



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

# SNOW Pro

FALL 2011

## National Dues Increase Announced for 2012-13

By Andy Hawk, PSIA-AASI National Marketing Director

**W**ell, this is one of those good news/bad news situations. After thorough financial analysis of the present and future needs of your organization, the PSIA-AASI Board of Directors voted to increase dues by \$11 per member for 2012-13, with the option to increase by an additional \$3 the following year. That's it . . . the rest of the news is good. To put into perspective the decision that the board made, it is important to first understand what the board knows.

Membership dues are a primary revenue source for any association and provide the foundation necessary to allow PSIA-AASI to fulfill its mission: to support us in our personal and professional development, provide us with the educational tools to create positive learning experiences, and have more fun. PSIA-AASI provides access to the people and resources you want and need in order to get people excited about skiing and snowboarding.

As you might expect, inflation and the cost of doing business are part of the consideration, but the factors that informed this decision are a little more complex than just that. In this article, we'll discuss those factors as well as provide insights into the opportunities that lie ahead for PSIA-AASI. Over time, we've kept our dues as low as possible, but costs have increased and some education development and programming had to be cut.

In November, you'll be able to access the Treasurer's Report and more detailed information on [www.TheSnowPros.org](http://www.TheSnowPros.org)

The main reason for the increase is: the board is unwilling to compromise the high level of service provided to PSIA-AASI members or the strength of the organization's education and professional development programs. The board is made up of members like you, who face similar financial restraints and concerns. While the board is committed to not taking any unnecessary increase in dues, they are also committed to keeping a high value of membership service for you. At the heart of PSIA-AASI's value to you:

- Clinics to improve your skiing, riding, or teaching, enabling you to excel at the sport you love.
- Exams to validate your level of professional knowledge and accomplishment.
- The PSIA-AASI shields, recognized across the country and around the world, signifying your accomplishments.
- PSIA-AASI national teams, clinicians, and examiners, who act as leaders and innovators in the field and provide top-notch training for all levels of membership.

- The strength of the PSIA-AASI brand with area management, and supporting pay increases associated with professional education.
- Consumer publicity promoting the value of taking lessons to consumers and the professional image of you as a ski or snowboard instructor.
- Discount programs, pro deals, and catalog offerings— which reduce the cost of being an instructor, and often more than offset the cost of dues.
- Newsletters, magazines and training aids to support your education and development.
- Ever-improving web services to enable member self-service, access to your member records, online training tools, web-based event registration, web-based catalog purchases, communication with members across the country, and more.

The most important rationale for this increase is the continued service improvements offered to all members. Whether it's national marketing campaigns, additional online services, or pro form availability, the value of a PSIA-AASI membership continues to rise. Over the coming year, members will notice a more concentrated effort in the discussion and expansion of the association's education programs. Among the goals for that effort are:

- Increase *ease of member access* to all products, programs, and services; develop and communicate clear paths to success in your educational system.
- *Develop a quality assurance system* to uphold standards for all products, programs, and services, enabling national and international recognition.

Price increases are never pleasant, even smaller ones, and the truth of the matter is that we're not any more excited about blowing your money than you are. When we asked for another \$10 back in 2008, we did so knowing that we could make substantial upgrades to the services we offer. Some of those, like our new online offerings, are pretty obvious. Others are a little more behind the scenes. Here is what you got that you probably already know a little bit about.

PSIA-AASI has made continuous upgrades and improvements to the web-sites and online member tools to provide not only a better online experience, but also to boost the amount of useful content available to you. While significant in terms of investment, the gains in financial and service efficiency have already demonstrated the value of this project. Examples include:

- A social networking tool, driven by you, "The PSIA-AASI Community," facilitating information sharing amongst members, divisions, and other PSIA-AASI stakeholder groups.

### the inside edge

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## Scholarship Review Committee

By Michael J. Mendrick  
Executive Director

In this issue of the *SnowPro* we introduce a new feature called Under the Snow Globe. This is an opportunity to feature some of the incredible volunteers and members of this organization that help take it from "good to great" every season.

I can think of no better or no more deserving group of volunteers to feature in this first installment than the members of the **Education Foundation Scholarship Review Committee, namely Dave Welch (committee chair; Region 3 Director), Ross Boisvert (Region 1 Representative) and Curtis Cowles (Region 2 Representative).**

During the last week of October Dave and his small but able crew had the "pleasure" of spending hours reading through and discussing 119 scholarship applications that were presented to them in binders as thick as the Manhattan phone book. In fact, Dave was seen using a hand-truck to get his binder out to his car after the October 16 Board of Directors meeting!

In truth, the board members that volunteered to serve as the scholarship review committee this season expressed their sincere interest and enthusiasm for doing so. As Dave wrote to me upon sending me the group's scholarship award results, "We were all glad to be of service!" And I know he meant it.

Each season, the PSIA-E Education Foundation makes monetary scholarships available to members who wish to further their education or certification status within PSIA-E, PSIA and AASI. The training that members receive as a result of the scholarship program increases their productivity and value as a member and as an instructor in their particular snowsports school. Scholarships are awarded based upon financial need, personal/professional goals, snowsports school experience, and ability and means to share the benefits of the scholarship with other staff members and snowsports area guests. In an effort to expand the reach of our scholarship program, at the fall 2009 Board meeting a new policy was passed opening up scholarships to any member in good standing (previously you needed to be a member in good standing for at least three years).

Thanks to the generous support of sponsors and members via donations of items and dollars for our "super raffles" each season, we now are able to offer nearly \$15,000 in scholarship money to members (triple the amount of ten years ago). This season the 119 applicants marked an increase from 90 applicants in 2010 and more than double the amount from 2005.

