



SNOW

Pro

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

SPRING 2007

Member-Gain-a-Member Campaign Brings in More Than 500 New Members. . .

Current members step up to enlist fellow instructors

In what will be remembered as one of the most challenging snow seasons in many years, nearly 1,200 new members joined the Eastern Division of PSIA and AASI during the fall and winter of 2006-07. As a testament to the power of “word of mouth,” nearly half (530 or 44.4%) of those new members came into the organization sponsored by current members during the first ever “Member-Gain-a-Member” campaign.

Building on the success of the popular new Registered member entry program (introduced in 2005-06) which resulted in a 20% gain in new members over the previous year, the PSIA-E/AASI Board of Directors approved the dynamic new “MGaM” campaign at its October 15, 2006 meeting in Albany. This program was developed by the new Membership Marketing Task Force.

The goal of the MGaM campaign was to enlist the outreach potential of existing members, volunteers and staff to build the awareness and interest

by non-member snowsports educators in becoming members of PSIA-E/AASI and, more specifically, to achieve and exceed the budgeted goal of 1,315 new members in 2006-07.

It was a campaign whereby our existing members of PSIA-E/AASI personally promoted and recruited colleagues that were non-member snowsports instructors to join the organization.

A first year effort to build on

“I believe for a first year effort it was an overall success, particularly in such a tough winter,” said PSIA-E/AASI Executive Director Michael Mendrick. “While we didn’t hit our budgeted goal of 1,315 new members, I’m confident the efforts of our members to enlist their instructor colleagues got us a lot closer than we otherwise would have been. It was great to see our members step up to help spread the word.”

For playing the role of “sponsor” to the new member, recruiting members became eligible for various levels of incentives and prizes to be redeemed during the 2007-08 season.

Congratulations & thank you to MGaM award winners!

The following members (not a snowsports school director or assistant director) sponsored 10 or more members and qualified for the GRAND PRIZE and FIRST PRIZE drawing to take place at the June 23-24 Board meeting plus gets \$100 in “ed buck” credit toward a 2007-08 event (if not winning either Grand or First prize), \$50 in pro shop credit and a PSIA-E/AASI premium item.

continued on page 7

PSIA-E/AASI 2007 Election Results

Region	Board of Directors		Operational Committees	
	Director	Representative	Alpine Education & Certification	Snow Sports Management
3	Ray DeVerry	David Welch	To be appointed	To be appointed
4	Steve Kling	Eric Jordan	To be appointed	To be appointed
7	John Cossaboom	To be appointed	To be appointed	To be appointed

The above chart lists the results of the winter 2007 elections for the PSIA-E Board of Directors and operational committees. Appointments to open spots will be made at the June 22 - 24 Board of Directors meeting. Regions 5 and 6 will hold elections in 2008.

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guest editorial

A Lesson on Losing

by Christine J. Feehan

PSIA-E Alpine Level II

Burke Mountain Academy, VT

The day before my first (and hopefully only) unsuccessful attempt at the Part One portion of the Alpine Level III Exam, I stood on the side of a Super-G course, consoling a 14-year-old boy in tears. We were at an elite series for J3 racers from all over the East, the most difficult competition my athletes would face aside from the Junior Olympics, and this particular kid had not finished a clean race run all season. He was absolutely devastated, so torn apart, in fact, that he bawled in front of his teammates, competitors, and sundry fans. Between sobs and sniffles, I managed to tell him that he impressed me more than any other athlete I had seen so far this season. "If you give it your all and you ride the edge of failure, only then will you truly know what it means to succeed," I found myself saying like a peddler of cheap clichés.

Four runs into my Exam the following day, I knew I was woefully unprepared for the tasks ahead. Despite wearing ski boots for more than 60 days in the early season, I calculated that I had only free-skied a handful of days. The majority of my time on skis was spent course setting, sideslipping, critiquing and videotaping. I had skied half a run of bumps at Sunday River two months earlier, and had spent an afternoon after a long day of travel taking three ripping runs on groomers in Winter Park, Colorado the week before. I had not had a day off snow in two weeks. I was exhausted, and being scrutinized at a PSIA-E Exam at Sugarbush was the last thing I wanted to do. Physically, mentally, and emotionally, I was a ship headed for disaster.

By the afternoon of the first day, I redirected my focus from trying to prove my skills to assessing the process. I became a student of the exam, the examiners, and my peers. My goal became to understand and identify the specific movement patterns required to demonstrate proficiency because I knew I would find myself in this position again in the future. Perhaps for this reason, I was not shocked or disappointed when results were posted at the

end of the second day and only three of fourteen skiers passed.

What I was shocked and disappointed about was the reaction of others who had not achieved what they had set out to do. Seeking feedback from the examiners is a responsible move in light of personal dissatisfaction, but I believe the most important thing to do first is congratulate those who have successfully navigated the exam. Not every ski racer can have a spot on the podium, but athletes in the spotlight should be proud of their accomplishments. Even my racer in tears attended the awards ceremony for his friends. But misery sure loves its company, and without a critical mass of overjoyed participants, the most depressing ski lodge in America is the one hosting a Level III Exam. One successful instructor commented, "I'm almost embarrassed about passing. I feel like I should go hang my head in the corner." This is not how a winner should be made to feel by those around her.

Despite the intensity of the Level III process, those of us engaged in it, especially those of us who have ridden and even fallen over the edge of failure, must genuinely acclaim those around us who demonstrate superior skills. We set out each day to teach, but there is still plenty of room, even in an examination, for learning. ■

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.

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Bill Hetrick, Editor

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General Information

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

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

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

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

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





by Bob Shostek
PSIA-E/AASI President

Ups and Downs for 2006-2007 Season

Another season has come and gone. The sluggish start with weather and snow conditions until after MLK weekend has left the Eastern Division with significant challenges ahead. However, there are some “up” sides to this season.

One of the many “ups” to report comes by way of our own *SnowPro* newsletter. Our eastern newsletter won the Association Excellence in Communications Award from the Empire State Society of Association Executives. More than 200 associations belong to this organization and the award recognized the “*SnowPro*” as being among the “Best Communication Tools” in the entire New York State association community. I was proud to watch our Executive Director, Michael Mendrick, and *SnowPro* Editor, Bill Hetrick accept the award in front of 200-plus guests on behalf of the Division at the awards dinner. We all tip our hats to Michael, Bill, the division office and education staff and the many outside contributors for the time, effort, and professionalism they devote to making our newsletter one of the best produced!

Another “up” to this past season was the continued strong response to our new Registered Member entry program, first implemented in the ‘05/’06 season. As you know, this program eliminated the need for instructors (all disciplines) to attend one of our events in order to join, thus reducing the cost to enter the organization; and, in addition, receive valuable divisional/national information, including the Core Concepts Manual. In addition, our new “Member-Gain-a-Member” campaign was a success in spite of the late season start. To date, over 500 new members have joined via referral by other members. Unfortunately, we will still be short of our projected new member numbers at season end. Our Membership Marketing Committee is now beginning the process of reviewing this past season’s results,

and will report to the BOD in June on how we can enhance the program in the future.

Even though we experienced a strong finish in March, our event attendance is off approximately 6% from budgeted projections. During the course of the season we had to cancel about 22% of events compared to 16-19% in several of the past seasons. We are projecting event registrations to top out at approximately 6,400 for the season. Anticipated attendance was budgeted for a little under 6,800. Although event attendance was down for the season, the office staff did a great job advising members of options to the cancelled events, and most members took their advice. Our premier events had the best attendance ever. The Snowsports School Management Seminar was the largest ever. The ProJam had over 500 in attendance. Our new Spring Academy was also well attended, with more than 60 participants experiencing the new event. We anticipate that when the word gets around, this event is going to grow exponentially. (Better start thinking now regarding next season’s ProJam or Spring Academy if an end-of-the-season event is your thing!)

Another “down” to the past season was our retention of members. Retention is at about 87.5%, 1% lower than what was projected. The previous 5-year average retention was 89%. We are now in the process of reviewing exit surveys from these non-renewing members for feedback as to why they chose not to continue with membership. There are numerous factors that come into play with non-renewals, in our experience, and they include cost, age, college students deciding on jobs, career or family changes, etc. We will keep you posted on the results of the exit survey.

Back on the upside, we just completed our elections for the year in Regions 3, 4 & 7. Re-elected as Regional Director for a third three-year term in Region 3 was Ray DeVerry. David Welch was also re-elected for a third three-year term as Regional Representative. Reelected to serve their second term in Region 4 will be Steve Kling as Regional Director (previously Director of Region 7) and Eric

continued on page 4

Eastern Division Dues Notice for 2007-08

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

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

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

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

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

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

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

■ **president's message, continued**

Jordan as Regional Representative. In Region 7, John Cossaboom has been elected the Regional Director. The Regional Representative for Region 7 will be appointed and ratified by the BOD in June. Congratulations to all. I'm looking forward to working again with our seasoned and experienced Board!

Many thanks and much appreciation goes to Jay Minnicks from Region 4 for his three years of volunteer service as Regional Representative on the BOD! Jay did not run for re-election.

In Regions 3, 4 & 7, there were no candidates for the Snowsports School Management Committee or the Alpine Certification/Education Committee. Members have since come forward to express interest in those openings and the vacancies will be filled by the BOD in June.

Member services and benefits continued for Eastern Members this past season with Choice Hotels (Comfort Inn, Clarion, Quality Inn, etc.). This program was again a great success, with more than 500 rooms booked. Remember, this savings using Choice Hotels is not just a winter program; you can take advantage of the benefit year-round at any of their fine hotels. Details are on the PSIA-E web site.

Additionally, the personalized business card service and the Killington ½ price lift discount program

have been utilized by many Eastern members. Also, Avalanche ski wear, Manzella gloves and Vew-Doo balance boards continue to offer Eastern division members great specials on their merchandise.

As you can see, there were many "ups" and "downs" to this past season which the office staff and volunteer leadership is ready to address this spring. When looking at the "downs" (especially the event attendance, member retention and new member growth), all have a substantial impact on our budget. However, I don't want you to get the impression of "gloom and doom" for the Eastern Division. It can be viewed as part of doing business in our industry. Our business is dependent on Mother Nature and the economy. When Mother Nature does not cooperate, and the discretionary dollars are limited or unavailable, our business is affected, as is the rest of the ski industry.

As the BOD and staff wrap up this season and begin preparations for the coming fiscal year and next season, we have to be proactive looking very closely into trends in the industry and how these trends will affect future decisions regarding our overall operational strategies. As your president, I can assure you we are committed to ensuring the best possible value for our members as we develop a budget for next season.

Have a GREAT spring/summer; just think, only 6 more months and we will be skiing/riding again! ■

Gift Certificates

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

How about a Gift Certificate?

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

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

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

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

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

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

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

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

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



administrative update

SnowPro honored for “Association Excellence in Communications”

Empire State Society of Association Executives selects division publication for award

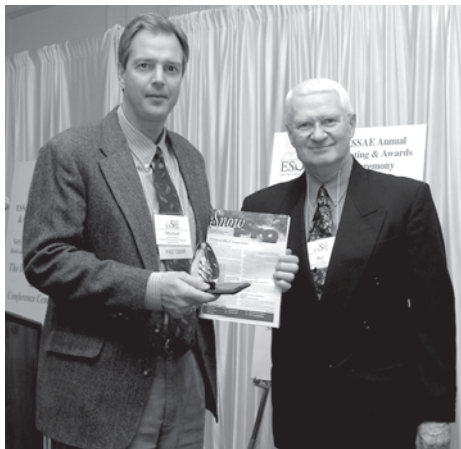
The *SnowPro* newsletter was recently selected by the Empire State Society of Association Executives to receive a 2006 Association Excellence Award for Publications. This recognizes our *SnowPro* as the premier membership communications tool amongst the more than 555 member

association executives, staff professional and supplier members from throughout New York State and beyond.

The award was presented at the ESSAE annual dinner on February 8 in Albany. Our newsletter was displayed along with other association excellence award winners in the categories of education, membership and government relations to nearly 200 attendees. Attending the event along with me on behalf of PSIA-AASI Eastern Division were division staff members Mickey Sullivan, Jan Pryor, Eileen Carr and Jodi Bedson, *SnowPro* editor Bill Hetrick, PSIA-AASI Eastern Division president Bob Shostek, Lane Press representative Sylvia Daigle and Daniela Corvalan of Commercial Mailing & Printing.

In the submission packet supporting the *SnowPro* nomination, we noted the following:

- The *SnowPro* is considered a newsletter yet borders on magazine specs – averaging between 36 and 48 pages.
- The *SnowPro* is written and compiled by a combination of division staff, members, committee chairs and a sub-contracted part-time (10 hours per issue) editor. PSIA-E has no communication/publications department or staff. The Executive Director, Director of Education and Member Services Director review and contribute material internally. Externally, dozens of members, committee chairs and discipline coordinators submit articles that are reviewed by our part-time Editor.



PSIA/AASI Eastern Division Executive Director Michael Mendrick and SnowPro Editor Bill Hetrick accept the Association Excellence in Communications award at the annual dinner of the Empire State Society of Association Executives on February 8 in Albany, NY.

- The *SnowPro* provides a consistently strong mix of education and member services. For example, the Early Fall issue included a new feature called VIPrivileges (which highlights member services and benefits in each issue), a special ad supplement offering exclusive merchandise deals to members from Manzella Gloves and our ten-page, 450-event schedule of programs for members in the winter 2006-07 season. The Fall issue announced a dynamic new membership recruitment campaign, another members-only offer from Avalanche skiwear and an election “call for candidates.”

According to ESSAE President & CEO Penny Murphy, the Awards Committee noted the professional look, high degree of member input and submission contribution and content-rich nature of the publication in recognizing it for receiving this honor.

