off Piste	Mt Snow, VT	Feb. 16-17	01/26/05
609 Free Heelin' Women	Ski Roundtop, PA	Jan. 22-23	01/03/05	Discounted dues after February 21 for becoming Level I - 2 days - \$138.50			
610 Level II Exam Prep	Holiday Valley, NY	Jan. 24-25	01/03/05	618 Teaching / Skiing	Ski Sundown, CT	Feb. 26-27	02/04/05
611 Level II Exam Prep	Kissing Bridge, NY	Jan. 26-27	01/05/05	619 Off-Piste Exploration	Killington, VT	Mar. 03-04	02/10/05
612 Video Ski Improvement	Magic Mtn, VT	Jan. 29-30	01/07/05	620 Steeps/Bumps Intermed-Adv.	Whiteface Mtn, NY	Mar. 12-13	02/18/05

EXAMS

3 days - \$170

Level II and Level III Exams require upgrade prerequisite during same season as exam.

Num.Event/Description	Location	Dates	Deadline
621 Nordic Downhill DCL Exam	Sugarbush, VT	Mar. 19-21	02/25/05
622 Nordic Downhill Dev Exam	Sugarbush, VT	Mar. 19-21	02/25/05
623 Level II Exam	Sugarbush, VT	Mar. 19-21	02/25/05
624 Level III Exam	Sugarbush, VT	Mar. 19-21	02/25/05

NORDIC TRACK/SKATE

	Num. Event	Description	Location	Price	Dates	Deadline
FEATURE EVENTS	653	ITC - Instructor Training Course	Great Glen Trails, NH	\$139	Dec. 14-16	11/23/04
	658	Advanced Skiing Academy	Jackson Ski Touring, NH	\$95	Feb. 05-06	01/14/05
SPECIALTY EVENTS	675	Snow Sense	Mt Snow, VT	\$77	Nov. 06	10/17/04
	676	Orienteering - Planning/Equip.	Mt Snow, VT	\$77	Nov. 07	10/17/04
	677	Collecting Data	Maple Wind Farm, VT	\$150	Feb. 05-06	01/14/05
	678	Putting It All Together	Maple Wind Farm, VT	\$150	Mar. 05-06	02/11/05

UPGRADES

(Non-members add \$20) 2 days - \$90; 1 day - \$60;

Members become Level I by attending any 2 days of upgrades or above ITC, and stating "Level I Certification Requested" on application. Add \$87 dues for new members.

All upgrades count as exam prep.

Num. Event/Description	Location	Dates	Deadline
654 Recreational Race Training	Verizon Sports Complex, NY	Jan. 08-09	12/17/04
655 Learn to Classic / Freestyle	Grafton Ponds, VT	Jan. 10-11	12/20/04
656 Video Ski Improvement	Sunday River Inn - XC, ME	Jan. 17-18	12/27/04
657 Teaching / Skiing Improvement	Smugglers' Notch, VT	Jan. 29-30	01/07/05
659 Learn to Classic / Freestyle	White Grass, WV	Feb. 05-06	01/14/05
660 Exam Prep Skiing / Teaching	Woodstock Ski Touring, VT	Feb. 10-11	01/20/05
661 Movement Analysis	Garnet Hill XC Ski Center, NY	Feb. 12-13	01/21/05
662 Learn to Classic / Freestyle	Campus Rec.-Unv. of Maine	Feb. 12-13	01/21/05
663 Skiing Improvement / Waxing	Norsk, NH	Feb. 14-15	01/24/05
664 Skating Specific	Weston Ski Track, MA	Feb. 17	01/27/05

EXAMS

2 days - \$105

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

Num. Event/Description	Location	Dates	Deadline
665 Nordic Track/Skate DCL Exam	Mountain Top X-C, VT	Mar. 05-06	02/11/05
667 Nordic Track/Skate Dev Exam	Mountain Top X-C, VT	Mar. 05-06	02/11/05
668 Nordic Track/Skate Level II Exam	Mountain Top X-C, VT	Mar. 05-06	02/11/05
669 Nordic Track/Skate Level III Exam	Mountain Top X-C, VT	Mar. 05-06	02/11/05

JOB PLACEMENT SERVICE

Available ski school positions. A=Alpine, N=Nordic, S=Snowboard, H=Adaptive, X=Open