We are proud of the combined efforts of volunteer leadership, rank and file members, division staff along with fellow ESSAE members Lane Press (layout and printing) and Commercial Mailing & Printing (mailing prep and distribution) to produce and publish such a well-regarded, attractive and useful newsletter.

Congratulations to all involved! ■

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VIPrivileges



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

The 2006/2007 season may have started late, but once the snow and cold got here, it really turned out to be a great season after all!

Now, before you put those skis and boards away and get your golf clubs or kayaks out, keep this in mind...

If you want to apply for a PSIA-E Scholarship for the 2007/2008 season, you need to work on your applications over the summer and get them into the office by the September deadline.

Scholarships are open to anyone who has been a member in good standing for at least three years, and who meets the requirements of the specific fund for which they apply.

There are a number of specific scholarships to apply for and all are described on the Eastern Division website.

Here's the brief summary and timeline of when and how to apply

Eligible members can obtain a scholarship application by calling the PSIA-E office at 518-452-6095, or visiting the PSIA-E web site at: www.psia-e.org. You will find information on the scholarships under the "Member Services" heading and "Eastern Benefits" tab.

Complete the entire application and mail or fax it to the PSIA-E office, postmarked no later than the September date which will be announced in the Summer SnowPro. If you fax your application, please call to confirm receipt. The PSIA-E fax number is 518-452-6099.

The Scholarship Committee will review, discuss and make determinations on applications at the October Board of Directors meeting. Applicants will be notified of the committee's decision by mail, in early November.

In summary, to apply for a PSIA-E scholarship

- Look at the Eastern Division website now. The application process won't change, just the deadline.
- Work on things over the summer, watch the Summer SnowPro for the deadline date, and get your applications in.
- Very few members take advantage of this GREAT benefit. The board would be very happy to see more members applying for these scholarships; and to therefore be able to assist more members in their PSIA/AASI educational endeavors.

If you would like to make a tax deductible donation to the PSIA-E Education Foundation; you can do so when you remit your annual dues. Dues statements will be shipping from the office in May and are due June 30th.

We appreciate your support of the PSIA-E Education Foundation and Scholarship Program.



Education Foundation



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In Memoriam

Hans Thorner has passed away at the age of 98. Hans, along with his wife Florence, who preceded Hans in passing, were among the first ski teachers to be certified in the United States. Hans was certified and became a member of the early organizational predecessor to PSIA in 1938. Hans was a lifetime member. He and Florence also were involved in managing the Magic Mt. Ski area in Vermont. His son Peter has informed us that there will be a memorial service for Hans and Florence on May 19 at 11:00am at the Zion Episcopal Church in Manchester Center, VT.

Don Maul, of Washington, NJ, has passed away at the age of 79. He was an Alpine Level 1 member of PSIA-E, having joined in 1978. He taught at Shawnee Mt. Ski/Snowboard School, PA.

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

Grand & First Prize candidates (sponsoring 10 or more new members)!

Member Name	Region
GETCHELL, PAUL W.	1
JEFFERSON, JANET L	2
HANZALIK, JOE	2
PATRICK, RICHARD J.	3

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

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

Top producers in each region (based on a minimum of seven new members sponsored)

The following members will be awarded \$100 in "ed bucks" credit (if not awarded the Grand or First prize) for 2007-08 season plus a PSIA-E/AASI premium item. Please note that no members in Regions 4 or 5 met the minimum of 7 new members for this prize level.

Member Name	Region
GETCHELL, PAUL W.	1
MARSH, DEBORAH J.	1
SHULVER, KIMBERLY	1
JEFFERSON, JANET L	2
HANZALIK, JOE	2
MONTEMURRO, JOE	2
PATRICK, RICHARD J.	3
STEHN, JAMES	3
GIBEALT, LINDA	6
PARKER, TOM H.	7

All members that sponsored 3 - 9 members (by region)

All will receive a PSIA-E/AASI premium item.

Member Name	Region
MARSH, DEBORAH J.	1
SHULVER, KIMBERLY	1
BUDD, ROSS	1
REISDORF, GRACE	1
TINKER, MATTHEW W	1

TORRES, FRED L.	1
MONTEMURRO, JOE	2
SPAULDING, BILL	2
LANCASTER, GINA	2
CARMAN, DONALD	2
FIELDER, PAUL	2
STEHN, JAMES	3
KEMMEUR, ANDREW	3
AMERO, JENNIFER	3
D'ELIA, RALPH F.	3
JONES, WENDY L	3
JACOBSON, MERYL	3
TOBEY, JANE	3
YURCHUK, DEANNA	4
NETT, GARY	4
JACKSON, JAMES L.	4
DONOVAN, BRIAN P.	5
LIPTAK, TOM	5
STAMP, ERIC	5
GIBEALT, LINDA	6
MOON, REXFORD	6
PARKER, TOM H.	7
CRENSHAW, PAUL V.	7
MURDOCK, MIKE	7
RUSNOCK, FRANK	7
JUCKER, PETER URS	7
ROBERTS, KENT	7

Top Ed Staff Producers

For PSIA-E and AASI education staff, the top four producers (and ties -- number of new members sponsored) will be awarded \$300 scholarships from the Education Foundation for attendance at the 2007-08 National Academy or other approved events of interest.

Staff Name	Region
CAPRON, DAVID	1
CRAIG, BEN	2
CURTIS, MARSHA	2
SVENCER, RICHARD	2
WHITNEY, MARY ELLEN	6

The Membership Marketing Task Force, chaired by Region 6 Board Representative Cherisse Young, will be reviewing these results and looking to improve and continue the campaign for next season as well.

Congratulations and THANK YOU to all involved! ■

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straight talk from the association



Members attending the new Spring Academy and Spring Rally in Killington, VT enjoyed great times, new friendships and even 5 inches of new SNOW on Sunday morning!



Snowsports School Management Committee Chair Steve Howie and Director of Education & Programs Mickey Sullivan enjoy a break at the Spring Academy après ski party at Killington's K 1 Lodge.

Annual Spring Rally Race Results

Killington, VT March 25, 2007

Hannes Schneider Memorial Race

15 Below Club		15 Below Club	
Girls Arabelle Clark	31.35	Boys Ryan Flatt	29.97
Alpine Women 16-29		Alpine Men 16-29	
None		None	
Alpine Women 30-39		Alpine Men 30-39	
None		Chris Saylor	32.72
Alpine Women 40-49		Alpine Men 40-49	
None		Jon Lamb *	25.05
Alpine Women 50-59		Alpine Men 50-59	
Rebecca Withers # *	36.93	Tim Leach #	26.33
Alpine Women 60+		Alpine Men 60+	
Carol Hildreth	38.41	Don Smith	29.66
Nordic (women)		Nordic (men)	
None		None	
Snowboard (women)		Snowboard (men)	
Emily Cracknell	37.07	John Hobbs	32.57

Hannes Schneider overall race winners designated by “**”

Willcocks Trophy winners designated by “#”

Congratulations to Spring Rally Race Winners!



Thank you to our Spring Rally sponsors.

“Demo Row” provided members with a great added value at Spring Rally 2007 in Killington, VT. Thank you to sponsors Volkl/Tecnica, Salomon, Dynastar/Lange, Rossignol and K2!



CONGRATULATIONS to the New AASI Eastern Team and AASI Dev Team selected this season!



Please join us in welcoming new AASI Eastern Team member, Bryan Fielding (photo above). Bryan joins KC Gandee, Dave Lynch, Chandler Simpkins, Travis Capobianco, Tom Morsch, and Josh Sawtelle in representing the AASI Eastern Team.



And, Welcome to our new AASI Development Team Members; Mark Marino and Greg Fatigate. Mark rides and teaches at Holimont Ski Area in Western NY and Greg rides and teaches at Smuggler's Notch in Vermont. Both were selected at the tryouts at Killington April 5 and 6, 2007. Congrats!

Accreditations a BIG Hit

This past season PSIA-E introduced the NEW Coaching Advanced Skiing and Racing Accreditation. The reviews by the member participants on the three courses were very positive. As a bonus "Coach" Tom Reynolds donated a copy of his book, *Effective Ski Coaching* to all course participants this past season. Coach Reynolds was also a guest coach at the Advanced Movement Analysis course held at Attitash. Two PSIA-E members attended all three courses and received their certificate of completion for this specialty. They are Robert Zuch from Stratton, VT and Michael Holt from Mountain Creek, NJ (Michael also completed the Freeride Accreditation in July 2006.) Members can achieve as many Accreditations as they wish by attending the required three courses in any of our eight specialty areas.

Additional Accreditation news:

- The newly revised Adaptive Accreditation was completed this season by Gregory Merena from Mountain Creek, NJ.
- Seven members completed the Backcountry Accreditation by attending the week long event at Jackson Hole, WY in early February or attending the three regional courses held in the Eastern Division.
- Seven members completed the Sports Science Accreditation
- Seven members completed the Special Populations Accreditation
- Three members completed the Children's Specialist Accreditation
- Four members completed the Teaching Beginners Accreditation
- A very dedicated group of five members completed the Freeride Accreditation courses and received their certificates at Killington, VT on March 27



Frankie Ross, Brendan Burdick, Paul Stolar, PSIA coach Josh Haagen, Daniel Topoleski, and Jake Seipel gather after earning their Freeride Accreditation.

Congratulations to those completing an Accreditation this season!

Adaptive Accreditation

Gregory Merena, Mountain Creek

Special Populations Accreditation

Cathey Kennedy, Jiminy Peak
Frank Roskind, Liberty Mountain
Karen St. George, Nashoba Valley
Emily Spiker, Whitetail Resort
Trish Wade, Wintergreen Resort
Margaret Daley, Windham Mountain
Shirley Young, Attitash Bear Peak

Sports Science Accreditation

Terence Farrell, Whitetail Resort
Janet Farrell, Whitetail Resort
Phillip Smith, Kissing Bridge
Liane Cooper, Ski Club Washington, DC
Kendall Daly, Wachusett Mountain
Kathy McGregor, Greek Peak
Edward Nowak, Wachusett Mountain

Children's Specialist Accreditation

Keith Lawrence, Okemo Mountain Resort
Tina Buckley, Blue Mountain
Jane Moyer, Blue Mountain

Backcountry Accreditation

Peter Bergh
Lisa Schwarz, Maine Handicapped Skiing
Laurie Bernier, Maine Handicapped Skiing
Paul Tupay, Killington
Stephen Andrzejewski, Killington
Eric Ashley, Smugglers' Notch
Chris Ouellet, Stratton Mountain

Teaching Beginners Accreditation

Gerard Meyer, Liberty Mountain
Robert Tucker, Lost Valley
Gary Greene, Stratton Mountain
Nancy Meyer, Liberty Mountain

Coaching Advanced Skiing and Racing: Accreditation

Robert Zuch, Stratton Mountain
Michael Holt, Mountain Creek

Freeride Accreditation

Michael Holt, Mountain Creek
Frankie Ross, Seven Springs
Daniel Topoleski, Greek Peak
Brendan Burdick, Mount Snow
Jake Seipel, Blue Mountain
Paul Stolar, Killington

continued next page

CONGRATULATIONS to the New Alpine Staff Selected this season!



The New Alpine Eastern Team as selected at the tryouts at Sugarbush on January 30-31, 2007. From left to right: Standing: Matt Erickson, Brian Smith, Matt Boyd, Kathy Brennan, Peter Howard, Steve O'Connor, Troy Walsh. Kneeling: Sue Kramer, Lani Tapley, Eric Lipton



The New Alpine Development Team Members were selected at the tryouts at Hunter Mountain on March 14-15, 2007. From left to right Chris Dayton, Joel Dewey, Dev Team coach Rick Skelley, Kevin Trinward, Aga Wusatowska-Sarneck and Brian McVicker

The New Alpine Examiner Training Squad was selected at the tryouts at Mount Snow on February 7-8, 2007. From left to right: Lucas Martin, Michael Duricko, Thomas Butler and ETS Coach, Doug Daniels



Master Teacher Program 2006-07 Graduates

PSIA-E is proud to acknowledge the following Master Teacher Certification graduates. Master Teacher programs are intended to provide instructors with an in-depth educational background in a variety of different specialty areas. In order to receive Master Teacher Certification, the instructor must complete 20 days of coursework and pass a written test on each course. Coursework includes indoor lectures as well as on-snow application. Congratulations to the following 2007 Master Teachers.

Louisa Abarno, Sunday River
Amanda Amory, Wachusett Mountain
Steven Combs, Jiminy Peak Resort
Margaret Daley, Windham Mountain
Kendall Daly, Wachusett Mountain
Janet Farrell, Whitetail Resort
Terence Farrell, Whitetail Resort
Sharon French, Greek Peak Mountain Resort
Cathey Kennedy, Jiminy Peak
Keith Lawrence, Okemo Mountain
Karen Mahoney-Bassett, Whiteface Mountain
Gerard Meyer, Liberty Mountain
Edward Nowak, Wachusett Mountain

Frank Roskind, Liberty Mountain
John Rosettie, Bristol Mountain
Steven Sherman, Killington
Phillip Smith, Kissing Bridge
John Sniezyk, Gore Mountain
Emily Spiker, Whitetail Mountain
Karen St. George, Nashoba Valley
Robert Tucker, Lost Valley Ski Area
Trish Wade, Wintergreen Resort
David Wensel, Seven Springs Resort
Jennifer Wilson, Ski Sundown
Kimberly Witherow, Peek n' Peak
Shirley Young, Attitash Bear Peak

PSIA-E holds its first Level I exam in Switzerland

11 new international members the result

Ski Academy Switzerland (SAS) became a new PSIA member school this past season. SAS has offices in Yorkshire, England and Gstaad, Switzerland. School Director, James Wilkinson initially contacted the PSIA-E office in the spring of 2006. He explained that SAS is primarily a school for training experienced skiers on how to become a ski instructor. SAS programs generally are 8 – 12 weeks in length and offer most graduates work opportunities with partner ski schools in Europe.