	Full	Part		Full	Part		Full	Part
Alpine Mtn. Ski & Ride Center			Cataloochee Ski & Snowboard			Kissing Bridge		
Scott Matthews	A-All Levels	4 4	John Cossaboom	A-Any Level	10 20	Debbie Goslin	A-Child Instr	0 8
PO Box 309, Route 447	S-All Levels	5 6	1080 Ski Lodge Rd	S-Any Level	5 15	Route 240	S-Child Instr	0 8
Analomink, PA 18320			Maggie Valley, NC 28751			Glenwood, NY 14069	S2-TeamLeader	0 2
(570) 595-2150			(828) 926-0285			(716) 592-4963		
Alpine Winter Sports			Catamount Snowsports School			Labrador Mtn.		
Joseph Dacunto	S-All Levels	0 2	Jay Barranger	A-All Levels	5 10	Frank Odonnell	A-All Level	10 25
PO Box 71			PO Box 128	S-All Levels	5 10	Route 91	S-All Levels	
East Jewett, NY 12424			South Egremont, MA 01258			Truxton, NY 13158		
(518) 589-9159			(413) 528-1262			(807) 842-6204		
Ascutney Learning Center			Cockaigne Ski School			Loon Mtn. Ski & Snowboard		
Chris Sailer	A-All Levels	2 10	Mike Sanko	A-All Levels	0 10	Matt Boyd	A-Level 1	2 10
PO Box 699	S-All	2 10	1493 Thornton Rd CR 66	S-All Levels	0 10	RR1 Box 1000	A-Level 2/3	3 8
Brownsville, VT 05037			Cherry Creek, NY 14723			Lincoln, NH 03251	S-Level 1	1 10
(802) 484-7711			(716) 287-3404			(803) 745-8111	S-Level 2/3	1 10
Attitash Perfect Turn			Cranmore Snowsports School			Magic Mtn. Learning Center		
Nate Waterhouse	A-Children In	7 15	Karen Dolan	A-Instructors	0 1	Peter Hussey	A-All Levels	0 7
PO Box 308	S-All Levels	5 7	PO Box 1640, 1 Ski Mobile	S-Instructors	2 10	PO Box 207	S-All Levels	0 4
Bartlett, NH 03838			North Conway, NH 03860	S-Freeride Co	0 1	Londonderry, VT 05148	N-All Levels	0 3
(603) 374-2633			(603) 356-5544			(802) 824-5645	H-All Levels	0 3
Balsams Wilderness			Crotched Mtn. Ski & Ride			McIntyre Ski School		
Andy Pearson	A-Level 1	0 2	Brian Coon	A-Instructors	10 40	Ross Boisvert	A/S Level 1	15 10
RR 1 Box 1000	N-Level 1	1 1	615 Francestown Rd	S-Instructors	6 40	50 Chalet Ct	A/S Level 2	5 1
Dixville Notch, NH 03576			Bennington, NH 03442	H-All Levels	1 10	Manchester, NH 03104	A/S Level 3	2 1
(603) 255-3136			(603) 588-3668	Race Coaches	1 6	(603) 622-6159		
Belleary Mtn.			French-Swiss Ski College			Mohawk Learning Center		
Sue Spencer-Moses	A-All	2 5	Jim Cottrell	A-Instructor	5 10	Joe Lawson	A-All Levels	0 10
PO Box 313	S-All	2 5	Appalachian Ski Mountain	S-Instructor	2 10	64 Reservoir Rd	S-All Levels	0 10
Hightmount, NY 12441			Blowing Rock, NC 28605			Harwinton, CT 06791		
(845) 254-5600			(828) 295-9311			(860) 485-1589		
Blandford Snowsports School			Gore Mt. Snow Sport School			Montage Mtn. Ski School		
Greg Mascladrelli	A-All Levels	0 10	Dave Bulmer	A-All Levels	5 10	Mark Sikiorka	A-Instructors	1 20
PO Box 158	S-All Levels	0 10	PO Box 470	S-All Levels	5 10	PO Box 3539	S-All Levels	1 15
Blandford, MA 01108			North Creek, NY 12853			Scranton, PA 18505		
(413) 848-2860			(518) 251-2411			(570) 969-7669		
Blue Mtn. Ski School			Gunstock Learning Center			Mount Southington Ski School		
Bob Malenovsky	A-Level 1	0 20	Thomas Peary	A-All Level	10 10	Steve Positano	A-All Levels	0 10
PO Box 216	A-Level 2	0 5	PO Box 1370	S-All Freesty	10 15	PO Box 347	S-All Levels	0 5
Palmerton, PA 18071	S-Level 1	0 15	Laconia, NH 03247			Southington, CT 06489		
(610) 826-7700	S-Level 3	0 5	(603) 293-4341			(860) 628-0954		
Bolton Valley Resort			Hidden Valley Ski School			New England Telemark		
Mark Aiken	A- All Levels	10 40	Roni Mattiello	A-All Levels	0 5	Biff Higginson	N-level 2/3 H	0 1
4302 Bolton Access Rd	S-All Level	10 40	PO Box 433, 44 Breakneck	S-Level 1&2	0 5	613 River Rd		
Bolton, VT 05477	N - All Level	1 0	Vernon, NJ 07462			Brunswick, ME 04011		
(802) 484-6878	H-All Levels	5 5	(973) 764-4200			(207) 751-9319		
Bousquet Snow Sports			Holimont Snowsports			Okemo Mtn. Resort		
John Koch	A-Level 2	5 5	Wendy Frank	A-Level 2&3		Dan Bergeron	A- All Levels	7 20
Dan Fox Drive	A- Level 3	5 5	PO Box 279 Route 242	S- Level 2&3		77 Okemo Ridge Rd	S-All Levels	5 20
Pittsfield, MA 01201	A-Supervisor	1 0	Ellicottville, NY 14731	H -All Levels		Ludlow, VT 05149		
(413) 442-8316	H-All Levels		(716) 699-8159			(802) 228-1564		
Bretton Woods Ski School			Hunter Mtn. Learning Center			Peek 'n Peak Resort		
Steve DeBenedictis	A-Instructors	5 10	Charlie Knopp	A-Instructors	2 10	Don Haringa	A-Instructors	3 15
Route 302	S-Instructors	3 5	PO Box 295	S-Instructors	2 20	1405 Olde Rd	S-Instructors	2 10
Bretton Woods, NH 03575	S-Trainers	1 1	Hunter, NY 12442	H-Instructors	0 3	Findley Lake, NY 14736	S-Supervisors	1 0
(603) 278-3314	H-Volunteers	5 10	(518) 263-4224			(716) 355-4141		
Butternut Snowsport School			Jackson XC Center			Sepp Kober Ski School		
Einar Aas	A-All Levels	6 14		N-Director	1 0	Heinzi Woydig	A-All Levels	2 4
RT 23 State Rd	S-All Levels	3 6	153 Main St	N-Instructor	1 1	PO Box K, The Homestead	S -All Levels	2 4
Great Barrington, MA 01230	H-All Levels	0 2	Jackson, NH 03846			Hot Springs, VA 24445		
(413) 528-2000			(603) 383-9355			(540) 839-2763		
Campgaw Mtn.			Jiminy Peak Ski & SB School			Shawnee Mtn. Ski Area		
Mike Mafera	A-Instructors	20 40	Chuck Seymour	A-All Levels	35 10	Ronnie Manfredi	A-All Levels	15 40
200 Campgaw Rd	S- Instructor	10 30	37 Corey Rd	S-All Levels	15 25	PO Box 339 Hollow Rd	S-All Levels	10 30
Mahwah, NJ 07430	Admin.Asst.	1	Hancock, MA 01237			Shawnee-On-Delaware,PA 1		
(201) 327-7800			(413) 738-5500			(570) 421-7231		
Cannon Mtn.			Killington Ski & SB School			Ski Ward Ski & SB School		
Jack McGurin	A-Child Instr	1 8	Kevin Anderson	A-Instructors	6 12	Mark Campaniello	A- Instructor	4 10
Franconia Notch Parkway	S-All Levels		4763 Killington Rd	S-Level 1&2	2 5	1000 Main St	A-Trainers	0 5
Franconia, NH 03580			Killington, VT 05751	S-Level 3	1 0	Shrewsbury, MA 01545	S-Trainers	1 5
(603) 823-8800			(802) 422-6853			(508) 845-1797	S- Supervisor	1 4

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Job Placement Service, continued