Many of his students have inquired about ski teaching opportunities in the United States. Although James had good relationships with several ski schools in Switzerland, Italy, France and England, he did not have any contacts in the U.S. With the recommendation of PSIA-E Director of Education Mickey Sullivan, James became a PSIA-E member and had SAS join PSIA as a member school. James is currently a BASI Level 1 which is the equivalent to the PSIA Level 3. James attended the PSIA-E Snowsports Management Seminar this past November at Mount Snow and is currently a PSIA Level II member. He plans to train so that he can attempt our PSIA Level III exam next season.

In February of this past season, PSIA-E Director of Education and Examiner Mickey Sullivan traveled to Switzerland to conduct a Level I exam for 11 SAS students. The SAS students were in the 7th week of their school session which holds required, all day sessions, 5 days per week. They also had already understudied numerous classes with the local ski school and had taught some learn to ski classes on the weekends.

This group of 11 candidates ranged in age from 17 – 45 and were from numerous home countries including England, France, Greece, Portugal and Belgium. They had studied the PSIA Core Concepts and Alpine Technical manuals and were well prepared for the Level I exam. All 11 candidates are now PSIA Level I members. Several of these SAS graduates have contacted U.S. Ski Schools and are looking into employment in the States for next season.

In addition to the Level I exam, Mickey Sullivan conducted several training sessions with the coaches of the SAS school. The SAS coaches were anxious to ask questions and learn about the sameness and the differences between the BASI, Swiss and PSIA teaching systems.

In February of this past season, PSIA-E Director of Education and Examiner Mickey Sullivan traveled to Switzerland to conduct a Level I exam for 11 Ski Academy Switzerland students.



Because of the American clientele in Europe and the positive reputation of PSIA, PSIA instructors generally get a positive reception from the European ski schools. There are a significant number of PSIA

members living and working in Europe and it is possible that PSIA-E could hold educational update clinics in a central European location for our members in the future. ■

continued next page

PSIA-E EASTERN TEAM ADOPTED!!

Thank you to our generous members for lending their support through donations of airline miles, hotel points, time-shares units and of course...cash.

A sincere **THANK YOU** to all who have offered to support the Eastern Team. This demonstrates the dedication and true devotion PSIA eastern members have in supporting PSIA and the future of the Eastern Team. Arrangements were made for all Eastern Team Members attending Spring Training Week at Snowbird, Utah from April 16 to April 20. A full agenda of training took place including on-snow, indoor, day and evening sessions.

A special **Thank You** to the entire Alpine Board of Examiners, Gore Mountain Snowsports School and the following members for their support of the Eastern Team:

Theresa Mills, Mark Mattar, Gary Greene, Scott Studer, Michael Murdock, Sam Karaki, Donald O'Connor, Steve Caldwell, William Rosenberg, Tom Haas, Barry Backer, Mark Walsh and John Lincoln ■



Is now seeking applicants for Snowsports Instructors who enjoy working with all ages and abilities for the 2007-2008 Season.

REQUIREMENTS— Advanced skier/rider, capable of working with beginner through advanced terrain, good communications skills and availability weekends and holidays, knowledge of PSIA/AASI teaching methodology for group and private settings.

Pay is commensurate with certification and experience.

Please send resume to:
Peter.Stransky@dartmouth.edu

Dartmouth Skiway
PO Box 161
Lyme Center, NH, 03769

Fall Indoor Master Teacher Courses

October 11 – 14, 2007 – Mountain Creek Resort, Vernon, NJ

The Fall Indoor Master Teacher courses have been scheduled for Thursday, October 11 through Sunday, October 14 at Mountain Creek Resort in New Jersey! Mountain Creek offers many area attractions including six award-winning golf courses, the state's most expansive water park and the east coast's premier downhill mountain bike park; world-class spa services; plus casual and gourmet dining. More information can be found at www.mountaincreek.com.

These courses are open to all PSIA/AASI Level I, Level II and Level III members regardless if you are pursuing a Master Teacher Certification. Participating in two one-day indoor courses will satisfy the PSIA-E/AASI required educational update. The fall selection of courses includes required core courses and optional sessions as well as testing opportunities on Sunday, October 14th. The PSIA-E website at

www.psia-e.org has specific information on course descriptions and requirements for certification

A complete list of the course offerings and schedule for this fall event will be posted on the website by May 15, 2007. Please complete one event application (available on the website) for each event you wish to attend. Payment can be made with one check or charge for the total amount. Enrollment for each class may be limited, so sign up early; keep in mind the **deadline date is September 20th.** Applications can be mailed or faxed to 518-452-6099. On site check-in is from 8:00am to 9:00am; courses will begin at 9:00am and conclude at 4:00pm each day. Lunch and course materials are included for all attendees.

PSIA-E/AASI has blocked two types of rooms for these dates. At the brand new Appalachian Hotel, studio rooms come with a cozy fireplace, fully

equipped kitchen or kitchenette, wireless internet, and many feature private balconies overlooking the mountain or valley below. The rate on these rooms will be \$134 per night. We also have a small block of one-bedroom town-homes at Black Creek Sanctuary featuring digital television, gas fireplaces, high-speed internet, and fully equipped kitchens. These units are \$154 per night. Please mention PSIA-E / AASI when making your reservations to receive the discount. Reservations must be made by August 11, 2007, all remaining rooms will be released at that time. Call 888-767-4123 between 9:00am and 5:00pm, Monday through Friday to make your reservations. If you are interested in sharing accommodations with other PSIA-E/AASI members, you may check the PSIA forum at www.psia.org/forum - General—Travel and Lodging. Mark your calendars today! ■

Classy-fied



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

Loon Mountain, the #1 Ski Resort in New Hampshire has a full-time benefited position for a Ski School Trainer. This position requires a qualified PSIA Examiner who can lead the ski school training program for our fast growing ski operations of ski school and enhancing its products. Please contact: Boie Alward at balward.lm@boothcreek.com

Congratulations

to the following members who passed their new Level II and Level III certification during this past season!

Alpine Level III Certification

Ann Beltz	Donald Oakes
Joseph G. Childs Jr.	Steven Parker
Candace Lee Cresci	Lorraine Pearson
Lynette D. Dawson	Vladislav Pryakhin
Peter Dunham	Katherine Rockwell
Michael Egan	William See III
Frank P. Fricchione	Daniel G. Silverman
Archibald M. Gallup	Matt Smith
Eric A. Girardi	Christopher Spagna
Christina Govatos	Robert Spofford
Daniel J. Hogan	Scott Stein
William I. Intner	Kyle Steinmetz
David G. Keesler	Amy Thomson
James M. Kurfis	Bill Vopelak
Thomas Legare	Joseph A. Wagner
Jonathan F. Lese	Stanley Wilkes
Thomas McPhillips	Martha Witte
Rolf C. Meyer	Robert Zacharski
Blane Morse	Mark B. Zangrilli

Snowboard Level III Certification

Thomas Bryan	Bonnie Kolber
Eric Dykes	Noah Prince
Alison Ford	Galen B. Seerup
Jessica L. Graham	Burleigh E. Sunflower
Thomas Gunter-Kremers	Frank Wilcox
Zach J. Hoag	

Nordic Downhill Level III Certification

Glenn M. Brown
James E. Crowley Jr.
Keith Rodney
Chris Roundy
Michael Skroski

Adaptive Level III Certification

Aurora Kushner
Michael Marchetti
David J. Micalizzi
Richard White

Alpine Level II Certification

Stanley Achey
William R. Aitken
Elizabeth Appel
Kristin M Beard
Teri Bickel
Leslie Bucher
Donna Cahill
Jason Lee Cantor
Stephen Caswell
Thomas Hamilton Chase
Ji Chen
John Chernoch
Christopher Colbaugh
Cara Coniglio
Michael Craft
James P. Culla
Jeffrey P Cunningham
Andrew Davis
Philip A. DeJong Jr.
Amy DeLuca
Kathleen G. Dennis
Jacalyn Diesenhouse
Al Doerbecker
Charles R. Downs
Jonathan Downs
Lennie Eliason
Suzanne Ellis
Alicia Ellson
Kim Estep
Jason Fagel
Gregory Fiske
Susan Gallo
Scott J. Gaskell
Gregory A Gull Jr
Maureen A. Harrington
Jeff Harris
Jenna C Hatch
William Heisey
John Hickey
Sherry Hofecker
Kay Hornberger
John Houghton
Jaromir Hovad
Susan H. Irving
Keenan R. Jensen
Dan Kangas
Daniel J. Kelly
Bryan S Kendall
Jeff Kenton
Kent Kunze
Kevin Lampo
Susan Landin
Walt Lattrell
Brian LeSchander
Henry B Lienhard
Elizabeth Manahan
Gregory Martin
Jason Mattina
Kenneth McKenzie
Gary McKnight
Brent Alan Melton
Howard G. Michelson
John Mistretta Jr.
Thibaud Mondini
Darsey Moon
Cynthia Morin
William Newbold
David Newman
Alexandra Nussbaum
Brendan O'Keefe
Val Joe Painter
Nancy E. Peck
John Phelps
Madeline Phillips
Jacob Pierce
John Plath
Jennifer Prior
Matt Ramey
Douglas Reddy
Mary J Reiss
Frank Roskind
James W. Rowell Jr.
Richard Ruppel
Mark Schindler
Jeff R. Seranko
Steven Shaw
David Sinder
Thomas Skeados
Pamela A. Smith
Richard E. Smith
Bruce W. Snyder
Kevin Sumter
Senan E. Sweeney
Robert Tanchak
Kinley L. Tener
Robert Thacker
John Thomas
Richard Joseph Toth Jr.
Adam Tresselt
Kerry Trojnar
Ann Valento
Debra Volks
Mark Walsh
Robert Warland
Jennifer Weiss
Matthew D. Williams
Kenneth Wood
Peter W. Yvanovich
David R. Zangrilli
Aurelio S. Zerla

Snowboard Level II Certification

Todd G Ainsworth
Alex Baker
Eric Baryza
Ben Beaudreau
Ken Bolomey
Alston Boyd
Matt T Briggs
Patrick Burdick
Dennis M Burgess
Doug Caldwell
Paul Gifford Childs
Evan R. Davis
Steve J Davison
Nick DeRoda
Henry L. Desjardins
John Donohue
Hal Fass
Asa J. Fountain
Leanne Hill
Micah Hoover
Michael Howley
John Jarzbek
John-paul Kelly
Aaron R Kirkley
Kathleen M. Lockwood
Steven Magoun
Simon Makary
Darren W. McConnell
Nathan Meckes
Bruce Meiorowitz
Melany N Moore
Ryan Munn
Lindsay Diane O'Dell
Jennifer M. Ogden
Elizabeth Jean Pearson
Mark Pothier
Noah Prince
Daniel Rodgers
Carol Saade
Thomas Schlaefer
Danette Skraastad
Benjamin Smith
Shelley L Spencer
James R Streater
Massey Teel
Alexandra C. Tenser
Caleb Tom
Jared Tron
Stefany Lee Tymoch
Caryn Meriwether Wagner
Jeremy D. Watson
Jarrett ML Whitaker
Heidi Wilmott

Nordic Downhill Level II Certification

Dylan Chernov
Peter F Englert
Judith Haverty
Teresa E. Jefferson
Sébastien Laberge
Solomon Marini
Corey McGrath
Robin Ann Roaf

Nordic Track/Skate Level II Certification

Mike Beagan
Darell Hensley
Jeremy Nellis
Peter Oliver

Adaptive Level II Certification

Russell T. Connors
Jeffrey Coston
Michael David Kaplan III

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Region 1 (NH & ME)

Tom Butler, Regional Director, reports: The 2006-07 season is a wrap. Ross Boisvert, Regional Rep, and I would like to thank all of you for allowing us to be your representatives to the Board of Directors. Our next board meeting takes place in June, so if there is anything that any of you would care to have us bring up at the next meeting, please let us know.

We should certainly put our hands together regarding the Region 1 representation that we have on the new Eastern Demo Team. Thank you, Matt B, Lani, Kathy, Matt E, Troy and Peter. We wish you the best of luck next spring at Snowbird. Remember that the "Adopt an Eastern Team Member" program is still going strong, and will be greatly appreciated by these folks as they prepare over the next 12 months (see page 3 of the Fall *SnowPro* for details).

For the rest of us, as we think back on our accomplishments this season and begin formulating goals for next, keep in mind that scholarships are out there to help you on your path. As stated earlier, this past season only 9 of you out of 1500 applied for a scholarship to help with your education. We would like you to pencil in "apply for scholarship" next to your goals for next season, while it is still fresh in your mind (that's on my to-do list). If you are thinking about it, perhaps write an essay on why you deserve some financial assistance and just keep it on your desktop for the summer. When the summer edition of the *SnowPro* comes out, that's your cue to submit an application. Keep reminding yourself, because the deadline comes up fast in the fall. As a member of the scholarship committee, my goal is to give away all the money I can. I'm not saying that being a Region 1 member is the secret handshake to get free cash, but, FYI, pretty much everyone in the east who applied last year received some financial help.

Thank you for reading, have a great summer, and, once again, if you think of something that you want to share with us, please feel free to contact either Ross or myself.

Region 2 (VT)

Steve O'Connor, Regional Director, reports:

Hello everyone in Vermont. As this is being written, we have just completed our cycle of events for the season. I was fortunate to have been able to work our first Spring Academy, at Killington. The format was such that I was able to ski with two different groups over the four-day event. Each day had a specific focus that all groups essentially followed: 1) Visual Cues to good skiing; 2) The INs and OUTs of exam tasks as they are written in the exam guide; 3) A comparison of modern racing technique and current freestyle technique; and, 4) Ski the mountain from border to border. We were encouraged to explore each of these topics as we deemed appropriate for our groups. Personally, I had a blast getting to know all the various members who ranged from Level 1 to Level 3. As with most events, some had agendas and some were just testing the waters. The event dove-tailed well with the annual Spring Rally that began two days later. This year, Mickey Sullivan and staff organized a fun *Après Ski* cocktail party, including the IC-Nuts Band from Killington and what seemed like an endless supply of finger food - it was a huge success. Thank you to all who participated, and to those who contributed their time and energy.

This time of the season also brings with it some disappointment: Skiing/riding is over for 6 months, friends we have met and see regularly won't be around us much longer, the roads off-pavement are nasty and most likely won't change until the weather does, and, to be very serious for a moment, some of us did not succeed at passing an exam. For some who are strong it is easier to take in stride; yet, for others, it's quite devastating. I have recently administered both Level 2 and Level 3 exams. Many folks were successful, but even more were not that fortunate. What can a person say to help you when you're down? I read the cards that are written and try to help interpret the comments so they live for the candidate. Sometimes, just being there as a sounding board helps, but more often than not these folks suffer for a while. So, please have some empathy and compassion. We don't want to lose good people. Get behind them, pick them up, and try to make them feel good about themselves.

With regard to our Region, there is not much left to report other than that the next Board meeting for our division is in June and I will be there representing your interests. Thank you to those of you that joined us at Killington in November and Bolton Valley in January for the membership meetings. These meetings are extremely valuable, not only for those that attend but for me as well. New ideas have a way of becoming reality, but first they need to get out of your head and into mine - so, don't be holding back.

Please feel free to contact me at: 802-234-4032, or at: occonnor@together.net

I am off to Snowbird to end my season skiing something steep and deep - I hope! Don't forget to apply for scholarships for next season; the Leader Scholarship has a priority for Region 2 members.

Have a great Summer!

Region 3 (MA, CT & RI)

David Welch, Regional Representative, reports: Boy, what a roller coaster ride this season was! When winter finally did take hold, everyone took advantage of the cold and recovered rather quickly from a very slow start. Then, just when it looked like spring was going to take over, more snow arrived for the St Patrick's Day weekend and winter stuck around for a little while longer. Now, with another season in the rearview mirror the planning for next season has already begun at most areas in the region. I'm sure that everyone is hoping for a cold and snowy start next fall to get things off and running as quickly and smoothly as possible. LET'S HOPE!

In the last issue I reported that Powder Ridge Ski area in Middlefield, CT, had closed its operation last fall. At least one offer to buy the area was turned down last fall, and further attempts are being made at this time to purchase the ski area and reopen it for next season! I'll have more on this in our next regional report.

Well, it's the time of year that I like to thank all of the areas in our region that held events this season. Without this effort each and every season the quality events that you attend close to home would not be possible! And, while we are on the subject of quality events, I need to recognize the great job that our Eastern Education Staff does in leading these outstanding events. Thanks to their training, and dedication to our profession, we are continually on the cutting edge of snowsport instruction here in the Eastern Division!

In closing, Ray DeVerry your Regional Director and I would like to thank those of you who participated in the recent election. We look forward to serving you, the members of Region 3, on the Eastern Board of Directors for another three-year term. Hopefully we will see you at our annual meeting in the fall. We'll announce the date and time in an upcoming issue of the *SnowPro*, and by mail.

So, for now, have a great summer!

Region 4 (PA & NJ)

Eric Jordan, Regional Director, reports: Wow, what a season! It's just too bad it took so long to get started; but, you know what they say, better late than never. Hopefully, some of us trekked north, or maybe even out west to get in some late-season turns.

I spent numerous days traveling to events throughout Region 4, and the attendance was very good, especially considering the early challenges from Mother Nature. I think this speaks volumes to the level of commitment and enthusiasm within our region. I would like to thank the total of 120 members who attended the two regional meetings that were held this winter. Your input was very much appreciated. Your comments and suggestions will be presented to the Board of Directors this spring.

Our Spring Board of Directors meeting is scheduled for early June. Your Executive Director, Director of Education and Programs, and the entire office staff have been working very hard in order to control our expenses because of the early season conditions. Hopefully, we will have good news for you in the next report relative to how this year played out. Regardless of where we end up at year-end, the entire staff did a spectacular job, considering the circumstances. As we all know from our home areas, it is a big challenge to overcome such a slow start.

In closing, I would like to congratulate all members who were successful in their quest for certification, and to welcome all of our new members to this exciting organization.

That's all for now. Have a safe spring/summer!

Region 5 (Western NY State)

Ron Kubicki, Regional Director, reports: Hello to all Region 5 members. As this is being written we are finally winding down throughout the western New York area. After a nasty start through December and January, we seem to have recovered to a reasonable season, with some very cold February temperatures and some great snow conditions.

I have spoken to Nick Brewster, Regional Rep, about another Region 5 membership meeting/golf tourney. The event he organized last year was very well received, and he has graciously agreed to coordinate another. We will get details to you as they develop. Nick is considering a September date again. I am sure we would appreciate any input or voluntary assistance.

In closing, as I write I am watching the pads being taken off the towers of the chairlift by the mountain crew, in an April snowstorm. Where was this in January? Have a safe and active summer.

The following is reported by Nick Brewster, Regional Representative:

The 24th running of the J. Heib Instructors Race was won by the Greek Peak Snowsports School. SLU racer Mike Nadolski was the fastest male and Ed Staff member Liz Starr the fastest female. There was a \$1,000 purse awarded to the best syncro Snowsports School team. Don't miss this classic event in its 25th year on 3/16/2008.

Which Snowsports School will look good and go fast next year?

Skiing/riding in the summer at Mt. Hood? Team Brewster (Greek Peak, Toggenburg, and Hunt Hollow) is going to Mt. Hood 7/14-22/07. Mud Sweat & Gears & NYSEF are other New York groups that will be at the Hood. Ski/see for yourself, and improve. Find out what really works with next year's gear. Get a season's worth

of training in one week. Come to the U.S. glacier and snow laboratory for all the top skiers and riders in North America. Even some of the best snow cat operators come here to practice making corduroy and building better hits. See general info at: (www.mthood.com).

Region 6 (Eastern NY State)

Scott Allard, Regional Director, reports: Well, we've made it to the end of another season. Despite the slow start, most areas in the region reported record numbers for President's week, and experienced a recovery of sorts in the later part of the season. Certainly, we're all hoping for a better start next year.

The regional meetings were held at Windham and West Mountain, with about 45 members present. Some of the topics discussed included the 15 Below club, cross-certification with USSA, hardship waivers for updates, Member-Gain-a-Member, NY State Dept. of Labor, and locations for future meetings. These issues will be brought to the Board meeting in June. Any additional information, or corrections, please contact me ASAP.

The Member-Gain-a-Member campaign is still running and doing well. Here is your chance to grow our membership, as well as earn some Ed. Bucks. If you have any questions about the campaign, please contact Eileen Carr at ecarr@psia-e.org

Keep the body and mind sharp in the summer months ahead, because before you know it there

will be a chill in the air, snow flakes in the sky and the season will be upon us once again.

As always, your input and interest in our region is very important. Cherisse Young, Regional Rep, and I look forward to hearing from you and appreciate the opportunity to serve you on the Board. Please send any of your questions or concerns to us at: (allardc@frontiernet.net) or (cyoung@mhccable.com).

Thank you!

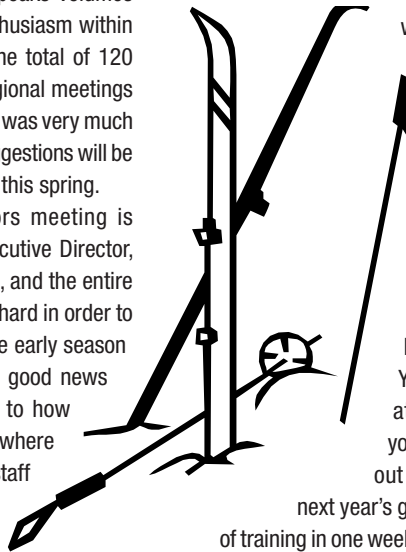
Region 7 (States South of PA & NJ)

John Cossaboom, Regional Director, reports:

As I write this, nearly all of the Region 7 member areas are closed for the season. There are some exceptions, including Appalachian in NC and Snowshoe and Timberline in WV, but by the time you read this everyone will have turned their thoughts to warmer pursuits. It's hard to think about snowsports when the temps are in the 70's and the fairways are greening up.

However, the off-season still allows the opportunity to stay "snowsport-focused". We just have to be more creative. Does your fitness program have a snowsports element? Could your summer reading list contain the new manual? Does your summer job offer transferable teaching scenarios? Look around. There may be more opportunities than you think. And remember, next winter is just 7 months away!

I want to thank the members of Region 7 for your support as I begin my first term as your Regional Director. Watch for more information in the Summer *SnowPro* regarding the rest of the Region 7 team. ■



Women's Ski Camp at Snowbasin and Powder Mountain, Utah
March 8 - 12, 2008

3 days intensive skiing and coaching with Alison Clayton-Cummings, Sue Kramer, Kristi Robertson and Bonnie O'Hara

For more information:
Email: acummings@intrawest.com
Phone: (802) 874-7223



Exam Prep A Management Point of View

by Steve Howie

*Snowsports Management Committee
Chairman*

PSIA-E Examiner

I have read a number of articles by instructors preparing for and taking their exams. It is interesting to hear each person's experience with the exam process. Having gone through several exams, I would just say, "They were memorable". As a Snowsports School Director, and a member of the BOE, I would like to share a few thoughts on preparing for the exam.

I know many of us went to an exam at one point in our career and wondered if we were as prepared as we should be. I know, as a director, I have had to

recommend to some instructors that they were not ready, and to others that it might be close (and we know this isn't horseshoes). I have had many instructors, either on my staff or at PSIA-E clinics, ask if I thought they would pass the exam. The answers varied, but as a director my first thought is, "It's not important". Wait a minute! Did I just say the exam wasn't important? Well, sort of. Being recognized as a Certified Instructor in the industry varies, but we all recognize the impact that becoming certified has upon the customer. To phrase it differently, it's not about "The Pin", it's about The Journey. What I notice about most successful exam candidates is how they own everything they say. I don't necessarily mean that they are confident, as much as experienced. It's what they do, and they have done it before.

So, let's break down the process of gaining experience. Book knowledge has to be a starting point. Even most "Learn to be an Instructor" courses have written reference materials. So, we read our manuals and then head out to the clinics, ready to talk tech with our staff trainers. A trainer, who shall remain nameless, once said, "Man, are we getting good at talking about skiing". But, much of the dialogue in clinics, exam study groups, or just two instructors sorting things out helps us to better understand what we have just read. I have seen candidates attain a high score on the written exam, but what they taught on the hill was not at the same level. What was missing was experience.

Each class is a new adventure, where we get to reapply all our book knowledge. Just when you think you have seen it all, along comes a new situation for which we have to create a solution. Pretty soon those clinic and group conversations turn from tech talk to shared experiences and solutions. When we have taught enough, and gained much experience, we have fewer new challenges and it becomes natural - we own it! At this point, you are ready to take the exam. Any situation or task presented at an exam is already in your bag of experiences. For years I have heard instructors talk about a bag of tricks. A bag of tricks is mostly exercises you were taught and hope to repeat in the right situation; in other words, a "canned rap". A bag of experiences is what works and what does not. Not everything we do with our students is successful. But, it is all equally important as experiences, and we own all of it. At this point, the exam is just a confirmation of your skills.

So, if you are planning to become certified, or taking it to the next level, get out and teach. Teach kids, adults, bumps, get in the park; get all of the experiences possible. By the way, the reason I wanted to share my thoughts on exam prep, as you might have guessed, was not about the exam; it was about the continuing journey and how it enables me to have fun learning, teaching and sharing the excitement of skiing with our customers.

Take the Journey! ■

Absolutely AASI



Everybody's doing it! ...How about You?

by Ted Fleischer

AASI Examiner

*Member, AASI Eastern Steering Committee
Stowe Mt. Resort, VT*

Have you ever gone to a doctor to be checked out for a head cold and the doc handed you a tissue for your runny nose as the solution? Or, perhaps with a sore throat and high fever, instead of prescribing antibiotics you only received a cough drop and instructions to "wear a sweater to reduce chills." I'd pretty much figure that if either of these things happened to you you'd consider switching doctors. What both of these situations have in common is the treating of the symptoms instead of the cause. If our students are not returning to us, or lack success in our lessons, it could be because of a similar situation.

As coaches we must get to the root cause of movement inefficiencies and not just fix the current superficial movement aberration. Here's a classic example: Our hero Bert decides to take a snowboard lesson at "Sno-Park", and states that he would like to "get better". Bert and his coach head up for some riding. On every turn, especially going to toeside, Bert swings his arms around . . . a LOT. This is more than just "riding with a buddy," this is the Pete Townshend

of snowboard turns. Being astute, as snowboard coaches are, Bert's instructor says, "I notice you move your arms a bit when you turn." Bert had never noticed. However, there was that one other lesson he'd had somewhere else where his instructor had asked him to hold onto himself. With his right hand he held onto his right pant leg, and with his left hand he held onto his left pant leg, and . . . well, he didn't flail his arms but he did resemble Jack Nicholson in a straightjacket trying to get away from Big Nurse. More drastic measures were needed. The instructor talked to Bert about "aligning his shoulders, hips and feet", and asked Bert to hug himself with both arms to keep himself in this position. Bert remembered going down the hill fast . . . and straight. And still looking like Jack.