Smugglers Notch Snow Sport	
Peter Ingvaldstad	A-Child Instr 25 15
Route 108 South	S-All Levels 10 15
Jeffersonville, VT 05464	H-All Levels 5 3
(802) 644-8506	
Snow Ridge Ski Area	
Judith Sweeney	A-All Levels 8 16
PO Box 100	S-All Levels 6 14
Turin, NY 13473	
(315) 348-8456	
Snowshoe Mt. Ski/SB School	
Rob Mahan	A-All Levels 20 25
PO Box 10	S-All Levels 20 25
Snowshoe, WV 26209	
(304) 572-5402	
Song Mtn. Ski School	
Dennis Kennedy	A-All Levels 5 20
1 Song Mountain Rd	S-All Levels 5 20
Tully, NY 13159	
(315) 696-5711	
Stowe Ski & Snowboard School	
Dave Merriam	A-Child Instr
5781 Mountain Rd	S-Child Instr
Stowe, VT 05672	H-All Levels
(802) 253-3680	
Stratton Ski/SB School	
Alois Lechner	A- Jr. Instru 8 10
RR 1 Box 145	A- Instructor 2 5
Stratton Mtn, VT 05155	S -Instructor 0 5
(802) 297-4071	H- Instructor 1 2
Sugarloaf Ski/SB School	
Tom Butler	A- Children P 10 20
5092 Access Rd	S-Pro 10 20
Carrabassett Valley, ME 049	
(207) 237-6924	
Suicide 6 Ski School	
Charles Reeves	Ski Desk 1
14 The Green	A-Instructor 5 0
Woodstock, VT 05091	S-Instructor 3 0
(802) 457-6663	N-Instructor 1 0
Sunday River Perfect Turn	
Rik Dow	A-All Level 10 10
PO Box 450	S-All Level 10 8
Bethel, ME 04217	
(207) 824-5078	
Swain Ski And Snowboard	
Chic Carlucci	A-All Levels 5 25
PO Box 44, Main St	S-All Level 5 25
Swain, NY 14884	
(607) 545-6511	
Thunder Ridge	
Katherine Dwyer	A-Instructors 5 10
PO Box 627	A-Child Direc 1 0
Patterson, NY 12563	S-Instructor 2 5
(845) 878-4100	
Toggenburg Winter Sports	
Jim Morris	A-All Levels 2 0
1135 Toggenburg Rd	S-All Levels 0 2
Fabius, NY 13063	H-All Levels 0 1
(315) 683-5842	
Wachusett Mtn.	
Bruce McDonald	A-Director 1 0
499 Mountain Rd	A-Child Direc 1 0
Princeton, MA 01541	A-Instructors 2 6
(978) 464-3105	S-Instructors 2 6
Waterville Valley Snowsports	
Pete Weber	A-Level 1 5 10
PO Box 540	A-Level 2/3 5 10
Waterville Valley, NH 03215	S-All Levels 3 8
(603) 236-8311	Supervisor 1 0

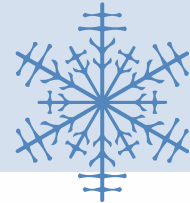
Windham Mtn. Snowsport School	
Franz Krickl	A-Level 1 1 5
South Street	A- Level 2 3 7
Windham, NY 12496	A-Level 3 2 5
(518) 734-4300	
Wintergreen Resort Snowsports	
Peter Stransky	A-All Levels 8 15
PO Box 706	S-All Levels 10 15
Wintergreen, VA 22958	
(434) 325-8064	



Education Foundation Donors

The PSIA-E Education Foundation expresses its sincere appreciation to the following members who have contributed at least \$50.00 to the Foundation 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!

James Wickersham
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 Inger Marie Pearson



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Big Air - Big Fear - Big Splash - Big Fun

by Mickey Stone
PSIA-E Nordic Coordinator
and

Suzy Chase-Motzkin
Alpine Examiner
Level II Freestyle Coach, Hunter
Mt., NY

Front roll, back roll, off-axis roll, roundoff, pencil jump. Kill jump, seat drop 180, spin 360, switch, vertical leap, 360, 360 mute grab, Iron Cross ToxicGrab, front flips, back flips, Lincoln combinations, Misty combinations, and some just plain NICE FLOPS. Those were some of the maneuvers that the jumping candidates participated in at the first Lake Placid Jumping Clinic in September.

Some were young (16-22) Gen X-Y, some were boomers (33-45), and some were mid-to-late boomers - 50ish. They were on boards, Alpine skis and free heels. Males, females, kids, moms and dads were all represented. Yes, it was a small (12) but very diverse representation of our disciplines and ages; a proof that newness, excitement, a little risk and adrenaline can still fuel people these days, no matter what their age or discipline.



Ramps from above



Ramps from below

So, imagine coming into sign-in for the clinic, and here is this huge pool with aerators, about 40x60 ft. Music blaring - I think it was some deep throaty blues from BB King - and 5 jumps at the end of the pool ranging from 2ft to 15ft. Not your typical resort sign-in for a PSIA-E event. After the typical important blah-blah-blah-blah (which was needed and concerned safety, but we were all anxious to get onto something) we went and warmed up and began this wild, contorted, voodoo, hurtful, tiring stretching routine.

The short old guy running this section called it Adrian Crook's Inflex (prior outsourced National Team Coach for all the Teams 1992-2000). He could have called it anything, but there wasn't one of us that could do every one of those bizarre stretches. We couldn't believe he talked and explained every one and stretched farther than all of us. At one point he got up and started moving our bodies to get more out of it, and boy did you hear the moans then. Finally, he took us over to the trampolines after the hour from hell.



Group stretch

Suzy Chase-Motzkin (Alpine examiner and Level II freestyle coach), Lisa Baldwin (Nordic Downhill DCL and Level I Canadian freestyle coach), and Ritchie Morgan, Pool Manager, NYSEF freestyle coach and all around cool guy, and Mickey Stone, event coordinator, coached and guided through almost three hours of trampoline work. We started from the very basics of kill jumps, straight jumps, spins to sits. The young guys started flipping, Mctwisting, and Mysting right away - we were all impressed.

Suzy had the flipping hot young guys, and together they all became more accurate and balanced.

Lunch came and we took off to the local deli. When

we came back we hot waxed our skis with paraffin and got our Speedos and thongs on with shortys, helmets, mouth guards and pfd's. Everyone was anxious. We received the quick lowdown on sliding, and we all practiced. It was little weird, grabby, loud, and we were all out of balance a little.