The trouble was that the good-intentioned instructor was going at it from the wrong direction. Yes, we do want our shoulders, hips, and feet to be in alignment, but not at the cost of a LESS mobile body. I realize that holding the pants or body is just

an exercise, but it still only addresses the symptom in this situation. The reason Bert was moving his arms erratically was either because he wasn't in balance, or it was the only way he knew how to swing his board around. If we take this movement away from poor Bert he'll only be able to practice his figure-ones. However, if we provide a more efficient lower body movement that can also maintain a more balanced state, then his mind and body will adopt it and his arms will no longer need to flail about ... aimlessly ... with abandon.

So, back at "Sno-Park", Bert's soon-to-be-favorite instructor trains Bert in the ways of the foot ... and ankle ... and calf ... and knee ... and quad ... and all the other big and little funky joints and muscles in the lower body. He shows him how we can twist the board to change edges, how we can pivot it between the feet (what a concept, Bert thought!), how by using his legs in a complementary manner, independent of each other, he was able to store and release energy, change edges effortlessly, and GUIDE THE BOARD WITH HIS LEGS! And soon, with much practice, even Bert began to flail less.

This example with our hero Bert is not the only time this happens; we need to constantly assess our students and make sure we are addressing causes and not just putting duct tape on symptoms. Bert thought about the lesson he had had at that "other" place and remembered how comforting it felt to hug himself ... right up to the point where he smacked into the tree because he couldn't turn with his legs. Bert decided that steering with his legs would allow him to AVOID the tree and still go from 50/50 to lip slide on that battleship box, and maybe even impress the ladies in the process ... and that's what truly makes Bert happy. ■



Upcoming *SnowPro* Copy Deadlines

Summer 2007 – June 25, 2007

Writing Guidelines

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

AASI Steering Committee Meeting, April 3, 2007

Eileen Carr, Education and Programs Associate

The AASI Steering Committee met and had a very productive meeting on April 3, 2007 at Killington. Some of the results or things the committee will be working on this summer are as follows:

- A new Long Range Planning Sub-Committee was formed. Chair of the sub-committee will be Joe Valaitis.
- In an effort to provide members with the best staff possible over the long term, a formal process for staff elevations and evaluations, etc is being worked on and is hoped to be implemented beginning next season.
- A group consisting of committee members and other staff will be working on "reinventing" our AASI Freestyle Accreditation Program for next season. Stay tuned – we think the changes will be exciting!
- The committee continues to work closely with the Eastern Adaptive discipline regarding Adaptive Snowboarding as a certification program and certification path for interested members.

Due to personal relocations, we have had a few committee resignations this season. As a result, there is both a staff and member-at-large seat open on the AASI Steering Committee. Our thanks to both Jason Schetrompf (staff) and John Legge (member-at-large) for the time, effort and enthusiasm that they have brought to their tenure on our committee. If you are interested in being considered for either of these open positions, please contact the committee chair, Rob Bevier at bevrbt@aol.com and send a copy of your email to ecarr@psia-e.org in the office. Thank you.

AASI Steering Committee Members

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Ex-Officio

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Eileen Carr
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These volunteers dedicate a great deal of free time and energy to the steering committee for one goal – to represent the members. The steering committee discusses important issues within the organization and their discussions result in the AASI programming our members attend. Your input on this process is vital, wanted, and important. Should you have any questions or concerns, please feel free to contact them throughout the year with questions, feedback and suggestions. ■



Certification Event at Wintergreen, VA Marks Another First in PSIA-E Adaptive and AASI History

by Mike Sites
AASI Examiner

I was delighted this past December when Eastern AASI Education Program Associate, Eileen Carr, called to ask me if I would be available to work a special combined PSIA-E/AASI Adaptive event to be held at Wintergreen in March. Since I am not certified in, nor have taken any PSIA-E Adaptive events, Eileen was completely unaware of my adaptive sports experience dating back into the 70s and 80s in my past life as a ski instructor. So, the assignment, while coincidental, was a wonderful opportunity to bring myself up to date on contemporary Adaptive Sports.

The first Adaptive Snowboard Level 1 Exam was held last year at Loon, NH, and twenty-one riders were successful in demonstrating their riding skills and coaching abilities with disabled riders. This event at Wintergreen was the first Adaptive Sit-Down Level 1 Certification event. This new event came at the request of Wintergreen Adaptive Sports ("WAS") program director Michael Zuckerman, who had in his program a group of volunteers who wished to be validated for their unique accomplishment of teaching and tethering bi and mono skiers while on snowboarding equipment. These instructors wanted to prove their ability to safely and effectively work with bi and mono skiers. From the impressive demonstrations I saw at this event it is clear to me that this is a practical and useful endeavor.

Two examiners, John Swartwood, from the PSIA-E Adaptive Education Staff, and I, from the AASI Education Staff, conducted this new exam. John's role was to examine the professional knowledge and teaching ability of the candidates and address

issues specific to the handling of the bi and mono skis. My role was to be sure AASI Level 1 riding standards were being met.

John, having been injured in a car accident in 1991, which left him paralyzed from mid-torso down, gets around in a wheelchair and skis in a mono ski. He told me that he had tried skiing only once before his accident and that he had been "terrible at it". In 1994, John read a magazine article about the adaptive program at Ski Windham, NY, and went to try it out. Apparently this time John must not have been "terrible at skiing". Within a year he began teaching adaptive sports at Jack Frost, PA, and became Certified Level 1. He quickly moved through the levels of certification, and by 1999 had become a member of the PSIA-E Adaptive Education Staff Dev Team. Within a few more years John was not only an examiner, but also a member of the Eastern Alpine Demo Team. Disabled hardly seems an appropriate term for a person with this kind of accomplishment to his credit. Nor does it seem a fitting label for one who swoops powerfully from one carved arc to another, frequently bringing the "bucket" - into which his pelvis is strapped - nearly into contact with the snow surface. Wow!

During the event, John chose to outfit his mono ski apparatus with an Alpine snowboard rather than the conventional choice of a ski. John says there are some who have an issue calling this snowboarding. Personally, I fail to see any useful purpose in taking such an issue. If someone chose to make a technical issue due to his forward orientation on the equipment, then it seems to me the argument is quickly settled by considering the conventional stance of Alpine snowboarders (hardbooters). One of the things that appeals to snowboarders is that the sport lends itself to a wide range of choices for the rider. What better tool than for "adaptive" applications? John, when he chooses to be, is, therefore, a snowboarder in my book.

I have to admit I had no idea what to expect as we began the first morning of the exam. The tight-knit team spirit and upbeat tone of the group was apparent from the start. The first run down the mountain the snowboarders took turns "thumb tethering" their buddies who were riding passively in the bi skis. They moved down the hill at a surprisingly brisk pace. After each had taken a turn demonstrating their tethering abilities, it was obvious to me this



was a very strong group of riders. Utterly amazed at their level of skill, I said to the group, half as a joke, that we should somehow address the freestyle element, since this technically was an AASI snowboard event. Without missing a beat, two pairs grabbed the bi skis and began a fine demonstration of synchronized 360 spins. Now, THAT was something I really didn't expect at all. Check out the photos.

By the end of the first morning session it was obvious to me that every individual within the group easily met the riding standards for Level 1 AASI certification. So, during lunch I pondered what I was going to do for the remaining day and a half. And then it hit me...since I had never done it myself, I should have the group teach me to mono ski. And that's exactly what we did.

The day was sunny, the snow conditions perfect, and I spent the rest of the day in a mono ski outfitted with a big fat freestyle ski. They had me linking turns down the mountain within the first half-an-hour. Next, with a little assistance, I learned to load onto the chairlift. Unloading came next, and that proved to be a surprisingly simple matter. I did exactly as I was instructed and was off the lift, unassisted without a hitch or a snag. Wow! Not only is learning something new, like this, a lot of fun, but you also learn about things people do and think while they are learning. That information is priceless to a teacher.

The second morning was quite different than the first. The conditions were rock hard and I was put into a mono ski outfitted with a much narrower ski. Immediately I noticed I had great difficulty keeping the tail of the ski from washing out from under me. The first day I had only tipped over once or twice, but today I was falling a lot. At first we all thought it was my reaction to the conditions. But, a simple "dowel" test back at the WAS building revealed that I had been set up too far forward on the equipment.

We spent the second afternoon just exploring AASI board performance concepts, especially twist and edge tilt as they relate so strongly to the requirements of maneuvering the bi and mono skis. I pulled out my "dancing drills", which require very precise movements of the feet. In the "Level 1 version" I have pairs join hands and keep their boards parallel to each other sliding down the fall line as a unit, spinning alternately clockwise and counter-clockwise. But, unlike most, this group had no problems whatsoever with the Level 1 version. So, we tried the Level 2 version, where groups of three form a triangle and perform the task. But still this was no serious challenge for these folks. So, we moved to the Level 3 version, "square dancing". This drill requires four people to join hands and spin as a "square formation". They all did so well we decided to have a contest to see who the best dancers were. In the end it was a close call for all groups, with the

contest ending in a draw between two of them. The fine footwork these snowboarders had developed while thumb tethering bi and mono skis obviously accounted for such a high degree of success with drills that normally challenge even the most skilled riders. Kudos to WAS!

If you want to see an incredible example of what synergy and teamwork can accomplish, go to Wintergreen and have a look for yourself. In an age where most snowsports program directors are



complaining about instructor retention and maintaining employee morale, it is refreshing to see a program like Michael Zuckerman's WAS. Michael has created a wonderful not-for-profit organization,

boasting ninety instructors. All of these instructors are volunteers. I told Michael I would write this article if he would write one explaining how one goes about creating a team like his. Well, Michael, it's your turn now! Once again, KUDOS!

Speaking for both John Swartwood and myself, we learned so much from this mutual experience, not only things about the other's discipline, but about how people learn and have fun. We also pondered many possibilities, such as how one might rig a mono ski outfitted with a snowboard to make it capable of controlling the longitudinal twisting of the snowboard. This would solve many problems encountered by beginners by greatly enhancing steering control at slow speeds. Are there any mechanical engineers out there who might want to take a crack at this? I have an idea, if someone wants to build it.

We have a great organization in PSIA and AASI. Ultimately, we are most successful as sports teachers when what we do is of great benefit to others. I regret not having been more involved with adaptive sports in recent years. I had forgotten how rewarding an experience it truly is for everyone involved. Thank you, members of PSIA-E and AASI, for providing me the opportunity to revisit this element from my past. ■



"Wrap-It-Up" Event was Great

by Gary "Griz" Caudle
"15 Below" Advisor

Seems like only yesterday we were ridin' & slidin' at Killington as the season began. Now, I find myself writing an article for the "Wrap-It-Up" year-end event. Wow! Short season. As I write this we are having a spring storm, and there is seven inches of heavy snow covering

my deck. Makes me want to ride once more, but I realize it is too wet, and the stuff will melt too soon. Anyway, I digress.

Killington has afforded some of the best times for our 15 Below events. We always have a great experience, and this season was no different. Conditions were "sweet", and the weather was very cooperative - no rain, yet warm temperatures. Everyone got some sun, and great slidin' & ridin'.

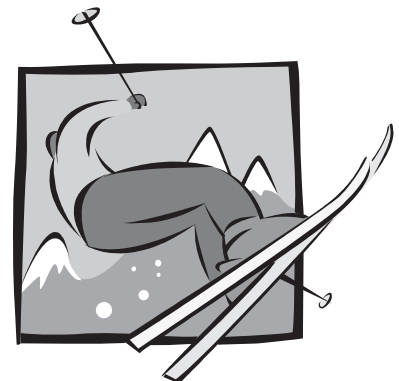
Once again several "older" former 15 Below participants - K2, Lance, and Cassandra - helped out as understudies. I want to personally thank each of these young people for their help. I also want to thank K2 for his continued support. He has attended every 15 Below event, and, as a side note, is one of our newest Level I members. Great job, K2!

Kudos also need to go out to the ACE team staff: Lisa Gouwens, Sharon Foehl, and Chris Saylor. As always, their expertise is invaluable. Their passion for snowsports translates directly to the young people, and it's because of this that everyone has a great two days.

We had several 15 Below participants in the annual PSIA-E race: Ryan Flatt (1), Ian Clark (2), Arabelle Clark (3), Elliot Clark (4), Annelise Jackson (5), Bonnie Parker (6), Kelly Parker (7), Patrick Jackson (8). Great job guys!

Enjoy the summer. Remember to sign up for next year's "Bring-It-On" event to open the season. See you then!

Sapere aude. ■





Strategy for a Winning T-shirt Design

by Steve McGrath
PSIA-E Alpine DCL
Region 1 Children's Committee
representative
Mount Sunapee Learning Center, NH

What do raffle tickets, T-shirts, and the 2006 Children's Academy have in common?

I was hoping you would ask that. For the 140 who attended the Academy they know where I am going with this; for the remaining members, I know you can't wait for the answer.

The Children's Academy has had a long history of having the best T-shirts that money can buy. The

profit from the sale of these T-shirts goes into a raffle whose proceeds benefit the Terry Fund, as well as this year assisting the Vision 2008 team. Sadly, two years ago the T-Shirts did not get done, much to the chagrin of the Committee. This year I volunteered to take on the task, but of course I had a plan.

Professor Debbie Campbell, who teaches with me at Mount Sunapee Resort, is also a graphics design professor at Colby Sawyer College in New London, NH, teaching a class called "Visual Identity and System Design." She and I talked and she expressed some interest in having her senior design class participate in this year's T-shirt design. Well, participate they did. Briefed that the design had to reflect the Academy theme, "Majority Rules", include both the PSIA and AASI logos, and that all disciplines should be represented, the class went to work.