The group started to make that natural split that always happens when fear is upon your plate. The young ones and a couple of older risk-takers went right up and did their first jumps, and we were all relieved. Then, the smart watchers and longer practicers went up, and then the final few that were still dealing with those demons, jumped into the pool. In an hour we were all cheering each other on, and starting basic tricks. The young guys were doing mysties, and all were trying 360s. The water was warm and we also had the chance to watch the Canadian National Team jump 40-65 ft in the air. Way too much fun.



Matt's first attempt, with Karen and Damian on deck

Jason doing a grab

It was almost 4:00 and Ritchie and the baby boomer coaches said we had to shut it down. None of us wanted too, though. The coaches did another quick blah-blah-blah session, and we were on our own to brag about our antics for the night.

Next morning we repeated the same routine, with the goal of doing more maneuvers and getting into the pool sooner. We all stretched out, and once again we were moaning, with larger gaps between the ground and us. We should have taken more ibuprofen! When we took to the tramps everyone was flipping - front, back, and twists - you name it. All of us were in the pool by 10:30, and everyone took it to another level. Each person was doing a more difficult maneuver than the day before. We were all cheering each other on and having a great time. Those young kids set the tone for us all. No one had any fear. They opened the doors for us. What was great is they couldn't believe the older folks were flipping and twisting.

We all became very comfortable with the model Suzy, Lisa, Ritchie and Mickey shared. The ATML Model is: approach, takeoff, maneuver and landing. We were all glad we received

continued next page

...Big Fun, continued

the basics. It made us so successful when we began to jump into the pool.

Well, you probably know the rest of the story. We had a little later lunch and after that we lost half the group; an hour later a few more, but the air hounds stuck it out. We all had a great time. We are coming back with our friends and we hope the water is warm again.

Thanks to all the participants: Jason, Jeff, Damian, Brad, Matt, Chip, Alex, Ty, Tyson, Chuck, Karen and James. They were fun, brave, supportive and talented. A special thanks to the coaches, Ritchie, Suzy, Lisa and Mickey. We have two dates slated for next year, when the pool is not crowded. So, jot them down now: July 11-12 and Sept 13-14.

See you in the air! ♦♦



The First Jumpers of '04

2004-05 Event Descriptions

by Mickey Stone
PSIA-E Nordic Coordinator

Nordic Downhill

Mini Academy at Killington 12/11-12 is for participants who can telemark comfortably down blue square terrain. This early season event will be a lot of skiing and reviewing the components that make an effective turn according to the conditions at hand. Lots of activities/drills will be performed to effectively explore the ranges of movement that are often lacking at this time of the season. Stretching sessions, warm-ups and cool-downs included, along with a video analysis of your skiing. A great way to start the year. Look for accommodations in the Fall Snow Pro.

Snow Pro Jam at Killington 12/13-17. The best venue to improve skiing, teaching and knowledge. The 5 days allows enough time to accurately explore your understanding, teaching and physical performance with telemark skiing. We will be teaching a huge number of

Alpine crossovers on Wednesday, 12/15, for a hands-on approach. Practice teaching segments, movement analysis, creative teaching activities, progressions and helpful chunking of the information will allow you to leave with a solid base. You can obtain a Level I certification from this also, and there will be video analysis. Accommodations in the Snow Pro.

Backcountry Accreditation - Any Gear Welcomed:

[Snow Sense and Orienteering Planning/Equipment at Mount Snow on 1/6-7.](#) These are the indoor classes, which are **suggested** to be completed before the on-snow sessions. A condensed avalanche 100 level course, compass and map reading, transceiver usage, clothing, gear and sliding equipment needed for the following snow trips will be the topics that make up the syllabus for these 2 days. Lunch is offered and bring clothing to be outside in any weather condition. There will be a book to purchase and a compass at sign in. Go to the Discovery Center at Mount Snow. See the website under Backcountry Accreditation for more details.

[Collecting Data 2/5-6 at Maple Wind Farm 1035 Carse Rd. Huntington, VT 05462.](#) This is the site where we will be climbing, testing snow conditions, traveling and getting everyone oriented with transceivers. This is in the Camel's Hump region. The next day we will travel to Bolton and ski the Bolton to Trapps connector, emphasizing leading, traveling, pacing, snow conditions and route finding skills. There is a yurt on the property you can stay at: call 802 434-7257.

[Putting It All Together 3/5-6 at Maple Wind Farm](#) consists of the group performing most of the following tasks: digging and analyzing snow pits, retrieving buried beacons, route selection, pacing/breaks, downhill, traveling/uphill techniques, basic first aid scenarios and temporary shelters. The goal of these last two days is for the participants to make the proper decisions at the right time, depending on the group and conditions. "Summitting" Mt Mansfield or Camel's Hump will be part of this tour, weather permitting.

Teaching Telemark at Sunday River, ME, 12/4-5, and Teaching/Skiing at Ski Sundown, CT, 2/26-27 are for participants that have at least a novice to above understanding of telemark skiing. This event will review the components of a telemark turn and how these basic movements can be taught successfully to diverse styles of students. Creative activities, small progressions, exercises to allow people to learn the turn will be our focus. The group's level will dictate the areas we teach in. All levels will be explored. You can obtain a Level I.

Learn To Tele at Sugarbush, VT 1/6-7, Timberline, WV 1/8-9, Gunstock, NH 1/22-23, and Big Boulder, PA 2/4-5 (evening event - 5:00 to 10:00) are all geared for the participant to learn how to telemark. Each place has rental gear available, either at the mountain or nearby store, or both. If you need equipment, please call the area for availability and reserve it. Novice and beginner skills will be the focus of this clinic. Getting participants comfortable in the gear, and learning the telemark turn (FUN), are the goals. Feel free to contact the Nordic Coordinator if you have equipment questions. You can obtain Level I at this clinic.

Video Ski Improvement at Magic Mt., VT 1/29-30 and West Mt., NY 2/12-13 allows the telemark skier to be coached specifically on their level of telemark skiing to date. Movement analysis and personal lesson plans, with activities crafted to meet your needs, are our goals. Lots of video for visual cues and markers for feedback that you yourself can control as you improve. You should be able to negotiate blue square terrain before arriving (you might have some stance issues, but we're used to that). We can share what we did with others in the group, and why, or it can be all about you! A great clinic to improve your skiing.

Video Movement Analysis at Seven Springs, PA 2/14-15. Bring your significant-other for this Heart Day celebration. Extensive use of video by the clinician will allow us to dissect the performance of each person, and describe how you make the movements to perform a telemark turn. This, coupled with movements described in The Telemark Components, with Good/Bad Visual Cues of Telemark skiing, will allow you to improve your knowledge base of how to help your students become successful telemark skiers in a diversity of terrain and conditions. Participants should have at least a Novice background or Level I background in the sport.

Free Heelin' Woman at Ski Roundtop, PA 1/22-23 is just for the female telemark skier. Shelley Kovacs will be your guide to understanding how you and the telemark turn can get along. Shelley will be able to field a diversity of needs of teaching, analysis, coaching, mentoring, motivating and improving you. Relaxed atmosphere and mild terrain allows this event to be a pleasant way to enjoy the fluidity of telemarking. Sorry, no males.

Exam Preps all Levels at Sugarbush, VT 1/6-7, and Level II specifically at Holiday Valley, NY 1/24-25, and Kissing Bridge NY 1/26-27. These exam preps provide a flavor for what the exam will be like. Actual skiing types of tasks

will be performed, with feedback. Diverse conditions will be utilized for skiing activities. Practice teaching scenarios will be offered, with feedback. Written questions to practice the testing part will be performed. Suggestions and strategies geared to your style of testing and communicating will be offered so you are aware and more prepared for the exam. Possible video analysis of your skiing and teaching will be available. A very comprehensive clinic and a fantastic way to get used to the Nordic testing format.

Advanced/Intermediate Bump at Mad River Glen, VT 2/3-4, and Whiteface Mt., NY 3/12-13. Stretching, clean up of your telemark turn through individual coaching outside of the bumps, and then into the bumps with specifics to your skill level. Sample progressions and activities concepts will be offered to help you become as efficient as one can be on tele skis. Different styles and techniques will be shared so you have many ways to adjust according to terrain and conditions. There probably will be trees in the way also. If you can make it down - but struggle - this is the clinic for you.

Intro To Trees/Off-Piste at Mount Snow, VT 2/16-17. This mountain has some fantastic blue square tree lines all over the place. If you are a blue square telemarker and thinking about getting into the trees, this is the clinic for you. A relaxed pace, lots of feedback, personal coaching, skiing improvement, safety and picking negotiable routes is the syllabus for this course.

Off-Piste Exploration at Killington, VT 3/3-4. Our main advanced intermediate event. When we say exploration, that is what we mean. Be ready to hike, tour and climb. Our goal is to find the best snow and trees somewhere on or near the surrounding mountain environment. There are always two groups to take care of the pacing needs. Safety and endurance are strictly adhered to in these clinics. Suggestions will be made for your enjoyment. A great way to improve your off-piste skiing performance. At times, a little less teaching and more doing and skiing. Tips/suggestions, and then ski, is the common model we use.

Specialty Events in the Alpine Schedule, #139 - # 325 are for "On Any Gear", so telemark skiers can participate. Be prepared - they are at a skier and snowboarder descent speed, so pick your group wisely. They are normally taught by 90% Alpine examiners. A great way for you to get out of the box and challenge yourself.

Exam at Sugarbush North, VT 3/19-21. Level II/III. See Study Guides on the website for more details.

Nordic Track/Skate

ITC at Great Glen Trails, NH 12/14-16. The best Instructor Training Course for classical and freestyle skiing. Both disciplines will be treated equally and mixed up each day. Basics to advanced in both sports will be reviewed in regards to technique, teaching activities, biomechanical movements, movement analysis and suggested teaching scenarios. Practice teaching and time for you to get in some Ks will be scheduled. Video movement analysis included. You can also obtain your Level I. Great Glen has been a superb host for over 7 years. If you need equipment they have it there to rent at affordable prices. Affordable accommodations in Gorham and North Conway.

Advanced Skiing Academy at Jackson Ski Touring, NH 2/5-6. This event will also ski both freestyle and classical, so bring both sets of equipment. Geared for the intermediate to advanced skier who wants to improve technique, efficiency and speed. Techniques, form and tempos used by the racing community, as well as proper eating, endurance training and pacing are the topics on the syllabus. Coaches in the racing venues have taught at these events, like Dick Taylor of Gould's Academy. Don't miss this high-end event. Jackson Ski Touring is one of the finest in the east, with great diversity and lots and lots of trails.

Recreational Race Training at the Verizon Sports Complex in NY 1/8-9. Randy French, an avid Master's racer and educator, will head our staff for this exciting clinic. Both disciplines will be reviewed, so bring proper equipment or be prepared to rent there. Most of the information will be geared to the newer movements that have been slowly developing and changing with equipment over the years of racing. Climbing, cornering, flats, downhill - in groups and pacing your opponent - will be shared at this clinic. Some endurance is needed, and at least intermediate skills suggested.

Learn To Classic/Freestyle at Grafton Ponds, VT 1/10-11, Whitegrass, WV 2/5-6, and Campus Rec-University of Maine, Orono, ME 2/12-13. Each of these clinics is for the newcomer to the sport, or someone returning after a long hiatus. Level I certification is available upon completion. A breakdown of all the movements and where they are to be used, and when, will be shared. Basic technique, pacing, hydrating, eating and equipment descriptions will be included in the syllabus. Movement analysis, with activities for improvement, is also a large portion of the time. Teaching styles, methodologies, models and time to practice teaching will be included.

Video Ski Improvement at Sunday River, ME 1/17-18 uses the video as a tool for the

participant to improve with. Individual coaching and personalized lesson plans will be delivered to you. Many chances to see yourself on film, making changes, will be available. Both disciplines will be video taped. A great way to change your skiing and understanding of what you are doing.

Teaching/Skiing Improvement at Smugglers' Notch, VT 1/29-30. Level I and an upgrading event, which includes teaching scenarios for each discipline and each of their techniques within. Time will be set aside for you to teach your group and gain feedback on your lesson plan. Skiing improvement, movement analysis and delivery will also be reviewed. Bring classical and freestyle gear.

Movement Analysis at Garnett Hill, NY 2/12-13 allows the participant to gain a further understanding of the correct biomechanical movement needed in each of the sports. Watching, following and describing what one does, and then offering a basic lesson plan for them to improve, will be our template for this clinic. What the feet, legs, torso and arms and shoulders do will be constantly looked at, with feedback. The new Track/Skate Components will be utilized. They should be up on the website by Dec 1.

Skiing Improvement/Waxing at Norsk, NH 2/14-15 will take the time to properly prepare your skis for gliding and gripping. A full range of temperatures will be reviewed, as well as techniques. The tools and gear, as well as the supplies needed, will be part of this clinic. On the hill we will use these prepared skis to work on improving our technique through understanding movements, visual cues, kinesthetic feedback and practice activities. Bring both sets of equipment, waxes and tools, as well as lots of waxing questions.