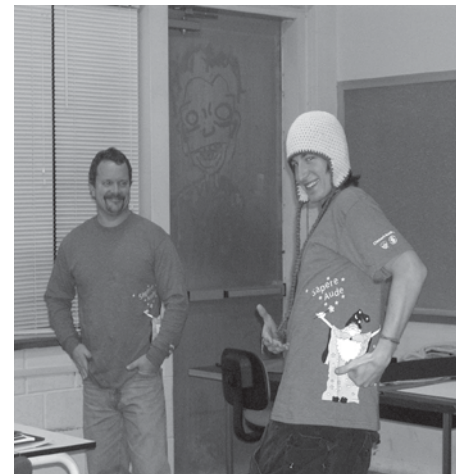
Three weeks later the committee, especially Jake the chair and myself, were faced with a wonderful problem - 15 of the best looking T-shirts, from which we had to select a winner. After much back and forth, an open vote at the Region 1 meeting, and some real hand wringing, we selected one designed by Matt Stolarz, a senior at Colby-Sawyer College.

Professor Campbell comments, "The reason that this project worked so well for the class is that the students had to deal with multiple logos, PSIA and AASI, as well as an existing image, the wizard. They also got real life experience, including the fact that a client sat on the designs for weeks, and then asked them to meet a tight deadline."

The project also worked well for the Academy. We promoted a successful real world partnership and we got a dynamite T-shirt design. We also raised good money for the Terry Fund as well as for the Vision 2008 effort. We shared the other 14 designs as an art show at the Academy.

Now you all know what the Children's Academy, Raffle and T-shirts have in common.

The winning T-shirt is pictured modeled by Matt Stolarz, the creator of the design, and also a dynamite free-ride skier and former staff member at Neshoba Valley Ski Area in Massachusetts. ■



Jake Jacobson (L) Children's Committee Chair, and T-Shirt designer Matt Stolarz model the winning T-shirt design

xx-ploring



with loose heels

Slip Sliding Away... Low-snow skiing ideas

by Randy French
Traveler/Explorer
Master Racer
PSIA-E Track/Skate Examining Staff

If you live in a place with little normal snowfall, or we have a year like this past one with very little snow anywhere, time on skis can be very limited if you wait to ski until there is a foot of beautiful white fluff on the ground. Here are some tricks, tips, and ideas to get you sliding outside and skiing in less than ideal conditions.

First, think about the big picture for likely snow locations. Higher altitudes are good places to look for snow. Try county, state or local parks that are located at the tops of hills. There may be seasonal roads that are closed in the winter. Of course, north-facing hills are best. Know your local weather patterns. Around where I live snow that tracks from Lake Erie lands south of my house, and Lake Ontario snow lands north. You may have different amounts of snow on opposite sides of mountain ranges. Next, think in smaller micro patches of weather. Sometimes the shade of



evergreen trees keeps snow from melting, and other times the evergreens block the wind that drops the snow. Look for snow fences in farm fields, along roads, or at schools. Chip Chase in West Virginia has the world's best snow farm at White Grass, all done with snow fences. Hedgerows and ditches work the same way. I know of an open grassy hilltop near me with a long ditch at one end that we can ski on in certain weather patterns.

Another consideration for low-snow skiing is surface. Grass is good, rocks are bad. You can ski on less than an inch of snow on grass if the ground is frozen first. Try parks or trails where grass is maintained short. Golf courses have nice grass for skiing, but ask permission first and never ski on the greens as poles can rip up the surface. The edge of ditches that have lots of leaves will sometimes insulate the snow from a warm ground and keep the snow drier. Pay attention to ground and snow temperature; wet, warm ground requires more snow than cold, frozen ground. If it has been cold and you have a pond or lake that is frozen, only an inch of snow will make great ski skating, especially if the ice surface has some texture. Carbide tips on poles work better than blunt steel tips. Think about the time of day. Just at day break or after dark often will have frozen conditions when the day time temperatures have made the thin snow wet.

Equipment is another important aspect of low-snow skiing. Every skier should have at least one good pair of rock skis. The best skis for this are ones that are free from a garbage can at the side of the road in the summer. When driving by such a find, stop quickly, grab the skis, and bring them home to put on a binding that matches your normal boot. Don't let your spouse see your new find as you probably have too many skis all ready. Such treasures will most likely have primeval 75 mm bindings on them when you find them. Mismatched old skis work fine as rock skis. Ideally, you should have a waxless and waxable pair of rock skis. Here is why you need both: When the snow is warm and wet, klister would normally be the order of the day. However, klister on low-snow conditions is not a lovely thought, so use your waxless skis on these days.

Problems may arise, though, with icing on waxless skis. It helps to have the glide zones well hot waxed and the waxless pattern covered in a paste wax, rubbed on glider, or even a cold kick wax. Often, when waxless skis are too grabby, a waxable pair of skis with no kick wax will work just about right because the grass and dirt provide the kick. In very wet and sticky snow it may be best not to scrap your glider as this will prevent water absorption into the ski base and help to protect the ski. Wax a bit slippery and cork very smooth for sticky conditions. You will probably have to glide wax even more often in low-snow conditions.

There are several technique considerations when skiing on barely white conditions. First, the skis will not skid well. That means leave out the snowplow, skidded turns, or other suddenly edged moves. Step turns, gentle movements, and diagonal striding are the way to move. To skate or not to skate, that is also the question. If there is not enough snow for a smooth glide, opt for classical skiing so you do not land on your nose or knee. Skate skiing is possible though on ice covered grass or frozen

lakes with a bit of texture. Hill bounding is a good ski-specific workout with skis on barely white days. Sometimes you can find a short stretch of good snow on which to do double pole or other interval-specific techniques. Body position is especially important in low-snow conditions. You need to be centered on each foot to make quick balance changes. Try to feel your weight on the arches of your feet.

The most important aspect of low-snow conditions is attitude. Even with a faint tint of white the world can be a beautiful, wonderful place to be. It beats sweating indoors on rowing machines and other torture devices, doesn't it? The other day I played a form of ultimate ball (a ball version of ultimate Frisbee on skis, no poles) for an hour-and-a-half with a group of young skiers on a very small patch of white grass, dirt and leaves. We had a great time. When the snow finally comes again, we will be ready for it. ■

Why Telemark?

by *Jim Tassé*
PSIA-E Nordic Development Team
Level III Alpine
Staff Trainer
Killington/Pico, VT

“Why telemark?” As an instructor whose primary role is teaching telemark clinics at a major resort, I get asked this question a lot. People see me in the lift line on free heel equipment and are intrigued. They point me out to their children. “Look, Johnny, see the man with the funny bindings?” They start chatting with me, and inevitably the question comes up: “Why do you use telemark rather than Alpine equipment?” I'm sure many PSIA pros have wondered the same thing. Over the years, I have developed a set of ready answers to this question. Maybe when you hear them, you'll want to give telemark a try, too.

When the question of “Why telemark” comes up, my first answer is always the same: because it offers more options than Alpine equipment. On telemark equipment, I get all the “normal” Alpine turns available to a person on fixed heel equipment, plus a whole collection of

moves built on the ability to shuffle my feet and lift my heels. I get telemark turns, half telemark turns, monomarks, Alpine turns, jump turns - just a huge variety of ways to move my body on skis down a slope. That's the first reason why you should try telemark skiing - it is the skiing you've been doing, plus a whole lot more.

My second answer to the question of “why telemark” is related to the first: freedom of movement. When you walk, you lift your heel. Telemark equipment takes advantage of the natural movements of the human body in a way that Alpine gear cannot. The turns feel natural and easy, and you get more of those sensations of flight that lie at the heart of skiing's appeal. And, the free heel means that a skier has more backcountry mobility than Alpine skiing can provide (unless one has an AT binding).

In addition, the freedom of movement means I have far greater range of motion than I do on Alpine gear. On Alpine gear, the amount of absorption a skier has in bumpy terrain is limited by the flexibility of the ankle of their ski boots. Once the ankle stops flexing, the knees can only go so far before they reach the end of their range of motion. Then, the impact is either transmitted right up the spine, or the upper body folds over the legs. It's the big “bottom out” that sometimes occurs in the bumps. My back hurts just thinking about it.

On telemark gear, in contrast, you are a much bigger spring. The lunge position enables a skier to absorb bigger hits before reaching the end of the body's range of motion. You can bring your knee all the way to the ground, if necessary (knee pads are recommended). As a result, although it requires more muscle, telemark may actually be easier on your body than Alpine skiing!

The “more muscle” issue is another reason I telemark. It is a great activity to strengthen the legs and core. It builds stamina. Time spent on telemark



continued next page

■ **xx-ploring, continued**



gear will make you a better Alpine skier by building strength. It will also prepare you for bike and running season!

If building strength is a long term plus to telemark, shorter term benefits include an immediate payoff in balance and confidence. You may think you're centered on your skis, but trying telemark equipment will provide a reality check. If you're not centered on telemark gear, you may not be upright!

The challenges to finding balance when one tries telemarking pay instant dividends in confidence when you get back on your Alpine skis. Locked down and secure, Alpine skiing feels easy and safe after a few hours on telemark gear. You'll be more willing to move down the hill on your Alpine gear, after trying to do the same thing on free heel equipment.

I admit that telemarking is not for everyone. Because you are flexing your legs, and breaking up those lines of skeletal support, it does require more muscle than Alpine skiing. Your legs will burn, at least to begin with. But, for some, this is part of the appeal. My typical telemark client is either a bored high-end Alpine skier looking for a new challenge, or an endurance athlete looking for a sport that keeps up their fitness.

I am a zealot for telemark because I think it is the most complete form of skiing available. Telemark skiing combines great versatility, freedom of movement and athleticism into a single joyful form of winter fun that you can do literally anywhere.



You should ski with us at a PSIA-E Nordic Downhill clinic sometime. It will be the most fun you've ever had at an event. Join the revolution - free your captive heels! ■

Back by Popular Demand

On Any Gear JUMPING EVENT – Lake Placid NY

July 9-10, 2007 and September 11-12, 2007

P SIA-E/AASI announce the 2007 season dry-land training jumping clinics at the Mackenzie Intervale Lake Placid Jumping Complex. The jumping complex is located just east of Lake Placid on route 86. Approaching it from 86 W the pools and jumps are on your left. Meet at the Complex Gate house, which is just above the pools at 8:30 am on each start day. You can't miss it - just drive to the base of the 90-meter jump.

To register, please visit the website (www.psia-e.org) for an event application, fill it out and submit by the deadline of June 18, 2007 for July event or August 21, 2007 for the September event. The cost is \$199 for PSIA-E/AASI members; \$220 for non-members. Non-members, Registered and Level I Members must interview with Mickey Stone prior to registering. Please email him at cpage3@aol.com. Applicants must be 16 years of age or above to participate. This event can be used for update credit for any discipline. Price includes coaching by PSIA-E/AASI Education Staff and ORDA coaches, trampoline usage, facility storage, pool fees, and handouts.

FEATURE EVENTS					\$199
Num.	Event	Dates	Location	Deadline	
001	Jumping Event	July 9-10, 2007	Lake Placid Jumping Complex	06/18/07	
002	Jumping Event	September 11-12, 2007	Lake Placid Jumping Complex	08/21/07	

Snowboarders:

You must be at least AASI Level II. If you have participated in the past events and are not Level II but could negotiate the ramp sliding portion effectively please contact Mickey Stone via email at cpage3@aol.com. Wrist guards, kneepads and full clothing from head to toe is required for your safety.

Preparation:

You will be training on trampolines for at least half of the first morning. Wear clothing appropriate for working out, no shoes allowed so wear appropriate socks. Also jewelry and sharp objects need to be taken off. These trampolines are outside so you need to dress for the weather.

For the pool you will need:

- Boots that can get wet for Telemark, snowboard or alpine
- Skis or boards, preferably short, 150-175 cm. It works best with less shaped skis. So your straightest shortest pair would be the best.
- Helmet a must. A Pro Tec or ski helmet preferred; no bike helmets because you need some type of soft or hard earflap in case you don't quite land right in the water. Strap must be worn
- PFD, approved personal flotation device; not a seat cushion over your shoulders.
- Mouthguard found at any sports store (Play it Again, etc). One you put in hot water and form to your mouth.
- Wax; Paraffin only, no need for ski wax. Gulf wax found in the grocery store in the baking section, it is a white bar. Apply to sliding device twice daily.

Optional

- *Wet suit, shorty, lycra suits etc. Whatever you will be comfortable in during the temperature of the day. The water is not heated, it is cool, 70's.
- *Towels, sunscreen and cameras or video

There is plenty of lodging nearby, go to "Lake Placid Lodging" on the web where you'll find a lot of places to suit your style and wallet. Inexpensive places we have used are the Jack Rabbit Inn, Holiday Inn, Howard Johnson and the Ramada. Make reservations ahead of time, you never know when a hockey tournament or something is coming into town.

Training Time period will be 9am – 4pm each day with a 1 hr lunch break. Feel free to bring lunch, there is a snack bar with lunch at the pools and it is a short drive to town.

Schedule:

Day 1

Meet at the complex Gatehouse (which is just above the pools) at 8:15 am. The jumping complex is located just east of Lake Placid on Rt 86. Approaching it on 86W, the pools and jumps are on your left. You can't miss it. Just drive to the base of the 90-meter jump.

8:15-8:45 Meeting/Organization/Handouts/Waivers

8:45-Noon Framing Safety and Training Groups
 *Warm-up flexibilities
 *Trampoline etiquette and instruction
 *Landing/turning/twisting/height
 *Advanced moves for those with past training
 *Viewing National Teams who are there

Lunch

1:00 – 4:00 Afternoon Gear prep/ Waxing/Safety on jumps/Into the water
 *Approach/Take-off/Maneuver/Landing
 *Adding tricks

Day 2

Continuation of the above. Trampoline to warm-up and into the pool when ready. The goal is to become more accurate with the basics and to add some tricks.