Skating-Specific at Weston Ski Track, MA 2/17 will be a one-day skating-only venue. Any level. Rentals available if needed. Everything you wanted to know about skating in a day. Weston Ski Track opens at 11:00, so enjoy a late start each day. Sign-in at 11:00.

Exam Prep at Woodstock, VT 2/10-11. A level II/III clinic that is geared to share with you the exam process. Teaching tasks, skiing tasks and written questions for the test will all be delivered to you, with feedback on your performance according to the standard that must be met. A great way to practice, ski, teach and receive feedback on where you are according to our certification levels

Exam at Mountain Top, VT 3/5-6. Level II/III. See Study Guide on the website for more details.◆◆



members' opinions

It's **Your** PSIA

by Stephen Darrow

PSIA-E Alpine Level I

AASI Level I

Greek Peak Mountain Resort, NY

Do you have an opinion or idea about how to make PSIA-E better? Are you afraid to speak up, perhaps because you think you'll be laughed at or criticized? And besides, you may say to yourself, "nobody will ever listen to what I have to say anyway, so why bother"...right?

Well, perhaps you've heard about the new PSIA-E Early Admissions Program. Perhaps you are even one of the few individuals who has participated in it since its creation last season. Do you want to take a guess as to where it came from? That's right, it came from our members – members just like you and me.

I was one of the members who strongly advocated the Early Admissions Program, but as somebody new to PSIA-E, I was uncertain what kind of response my advocacy would receive. I was unknown to the organization, and the organization was largely unknown to me. Would I be laughed at, criticized, pushed aside as a newbie who didn't know what he was talking about, or maybe even worse? I didn't know. All I knew was that having such a program made sense to me, and that as a PSIA-E member, new or not, I had a duty to do what I could to help contribute to the organization's strength and success.

I hope the program ultimately proves to be successful, but whether it does or not is not the point. While it would be untruthful to say that the idea was not met with any challenges - as any potential change rightly should be - the respect, support, and consideration I observed at every stage in the process, both for me and for the idea itself, was greater than even my most optimistic expectations.

This experience has taught me a couple of lessons from which we can all benefit.

- **First, Speak up!** Whether the idea is yours or somebody else's, if it makes sense to you, by all means voice your opinion – there really is a good chance the idea you advocate will get the consideration it merits. Moreover, if you communicate your thoughts in a courteous and professional manner, you will likely win the respect of your colleagues, broaden your circle

of contacts, and build stronger relationships with those individuals you already know. Our leadership is truly interested in what you have to say, and you will be contributing to the strength and integrity of your organization.

- **Second,** Use the Area Representative Program! An official, accessible, and effective channel of communication between PSIA-E and the membership, it was designed exactly for this purpose – to make the communication of information and ideas to and from individual members easier – so don't be shy, use it!

An organization is whatever its members make it. If you want a strong, effective organization, it's up to you to help make it that way. Remember, it's your PSIA. ♦♦

Exam Preparation

by Jay Crawford

PSIA-E Alpine Level II, AASI Level I
Snowshoe Mountain Resort, WV

After spending the summer windsurfing and kiteboarding in Cape Hatteras, all of a sudden it hit me while on one of my many ocean sessions - the water was 65 degrees and the air was crisp. Wow, only a month away from first snow. When this light bulb flashed in my head, I knew it was time to start thinking about upcoming exams for the new season.

Sound a little early? No way! I know an instructor by the name of Katie who started studying for her AASI exam in June for the following season. Guess what, she received merits and also aced the exam. It might be mind boggling to start reading about our beloved passion in the summer, or even fall, but if you read, re-read, think it over, watch videos, and become prepared mentally, then the season starts off with a bang. Don't forget the physical aspect also, but that's another article in itself.

What has worked for me in the past is this:

- Preseason reading, books, on-line, etc...
- Videos to get your mind thinking about the snow.
- Talk or e-mail with some Level IIIs in your discipline.
- If you know other directors at other mountains, or Examiners, chat with them as well.
- Practice with new ski/snowboard instructors - they need it!
- Brush up on your personal skiing early. Don't wait until the week before the exam (it will not work!).
- Take yourself to your limits. Try a bigger and steeper mountain for confidence.

- Attend some training events at other mountains. This really helps.
- Absorb from your students, other instructors and supervisors; this means take constructive criticism!

When you pass the next level that you are trying to achieve, the roller coaster ride that you took to get there will make perfect sense. No one said it would be easy, but take the attitude of "preparation".

Examiners are friends, and a lot of them really do make the effort to put everyone at ease prior to the big test. But, there is no one to blame in the long run except ourselves. Be prepared for your event! ♦♦

Thoughts on the **Rotary Skill in Racing**

...Reason why it's now so important!

by Nick Brewster

PSIA-E DCL Staff Member

What do the turn radii numbers on the skis mean? What do the FIS and USSA want our racers to do? Why did they make the radii so big?

Let's start with the last question first. The FIS wanted to slow down the racers for safety. We have these side cut and height rules to slow us down.

Lets look at the numbers: The ski will carve a perfect semi circle in the metric distance written on the ski. If you bend the ski more you will shorten the carving arc the ski makes. So, the GS radius of 21 meters means that a ski will make 10 perfect carved turns in 210 meters. However, the rule for course setting a GS is 11% -15% of the metric vertical drop, providing the number of turns that one must make - 210 meters of Vertical drop x 11% equals 23 direction changes, and that is the minimum! Our skis will only make 10 turns in that distance! That is 13 turns short of the minimum FIS/USSA requirement!

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.

Yes, I'm simplifying the issue, using only Vertical metric drop vs. actual paced distance. On some hills you can travel a long way before dropping 10 meters, and some drop 10 meters in a short distance. However, if you only teach carved turns, your kid might be blowing out of the course because he/she can only make 10 turns when they have to make 23. The point of all this is that the RULES require our racers to ROTATE/skid/steer/pivot/guide the skis A LOT!! 100% to 0% of each turn. Yes, skidding is slow, but you have to do it so you can have a fast-carved exit at each turn.

The rule causes a situation where the racer must skid a big part of most GS, SG, & DH turns. Are you doing the drills to teach this? Make teaching the Rotary skill a big part of your preseason. Don't leave the learning of this skill to sideslipping the course during the first inspection/race. Beveled base edges are required. Flat skis do not skid well!

Good luck, and happy hunting. ♦♦

What about Those Boots?

...some pointers to optimize your boot fit

by Sylvia de Bruin
PSIA-E Alpine Level II
Elk Mountain, PA

Ski season will start soon and this is a great time to take those boots out of the closet and make sure they work for you. Your boot is the most important tool that you have to communicate with your skis. If a boot is too large, you get a delayed or no response on the ski. An unresponsive boot greatly increases your efforts to control the skis and tires you out sooner. So what can we do?

First, pull the liner out of the shell to determine the boot length. Put your bare foot in the shell, with your toes slightly touching the front of the boot. A properly fitted boot should have about 1½ -2 fingers (½ to 1 inch) space behind the heel. A boot with this amount of space will give a good response. Less space will give you a better response, but you might give up some comfort.

The next step is to determine if the boot is the right width. Put the liner back in the boot and put on both boots (with your ski socks). Stand on a hard surface, hold onto a table or chair, and try to tilt both feet onto the right side, then the left, and then rock from side to side. Is there a delay between when you move

your foot and when the boot moves? Are your feet moving around within the boot? If so, the boot might be too big, or you might not have a proper footbed in your boots. A good footbed will support your whole foot and give you a more direct response. A good footbed is custom made by a bootfitter at a specialty ski shop, such as Green Mountain Orthotic Lab, Stratton Mountain, VT. If you are not willing to spend the \$100+ on a personalized footbed, you can buy an off-the-shelf brand (like DownUnders or Superfeet). Just make sure it fits the shape of your foot. If you have a footbed and your feet are still moving around, it may be time for new boots or new liners.

If you have difficulty in tilting from side to side, but your feet are not shifting around in the boots, you might have some alignment problems. Yes, you read it right; alignment problems are not just limited to your car! This will require some help from a professional bootfitter. They can check your alignment and make sure that you are balanced. If not, they can make adjustments to your boots or skis that will make it easier to get onto the edges when you want to.

There is another thing that people forget about - the flex of a boot. It is very important to have a boot that you can flex, since this will help you pressure the front of the ski, which is how the ski initiates the turn. When the front of the ski loses contact with the snow, you lose control and have to steer the ski by other means, like excessive body movements. Most performance boots are stiff and need adjustments. There are usually perforated spaces or inserts in the boot cuff that can be removed to soften the flex. How do you know if your boot has the right flex? Put on your boots, flex them forward, and look down. You should NOT be able to see your toes (especially indoors where it's warm). If you see your toes, it is time for action.

There could be two reasons for not being able to bend your boot. First, it could be that you are not in the right position to power your boots. In general, women and some men will be in what skiers call the "backseat". Once in this position, there is no power to move the boots, since gravity pulls us backwards. A solution for this is to put heel lifts in the boots. These are available at all ski shops for a few dollars. You can test if you need them by stacking a couple of pieces of cardboard or a folded trail map (thickness about ¾ of an inch) underneath your heel. Try to flex the boot again. Do you still see your toes?

If you answered yes, then it is reason number two (possibly in combination with reason one): The boots are too stiff. Run to your bootfitter and ask him/her to soften your boots!

Our boots are responsible for our movements on the skis. It is crucial that they have the right fit: length, width, footbed, alignment

and forward flex. It might mean that you have to spend some time at the shop to really make your boots work for you. But, you will be grateful once you are on the snow and those dogs are doing what you want them to do!

Additional reading:

Greg Hoffman, Master bootfitter at Green Mountain Orthotic Lab (www.gmolfoot.com)

Jeanne Thoren, Women's bootfitter guru (www.jeanniethoren.com)

Special thanks: Greg Hoffman and Jeannie Thoren inspired me to write this article. Greg, thank you for your patience with my boot fittings, educating me and editing this article. Thank you, Jeannie for sharing your enthusiasm for boot fittings, women's specific equipment and input for this article. ♦♦

Racer Ready.....

by Jiri (George) Drobny
PSIA-E Level II (Alpine, Nordic T/S and DH)
Master Teacher
Stratton Mountain, VT

Every year PSIA-E offers its members dozens of opportunities to update or further develop their skiing and teaching skills. Each fall, when the event schedule is published, for me it's like being a kid in a candy store. Since I have a wide interest, including Alpine and Nordic (track/skate and downhill) it becomes rather difficult to make the choice.

In my 30 years of ski teaching I have attended many interesting events, but I've enjoyed racing programs the most. I do not race regularly myself, or coach racers, but I love running gates and enjoy the pleasure of high speed.

After spending the last (almost) three years to earn Master Teacher certification, I decided that it was time to try a racing program again and get into a higher gear. So, I attended the two-day racing clinic at Bromley. We were divided into several groups according to our skill levels. Our group consisted of good experienced skiers aged from 30s to early 70s. Our conductor was Rick Svencer from Killington, an experienced and personable teacher.

The first session for all participants was conducted by Doug Lewis, a world-class competitor, who was a medal winner in the World Cup races. In his opening statement he said that there is no difference between racing and free skiing; technically sound skiing wins races and helps other skiers negotiate all kinds of ter-

continued next page

Racer ready, continued from page 35

rain with ease and grace. So, we initially did a great deal of skill development, free skiing and indoor exercises. Only then did we ski gates, and it was amazing how easy it felt. It was so much fun that we did not want to stop when the lifts were closing.

The two days of skiing with high-caliber coaches and with old and new friends were very enjoyable, and we all came home with new skills we can share with our colleagues; and, mainly, with our students. I would recommend to any member to attend any of the PSIA-E racing programs. It definitely will add some valuable skills to your repertoire. The atmosphere is relaxed and friendly, and one learns by playing. And, that's what it is all about.

On this occasion I wish to thank the PSIA-E/EF for awarding me the scholarship for this event. I was honored to be the recipient and I am fired up to start my next decade of ski teaching. ♦♦

Two Right Feet!

by Tom Trevithick
PSIA-E Adaptive Dev. Team
Windham Mt., NY

It all happened so fast. One minute I was a healthy 21yr. old, the next I was in the hospital hoping that my left leg would end up reattached to my body. It doesn't really matter how it happened, because I tell different stories depending on the situation and to whom I'm talking. Needless to say, I am a left leg amputee and I try to use that fact to my benefit during my teaching. I do have the word out with a couple friends in hospitals to keep an eye out for a good looking leg! One friend sent me a picture of a woman's right leg with pantyhose on it. I would take it! I guess by now you realize I don't take myself too seriously. I believe in the power of humor! Humor can save even the worst turn. As one examiner said to me, "That was kind of a half a __ turn! Your left turn is not the same as the right." I told him they had to be the same because it was the same leg making both turns. I stumped him for a moment on that one! (I won't mention any names, Skelly!)