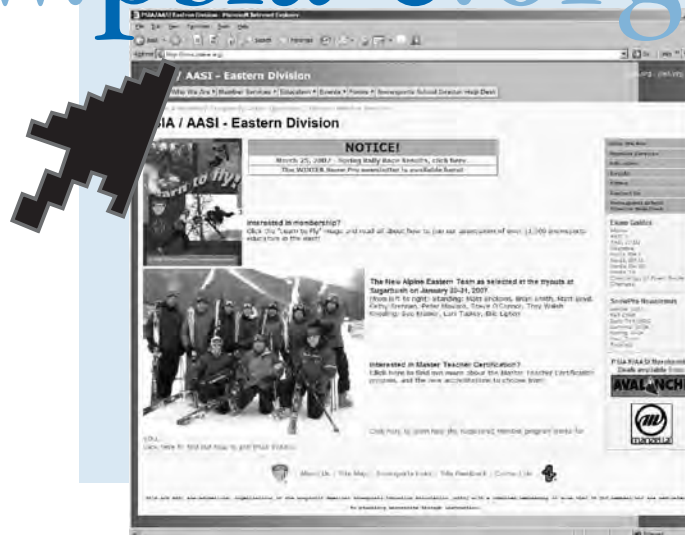


This is an excellent event to begin your freeride career. It allows you to learn how to become more aware of your body in the air and what movements affect you during approach, take-off, performing the maneuver and landing. Basic trampoline maneuvers will be performed before any tricks are added. The basic and simplest maneuvers will be experienced before adding more difficult ones.

Don't miss this one! ■

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Check it out.



2006-2007 EF Scholarship Award Recipients

Total scholarships awarded: \$6,153

Education Foundation Donors

The PSIA-E Education Foundation expresses its sincere appreciation to **David Raphael, who donated an event refund due him in the amount of \$105 to the EF.**

As no dues or program fees go to the EF, contributions are the primary source of support for the Foundation and its scholarships. Thank you, David! ■

NAME	Region	Scholarship Type
Matthew Assini	6	Membership Scholarship
Mark T. Baechle	4	Membership Scholarship
Jeffrey D. Baker	4	Membership Scholarship
Matt Boyd	1	Membership Scholarship
Ralph Broad	1	Membership Scholarship
Erik Donaldson	6	Membership Scholarship
Jacob Earp	4	Membership Scholarship
Herb Eschbach	6	Membership Scholarship
Christine J. Feehan	2	Membership Scholarship
Robert Ferguson	3	Membership Scholarship
Linda Gaffey	3	Membership Scholarship
Kimberly Gersten	2	Membership Scholarship
Maureen Harrington	3	Membership Scholarship
Nancy Lee	6	Membership Scholarship
Terry Morose	3	Membership Scholarship
Marianne Neuber	6	Membership Scholarship
Cindy Shoer	3	Membership Scholarship
Diane A Smith	5	Membership Scholarship
Emelina Spinelli	6	Membership Scholarship
Kevin Swann	7	Membership Scholarship
Kim Tapper	7	Membership Scholarship
Debra Volks	6	Membership Scholarship
Michael D Kaplan	1	Burbridge Scholarship
Kathleen Brennan	1	Examiner Scholarship
Chip Dwyer	2	Leader Memorial Scholarship
Steven O'Connor	2	Leader Memorial Scholarship
Kristi Robertson	2	Leader Memorial Scholarship
Robert D Audet	3	Terry Scholarship
Joshua Greenbaum	4	Terry Scholarship
Reed NacNeilage	1	Terry Scholarship
Richard Paret, Jr.	3	Terry Scholarship
Marilyn Schroeder	1	Terry Scholarship
Michael D Kaplan	1	Toto Scholarship

Special thanks to Bill & Barbara Burbridge

Thanks to the efforts of Bill and Barbara Burbridge, the C.E. Burbridge Memorial Scholarship fund received a significant donation in the amount of \$4010.00 this past fall.

The C.E. Burbridge Memorial Scholarship is open to members of all disciplines and certification status who desire to further their education in adaptive snowsports instruction. This includes all PSIA-E, PSIA, and AASI events that specialize in adaptive snowsport education. This fund is supported by a raffle at ProJam each year. \$500 is available for awarding each season.

PSIA-AASI Eastern Division thanks the Burbridge family for their continued support of our efforts to promote snowsports education. ■



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 1-A Lincoln Ave., Albany, NY, 12205-4900 Fax: (518) 452-6099



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Signature _____		Daytime phone	E-mail

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153	Children's Ski & Snowboard Movement Guide		12.50	
161	Alpine (Children's) Handbook - Vail publication		17.00	
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Ski like a Girl!

by Anne Scott

PSIA-E Alpine Level II

Ski Sundown, CT

The group consisted of five men and five females, all of whom knew each other, and Pam Greene, our clinician extraordinaire, who also knew the five females in the group. The men were in for an experience they would never forget. The focus was movement analysis – everyone had their personal reasons for being there, from exam prep to learning the hows and whys of the moves we make while on skis. From the onset we were told “this is not a personal skiing clinic”. We did the intros and goals, and set out for two days of movement analysis.

Pam broke down the skills: balance, rotary, edging and pressure. We skied many inefficient moves of each skill to “feel” what our customers are skiing. We then discussed how to make this move more “efficient”; but, most importantly, what caused our inefficient skiing and how do we correct that inefficiency.

As day one progressed, the group dynamic grew stronger. As we were skiing in the back seat, or with a stiff outside leg, we laughed, but always explored ways to improve our moves. Pam paired us up - one female and one male. We skied, discussed, and practiced – then, coached and skied some more. As a group we decided that “you can never get enough practice”. We changed partners and worked together in different pairs for two days. Pam’s expertise in improving group dynamics was working. We each got to know one another, coach one another, and share ideas. By the end of the two days each female had been paired with each male. Our group worked as a team; everyone shared an experience, an idea, a way to change your stance, your movement pattern, or a way to challenge yourself – like skiing the berm of Jericho with Steve.

Before leaving after two glorious days of skiing, learning and laughing, we had learned causes and effects of many inefficient ways of skiing. My goal had been achieved. I now had new ways to assess a skier, and new ways to improve that skier. In spite of

being forewarned that this was not a personal skiing clinic, we all left with something that we could work on in our personal skiing; most of us left with several. Howie left with an entirely new and improved stance and a lot more edging than he ever felt before. He was our most improved skier.

We ended the two days with a “test”. Our guys had to earn their “Ski like a Girl” pins by skiing like a girl in the Mermer Blakeslee fashion. Of course, we “tested” them directly near the chair lift. The five men in our group did it! They passed with flying colors, and each went home proudly wearing their new “pins”.

So, my thanks to Pam for an excellent job, and for sharing her expertise and making it so much fun. Thanks also to Cynthia, Doug, Edie, Greg, Howie, Jim, Lisa, Maureen and Steve for making my clinic so much fun.

Thanks so much to the PSIA-E Educational Foundation for the scholarship that provided me the opportunity to attend this clinic and continue to educate myself. ■



It's the Journey that Matters!

by Sue Pursel

PSIA-E Alpine Level II

Ski Roundtop, PA

Since passing the Level II exam last January, I've had a lot of time to think about it. I was surprised at how quickly the euphoria passed, and how quickly “where do I go from here?” set in. Then, I realized that it wasn't just the “pursuit of the pin”, or the friends I'd made that I would miss, but the process as well.

“Miss it?” you ask. I struggled with the “one ski” task to the point where I cut the clinic at my home

mountain and skied away in tears of frustration. I worked my way through various lesson plans and “what ifs” with fellow instructors, and practiced movement analysis via video year-round. I gained confidence. Even the drills forced me to do the things I needed to do to make the Level II assessment happen. The process itself made me a better skier and a better teacher. It was nice attaining the goal, but I realized that the journey is where the fun was.

I was fortunate in getting a scholarship to the Pro Jam. It was an excellent preparation for Level II. I was lucky enough to be in a group with equally motivated people, and we worked with our clinician and with each other. (And, incidentally, we all passed!)

Will I go for Level III? Probably not. Despite Mermer Blakeslee's seminar on fear at Pro Jam, I am still struggling with it. At this point, I haven't decided whether I want to go Level I Adaptive, or for Master Teacher. But, I have learned that no matter where I go, I need to “eat my vegetables” (i.e., do repetitive drills and practice) so that I can continue to grow as a skier and teacher.

Thanks to the PSIA-E Educational Foundation for the opportunity to do Pro Jam. I'd love to do it every year. ■

What's your major?

by Kevin Leyland

Adaptive Level I

Snowboard Level I

Alpine Level II

Ski Sundown, CT.

When I went to college, like so many others I did not know what my major was going to be. Heck, I was in shock that I was even accepted into college. As I looked through the course catalog trying to decide what I wanted to be when I grew up, I noticed that a lot of the curricula had the same prerequisite courses. So, I started taking these courses while deciding on a life course. I know,

continued next page

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.

■ **your turn, continued**

I know, you're asking what has this got to do with the snowsports industry. Let me explain.

In the contemporary snowsports world, we too have a lot of choices for "majors". We can choose Alpine, Nordic, Snowboard. We can become Master Teachers, specialists in Children's instruction. We can go into Snowsports Management. Not to mention all the advanced levels of each discipline, like Dev Team and Examiner, etc., etc. What makes our choices tougher, unlike college, these majors are all fun! On the other hand, like college, they all have prerequisites we need to fulfill on our way up.

Getting to the point, if you have decided to make a commitment to this great industry, and have not decided on a "major", start with some common electives. My recommendation is to start with Adaptive. From Adaptive Level I in any of the disciplines, you can advance through the education and certification process with the same prereq's as non-Adaptive. In other words, an Adaptive Level I can become an Alpine Level II, but an Alpine Level II would have to do Adaptive Level I if they decided to go that route.

By starting with an Adaptive base, you have the same PSIA skills and teaching training, with the added knowledge of teaching the skills to special needs clients. This may sound like extra work, but stop and think about why we do this in the first place. We do it because we love to teach people who want to learn how to get better at snowsports. The thrill is even better when you teach people that are mentally or physically challenged.

What people with disabilities want most is to feel like they can do what people without the disability can do. They want to do everything they can to feel "normal". They want to be accepted in the real world. As an Adaptive trained instructor, you present them with the opportunity to get that feeling you get when your turns are perfect, or when you perfect that aerial maneuver. You also become an added asset to your area. I don't know what the real numbers are, but I do know that a lot of areas turn away a lot of lessons because they do not have Adaptive Programs, or instructors with Adaptive training.

So, choose your electives wisely. An Adaptive start can lead to a very productive finish! ■



The Warriors enjoyed daily adapted lessons provided by BRASS and its PSIA-E certified adaptive instructors, while their family and friends were

taking snowboard and skiing lessons from Liberty's certified instructors. The Children's Learning Center provided day care and ski camps for some younger family members. Liberty also provided lunch vouchers, so each family could go at their own pace.

Liberty has supported BRASS since its inception, about 10 years ago.

BRASS, a chapter of Disabled Sports USA, is a non-profit [501(c)(3)] organization whose mission is to enhance the lives of people with disabilities, allowing these people to enjoy the freedom of movement and the outdoors. The organization is led and run entirely by volunteers dedicated to providing exciting experiences for its students. BRASS was the brainchild of Leslie and Dick White, both Level III Adaptive Instructors. Adaptive programs can only exist at resorts that are willing to allow them and support their operation.

During this same weekend, Liberty was also holding its annual Spring Fest. While many different things were going on all weekend, the favorite had to be Sunday's pond skimming. While the Warriors had the good sense to stay dry, the same could not be said by two of the Camp David Marines, nor Brian Hall, Lindsey Keller and Mike McGregor, BRASS instructors. All made it at least halfway through the pond, much to the delight of our cheering Warriors.

The American Legion Post 202 hosted the welcome reception on Friday evening, and on Saturday the Gettysburg Times and News Publishing Company hosted the banquet. All have decided to do this again, and BRASS is committed to making it an annual event. While I know all of our guests had a wonderful time, I am grateful for what they gave us - their time so we could show them how much we care about them, and that we appreciate all that they have sacrificed. ■

It Takes a Resort

by Janet Hall
*PSIA-E Alpine and Adaptive Level I
Liberty Mt., PA*

If it takes a village to raise a child, then it takes a resort to produce a Wounded Warrior Weekend. Liberty Mountain Resort, located in beautiful Carroll Valley, Pennsylvania, is such a resort. This past season, Liberty and Blue Ridge Adaptive Snow Sports (BRASS) committed to hosting 10 warriors, their families, friends and Walter Reed and Disabled Sports USA support staff for the weekend of March 2 through 4, 2007. The entire weekend, which included transportation from and to Washington, DC, 2-night stay in Gettysburg Quality Inn, meals, lift and tubing tickets was all provided at no cost to our special guests. Each Warrior and their guests were assigned an American Legion Snow Buddy to help them off-snow, and Ski Buddies while they were on-snow. Our ski buddies were coeds from Gettysburg College and Marines from Camp David. These are the same Marines that provide for the President's security during his visits to the camp in nearby Catocin Regional Park.

Expectations Exceeded!

by Ralph Broad

AASI Level 1

Balsams Wilderness Learning Center, NH

It was 7:00am, March 1, and I was headed for Sunday River for a two-day event. I really didn't know what was to come over the next two days. I had signed up for a level 100 event a month earlier, Riding Concepts, something I really wanted to work on to better my pro knowledge and comprehension so I could deliver these concepts at a higher level of confidence in my lessons. However, the event was canceled and the only other event I could attend because of time available to me was Moguls 200. The course was described as working on riding uneven terrain, and a helmet was recommended. I have done a good amount of glade riding, but hadn't been into serious moguls - small bumps, yes. With the winters the past few seasons at my mountain, we have gotten up to intermediate bumps. I thought for sure that I'd be trying to do world record runs over Volkswagen-size moguls, and going way over my comfort zone. But I was going to make the best of it no matter where (or how) I landed at the end of the event.

But, the event turned out to be the complete opposite. We had such a harmonious group, working at a progressive pace of movement drills and tactical approach to terrain and riding concepts. We worked our way up with just the right mix of feedback, discussion and practice, and a very low-pressure but high-energy atmosphere.

I found myself riding this terrain more smoothly than I ever thought I could. Previously, I would have just charged across and out in more of a panic maneuver to survive; now, I was creating a path with pre-coordinated core movements, giving me control of the board and those bumps. It was like a blurry picture suddenly coming into focus.

Thank you, Chandler, for the time and letting me explore and discover how to use this knowledge at my own pace. I got more than I ever expected. The event definitely expanded my pro knowledge, and I look forward to using it for teaching.

Thanks to the scholarship program for giving me the opportunity to attend. It would not have been possible without it. ■

Analogies Fall Flat...and So Do I

by Russ Kauff

PSIA-E Alpine Level III

Okemo Mountain Resort, VT

Among the telltale signs that winter is coming, even while still warm outside, is that everything I do outdoors brings to mind the upcoming season. We all use analogies in our teaching, and we all also recognize their inherent limitations; but there are some universal truths about movement that inform everything we do. Good balance is good balance; strong alignment is strong alignment; and gravity pulls us down the hill - whether we like it or not.

I considered all of these truisms after nearly flying over the handlebars of my road bike recently. Having narrowly avoided disaster, I sat for a moment on the side of the road to lower my blood pressure, and considered what the heck had happened. Foremost in my analysis was balance (or the loss thereof), but mass, inertia, and alignment soon followed, as I thought about the "how". In my mind, the details of the analogy to cycling are unimportant except to emphasize the fact that the same forces are at work on our bodies whether we are in motion on bikes, skis, boards, or skates - whether in boots, running shoes, cleats, or flip-flops. Add to that the obvious fact that our bodies don't change as our environment or activity changes, and every activity becomes fertile learning ground - learning in terms of our skiing and riding, as well as general understanding of how our bodies move, which is so essential to our snowsports instruction. At a minimum, this big picture allows me to rationalize that thinking technically about snowsports while cycling is a productive activity and not a harbinger of obsessive-compulsive disorder.

OCD or not, there is an interesting technical point to be made here about the limitations of analogies to skiing and riding. As snowsports instructors, we focus a great deal on the technical aspects of specific body parts in motion, and the relationship of those parts and their movement to the body's center of mass. Analogies to other sports are natural tools that allow us to describe these technical concepts to clients without sounding like a human physiology or physics lecturer. My concern is that instructors sometimes push analogies beyond the point of their usefulness. My own rule of thumb is that if I have to make a protracted argument for the usefulness of an analogy, I'm already likely to have taken it too far. I give it a shot with my students and, if it doesn't register quickly, I move on.

Walking and running are prime examples. Something I find particularly interesting is that one of the principal advantages of skiing and riding over walking and running, from this perspective, is that independent movement of each of our feet away from and back to alignment with our center of mass is **not** the means of locomotion, as it is on dry land. Think of walking as a carefully executed balancing maneuver unique to people; the mass stays centered, as between both feet, but not with respect to each of them. Further, in order to change directions while walking we use our joints to absorb all of our inertia before changing the direction of travel. We stop in order to turn. In my mind, in modern skiing and riding, because we are sliding we maintain "functional alignment" in order to take better advantage of natural forces (gravity, inertia, centripetal and centrifugal force, etc.), and move in the direction of our choosing. We change direction without wasting all of the energy we've produced. This is where the fundamental breakdown in the analogy is greatest; on dry ground we resist or work against natural forces, while on snow our sliding allows us to use them to our advantage. Score one for snowsports.

A recent story on NPR's Morning Edition (Allison Aubrey, "Chi Runners Poised for Softer Landings", September 14, 2006; see at: <http://www.npr.org/templates/story/story.php?storyId=6070170>) described as novel the concept that running in a way that more efficiently makes use of the positional relationship between mass, leg movement, and foot placement results in a stronger, better balanced and more efficient running style. Essentially, the point was that runners who emphasize propelling their mass rather than moving their feet are behaving in a more efficient and low-impact manner. Oh yeah, it also results in fewer injuries. Sound familiar?

Ultimately, the essential end game of so many outdoor activities is that moving our bodies through space is an exhilarating, liberating and extraordinarily healthy way to spend our time. The more efficiently we do it, and the better balanced we are while moving, the greater the joys found in doing so. If that means prescribing more skiing and riding for everyone, so be it.

Was I really thinking about this while recuperating on the side of the road? Maybe not, but I did laugh at myself quite a bit. Why, and what happened that brought this stream of consciousness and too-early-in-the-year tech talk to mind? Funny enough, it was something I often point out to my students. It also presents a good but equally limited analogy to skiing: I looked at my feet. Worried about my speed going around a tight corner, I touched the brakes, looked at my feet, hit a big crack in the pavement and nearly got bounced over the bars, getting some

continued next page

■ **your turn, continued**

good air on my road bike. As we all know, it wasn't the air that hurt so much as the landing. Also, as we know, looking at your feet usually drops your mass (with an "m") behind your feet, resulting in back seat driving and making it difficult to maintain balance. One last advantage of skiing and riding over moving on dry land - brought into sharp relief by this particular experience - is that snow is a lot more slippery than the road. I'll gladly trade rolling on pavement for sliding on snow. Ouch! ■

A Few Words on the Obvious

by Libby Manahan

Alpine Level II

Smugglers' Notch, VT

Having just arrived home from successfully achieving PSIA-E Level II certification at Okemo Mountain in Vermont (after an arduous two years of teaching, training and studying), I found myself still totally preoccupied with all of the "what-ifs", "why-dids" and "why-didn'ts" of the experience. As a recovering abuser of "stinking thinking" (meaning I will never be completely cured of this affliction), but also as someone who is gaining significant freedom from the bondage of worry, I felt compelled to share my experience, strength, and hope of the Exam Process with any aspiring candidates who believe their stress level may be unmanageable. This, in turn, might bring me a mental reprieve along with a therapeutic nap (preferably the ten-hour variety).

Other than the possibly weird or animistic rituals that you might employ in preparation for the BIG EVENT (like sporting a mohawk or a new tattoo, burning incense, wearing amulets, or sailing around the world in a week) there are some obvious and (get this) pragmatic ways to go about dialing down the stress quotient.

- Nothing boosts confidence more than "owning" information. Read, read, and read some more. I was born ignorant (yeah, I did the tattoo and amulets); I obviously can only get smarter. I pored over the PSIA Core Concepts, Technical Manual, the Exam Study Guide, Skiing Right, Captain Zembo, and everything else I could get my hands on. I was on that Written Exam like a hobo on a ham sandwich (and, by the way, scored an impressive 92%).
- Take what you read to "zee hill" (ahead of time is another obvious good idea). Put the activities

and progressions to the proverbial acid test and use 'em or lose 'em. Attend lots of your school's clinics and definitely a PSIA-E Teaching Seminar. Then, you'll be ready to bring YOURSELF to the Movement Skills Module. Do what you do best, keep it real (man), and your confidence and strength will be obvious to you, your peers, and your examiner.

- Observe other skiers every time you ride a chairlift in order to hone your Movement Assessment skills. If it's sliding on two sticks (and upright), watch it, describe it and prescribe it, and compare notes with someone who knows more than you. (By the way, those folks "who know more than you" might not be obvious, but they are out there, probably being humble or providing positive feedback to some needy soul...look for a PSIA pin that sparkles more than yours.)
 - Know and be proud of your resort. Understand the network that holds it all together and your role on the team. You work there because you choose to, so there must be some obvious good stuff (aka professional knowledge) that you can convey with sincerity and pride (I say this sincerely) during your "On-the-Job Interview". Your subsequent teaching mission (if you choose to accept it - and you should) will be assigned based on your answers...you have a certain degree of power here. It is obvious you should use it to your advantage.
 - And last, but not least, I learned the most important lesson of all from the Creative Teaching Module, and as a result I offer this advice: It truly boils down to the obvious! Forget the hidden meanings or the trick wordings. Pay attention and look for the obvious. A three-hour ride home from the event finally delivered the answer (it doesn't have to be an epiphany) that I should have seen in the seven-minute ride on the chairlift. The Creative Teaching cards contain KEY WORDS that pop out like bright orange fog disks if you open your eyes. Sift it down to the simple and the obvious. A solution was practically handed to me on a silver plate, but I had to complicate it with analysis and anxiety, so I couldn't see the forest for the trees. Ultimately, I blew two points out of a possible four. It wasn't a total train wreck, but it could have been a lot less painful had I simplified things. (And it goes without saying that this same approach in real-life ski instruction will bring similarly positive results.)
- Oh, and best of all...proper preparation and freedom from anxiety will bring serenity and enlightenment and a new sense of awareness of You in your ever-present NOW...a fresh Zen-like view of the obvious. In other words, you won't forget to get off the chairlift. ■

The Adventure Continues...

by Cindy Shoer

AASI Level 1

Ski Bradford, MA

My odyssey with PSIA-E/AASI began in 2004. After 3 years of teaching and listening to stories about "professional events", I was intrigued. I got up the courage to try one myself. After all, many of the stories made it sound like these events were groups of instructors getting together to ski and ride and commiserate. Being a "mature female snowboard" instructor (mature being a reference to chronology, not state of mind), I am always looking for friends my speed. This seemed like a good connection.

Since that time I have attended education clinics, preseason and spring rallies, and women's clinics. I've met many riding buddies, had my eyes opened to the world of mechanics and performance, improved my riding, teaching and enjoyment. I've changed my stance, learned some tricks, and tried some things I doubt I'll have the courage to repeat! In the process, I've been so pumped up that one of my sons has picked up my energy and enthusiasm, and, two years ago, tagged along to ski with the 15 Below club. This year he joined the ranks of ski instructors.

This past fall PSIA-E awarded me a scholarship to attend an educational event. Because of this scholarship, I was able to bring my son along to the Rally weekend. He has been bitten by the bug. He is now a registered member looking forward to the Level 1 challenge. He's even gotten a mention already in the Winter SnowPro 2007. Thank you PSIA-E/AASI for allowing me this opportunity to extend my enthusiasm and excitement to my son and to all the young instructors that I work with - ski and snowboard. ■

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

**PROPOSED AMENDMENTS TO BYLAWS OF
PROFESSIONAL SKI INSTRUCTORS OF AMERICA - EASTERN DIVISION**
Proposed for adoption effective June 24, 2007

Notice – All Eligible Voting Members

Proposed Bylaws Amendment Questionnaire

The PSIA-E Board of Directors has proposed the following Bylaws amendments for your consideration and feedback. **The proposed Bylaws amendments will be voted on by the Board of Directors at their June 23-24, 2007 meeting for immediate adoption.**

Questionnaire Eligibility: All members may vote in their second year of membership (that is, after paying dues for a second membership year).

Amendment Process: This notice meets the Bylaws requirement to notify the membership prior to any final Board action on the Bylaws, and includes the required questionnaire which you are requested to return. Final Board action will take into account the response received from the voting membership. Eight (8) affirmative Board votes are required to amend the Bylaws.

Please return the attached questionnaire postmarked no later than June 1, 2007.

Reason for amendments: All proposed amendments are the result of an extensive review, recommendation and discussion process conducted by the Governance Task Force and PSIA-E/AASI Board of Directors and is intended to ensure equity and efficiency in the association's governance policies and practices.

Important Notes: Only affected Bylaws articles and sections are listed. For space considerations, only language relevant to proposed change is included. (~~Strike-through text to be deleted~~, underlined text to be added, plain text is unchanged from previous Bylaws)

SECTION 12.14 - EXECUTIVE COMMITTEE (AMENDED 10/31/82, 6/4/94, 10/20/02; RENUMBERED 9/26/92, 9/28/98). The Executive Committee shall consist of the President, Vice President, Treasurer, Secretary and the Immediate Past President (as a non-voting member and only in the event such a position is filled on the Board of Directors as provided for under Section 12.2 (c)). PSIA-E's Representative to the PSIA Board of Directors shall be an additional, non-voting member of the Executive Committee if he/she does not already sit on that committee by virtue of another office. The Executive Committee shall be responsible for the performance review of the Executive Director and has authority to approve the terms of his/her employment within the parameters of the budget. The Executive Committee shall have such authority as is delegated to it by the Board of Directors to carry on the day to day business of the Association between Directors meetings. It shall not however:

- (a) Amend the Articles of Incorporation or Bylaws of the Association.
- (b) Fill any vacancies among the officers or directors of the Association.
- (c) Make or approve any expenditure in excess of \$1,000 ~~\$2,500~~ outside budgeted allocations.
- (d) Censure or expel any member unless so directed by the Board of Directors.

All actions of the Executive Committee shall be in accordance with general policies of the Board of Directors and the Association and shall be subject to ratification by the Board at any regular or special meeting.

Bylaws Return Questionnaire

This is YOUR association. We want to hear from you on how it is governed and managed! If you are an eligible voter, please take the time to fill out and return this questionnaire to be postmarked no later than June 1, 2007. Mail to: PSIA-E Bylaws, 1-A Lincoln Ave., Albany, N.Y., 12205.

I agree with the bylaws revision as proposed:

I am not in favor of the following revisions:

Section: _____ Comments: _____

Section: _____ Comments: _____

Once again, we extend a big "Thank You" to the following areas who hosted one or more of our scheduled events this past season. Their generous support continues to assist us in providing members with quality programs at the best possible value.

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 Yawgoo Valley Ski Area & Sports Park

Thank you



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