Humor can work so well if you use it properly. I remember walking up to my classes at one mountain carrying one ski, getting stuck in the snow with my peg leg every other step. The students looked down at my leg, then looked up at my face, and then looked down at my leg

again. You could read what they were thinking in their eyes! "How is this idiot on one leg going to teach me how to ski with two legs?" I always loved this one! I would introduce myself, and tell the students that I was their ski coach for the next 75 minutes. Then, I would wait for a minute and say in a questioning voice, "You are all here for a one-legged ski clinic aren't you?" The usual response was, "Heck, I can't even ski on two!"

You could see everyone start to relax; usually they would start talking and laughing with each other. Really cool! Then, sometimes they would ask politely for me to tell them how "it" happened. Ok, now I've got them! One of my favorites is that I keep crossing my tips so I got rid of one leg! Another one is that it was a shark in Vegas! If I am with kids, anything is game. I would sometimes use it as a motivation. "I'd like you to do this, or we'll all be skiing on one ski!" Once I was skiing with a group of women and it was cold out. I tried to keep them moving to stay warm but eventually we had to stop. When we did, one woman told me her feet were cold! When she looked at me for sympathy, I replied, "Yeah, mine too. In fact, I can't even feel my left foot!" She thought for a

minute, and then hit me with her ski pole! She didn't complain again, and she actually had a smile on her face! When I am standing in lift lines people will ask me, "Where is your other ski?" I usually say, "Oh, it's home in the closet with my other leg."

The thing of it is, in this business if we can get people to relax and laugh, they will have fun. I try to encourage adults to act like kids. If you can just get them to yell "yahoo", you can see them start smiling. I've had great success with humor and jokes (keep it clean!). Next time you teach or coach a lesson, ask the clients to describe what would make this lesson fun for them? You will get interesting answers. Then, guide them toward their fun goal. My goal as a ski coach is to help my clients have fun, and learn something at the same time. I love it when people say, "That was so much fun and I actually learned something too." I love to share the experience and thrill of skiing as I have enjoyed it for so many years. What better way to do it than with a smile in your eyes - the passageway to your soul.

PS: If you see a good left leg, please e-mail me! ♦♦



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Children's Handbook for Snowboard - Vail Publication	<i>New in 2004-05!</i> 17.00		
Power Play - Kids & Snowsports Video	19.95		
Recipes for Learning - Cookbook of Tricks	<i>Great value!</i> 10.00		
Captain Zembo's Guide For Kids - 2 nd Edition	9.50		
PSIA/AASI Children's Handbook	14.50		
PINS			
Lapel pins	3.00		
PSIA Level I	7.00		
Alpine/Nordic/Adaptive Level II or III	9.00		
AASI Level I or II or III	10.00		
Master Teacher	10.00		
Shipping/handling fees based on total amount of order.		Sub.	
Up to \$14.99 - \$4.00	\$15.00 to \$49.99 - \$6.00	S/H	
\$50 to \$99.99 - \$9.00	\$100.00 to \$199.00 - \$11.00	\$200 and over - \$13.00	
WE MUST HAVE PAYMENT WITH ORDER - THANK YOU Ski and Snowboard Schools, call for quantity discounts.		Total	

PSIA-E Region 5 and Region 6 Election Rules & Procedures

It is time for interested members in Regions 5 (central and western NY) and 6 (eastern NY) to declare their candidacy for the Board of Directors or elected committees for the next term of office. Per the Bylaws, Regions 5 and 6 are up for election 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 17, 2004. 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 two regions of PSIA-E up for election in 2005 (Regions 5 & 6).

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, 2005 and meet the requirements of item #9 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, 2005, plus any Certified Level I members with three complete years of continuous membership as of February 15, 2005.

10. To vote and hold office in any region, a member must run for election in the region of his/her snowsports work affiliation (Association Bylaws, Article X, Section 10.3.c). 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 Winter issue of the *SnowPro*, to be sent to members in mid-January, 2005. Returned ballots must be postmarked by March 4, 2005 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, April 3, 2005 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 2005 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 Re-

gional 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 <i>SnowPro</i> : December 17, 2004	Candidacy form published. All candidacy forms must be postmarked by this date and sent to the Albany office.
Mid-January, 2005	The Early Winter (Election) issue of the <i>SnowPro</i> , including all candidate profiles and the voting ballot, will be mailed to members.
March 4, 2005 Spring Rally- April 3, 2004	Ballots must be postmarked by this date to be valid. Election results announced.

Official PSIA-E/AASI Candidacy Form

2005 Region 5 and 6 Elections

Use this form to state your candidacy for a PSIA-E/AASI Board of Directors or standing committee seat for the 2005 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.

Personal Data Please print or type _____ Name _____ Address _____ City State Zip _____ Daytime Phone E-Mail _____ Membership Discipline/Level Membership Number _____ School Affiliation/Position Your region: _____ 5: Central/Western NY 6: Eastern NY	Position Desired (Check one only) Board of Directors Regional Director/Regional Representative _____ Standing Committees Regional Alpine Education & Certification Committee Representative _____ Regional Snowsports School Management Committee Representative _____
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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 Winter 2005 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 (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.

Candidate Signature

Candidacy Forms must be postmarked no later than December 17, 2004
Send to PSIA-E Elections, 1-A Lincoln Ave., Albany, NY 12205

...find the latest info and
schedule updates at



www.psia-e.org

An advertisement for Avalanche skiwear. The background is a snowy mountain scene. Three models are shown wearing heavy ski jackets and pants. The top model is standing, the middle one is skiing, and the bottom one is standing. The text 'AVALANCHE' is at the top in a large, bold, sans-serif font. Below it, 'outerwear for pros' is written in a smaller font. To the right, the words 'distinguishable!', 'tough!', and 'warm!' are stacked vertically. In the center, a list of professions is shown: 'lifties', 'patrol', 'instructors', 'snowmakers', 'racers', and 'any department'. Below the list is the phone number '418.877.5584'. At the bottom, the website 'avalancheskiwear.com' is displayed.



Professional Ski Instructors of America
Eastern/Education Foundation

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

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