The interest and enthusiasm by members to participate in the EF scholarship program is admirable and awesome but if not for an even match of those two elements by the Scholarship Review Committee the program would not be such a success. Thanks guys! ■



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Michael J. Mendrick, Editor

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Submission of articles, photos or other items for publication is invited. Articles are not to 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.

*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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**Editor's Desk**



## I can't remember but it must be love

*By Peter Howard, Alpine Education & Certification Chairperson*

It's that funny time a year again when skiers wonder if they remember how to ski. We think we can but we really aren't sure until that first run is done and we look back up the hill and say, "That's what I'm talking about." I can fly again.

It's funny from a teaching perspective too because all the old tried and true statements are no longer on the tip of the tongue. Skiing sometimes seems so simple and magical at this time of year that there really is not much to say. The whole thing, the lifts, the equipment, it's a modern marvel with ninja like potential. Not remembering what to say or how to convey the possibilities results in fresh thinking and really having to watch and say something relevant with a few carefully chosen words. Perhaps if all lessons were like the first one of the season they would be so much better.

It's also a great time of year to realize why this sport has a tough time captivating all who sample the slippery slopes. There's a trade off that takes place with everyone every season. Is the price worth the reward? On one side of the balance sheet is the white ribbon of death. A couple of crowded scrapped off trails with a few water bars and snow guns thrown in for effect. Then there are the sore feet and a damp chill in the air, the potential for injury and the financial cost and hassle. On the other side of the page is the potential to fly, to experience the blue bird days and epic conditions, to realize the promise of the mountains, to be a winter athlete. As professionals we know what the rewards are and how to minimize the down side. This time of year and those first couple runs give us a humble look back at why the reward/cost balance might tip the other way for many of our customers.

We usually equate fresh tracks with big snowfalls later in the season. But perhaps our freshest tracks are at the start of the season when we look anew at our customers, our turns, and our motivations.

As teachers we also test the cost/reward balance and wonder why we do it. No one forced or threatened us to teach. It's not the law of the land or even the right thing to do. So that means all that's left is love and money. May you have both and a great season. ■

## f.y.i.

### One-Day Continuing Education Clinics

Is your busy schedule holding you up from taking an educational clinic? Try one of the many one-day continuing education clinics offered this season. Several options to choose from and each clinic earns you six continuing education credits. To be current status, you must have 12 credits in the last two seasons. ■

## Oops!

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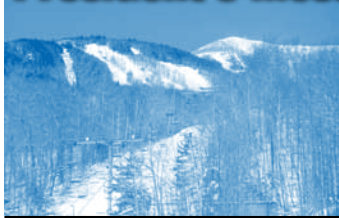
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## President's Message



Ron Kubicki

## Hey Eastern Folks,

Things are ramping up fast here in western New York heading into the season, as I am sure it is where you are. Likewise, the past months, things have been "fast and furious" on the business side of PSIA-E/AASI. Since the beginning of October there have been several Presidents' Council conference calls amongst the presidents of the nine PSIA divisions from throughout the country. I also have taken calls from members who had concerns ranging from exam format changes to concerns about new designs of years of service pins. I have been involved in a national task force to select a facilitator for our Divisional Presidents' Council meeting in Denver this coming January, plus a myriad of e-mails and memos. Most importantly as your current president, I attended and facilitated our Eastern Board of Directors Executive Committee and full Board of Directors meeting in Troy NY, October 15th and 16th.

What a different perspective from the president's chair! I have been on your BOD for the past 9 years and have always felt the sense of duty and obligation required in this role. However, in sitting in this new position and seeing the passion and dedication of your Regional Directors and Representatives, all the committee and discipline chairs, plus the commitment of our professional Albany-based staff I realized the importance of this role. With this new perspective and the details of events leading to this meeting I realized this board has accountability beyond simply Eastern business; we represent our membership – you – at the national level as well.

There are over ten thousand of you in our Eastern membership and it is at your will and pleasure that we meet and interact. Every conversation, motion, decision or plan is always looked at from your point of view. Granted there are some difficult and necessary decisions, especially involving the budget. This is where the dues and event fee changes are determined, and these are never easy discussions. In this same light we are very sensitive to increases at the national level. I am proud that our Eastern Board and division staff were able to both hold the line on event registration fee increases this season and reduce our expense budget by more than \$140,000 from what was approved a year ago.

By now you all should have received an on-line survey sent out from PSIA-AASI, our national office in Lakewood CO. In half of those surveys was a simple statement that in the year 2013 there would be an \$11.00 national dues increase. Additionally, in fall issue of 32 Degrees, Eric Sheckleton's Chairman's Message— The Evolving Value of PSIA-AASI – mentions a dues increase in his article.

Eric is the Chairman of the National Board of Directors. This board is made up of one National Representative from each Division – Bill Beerman is our Eastern Division representative, and they tend to national administrative and fiduciary affairs. In his column Eric outlines the values and benefits of membership. The survey was also looking for input as to the perceived value of membership by you – the member. I hope you all took the time participate in this survey; this is invaluable information as we progress and evolve into the future.

You may ask how is your message carried to the national board and where is your connection? A clear demonstration of the connection you have to the national leadership is that Eric Sheckleton was a guest of Bill Beerman at our Eastern Board meeting on Saturday, October 15. This was a generous and notable act on Eric's part (not to mention the arduous journey from Montana to Albany). The presidents and division administrators have known about the national dues increase for a several months and have been involved in heavy dialogue with national officers and executives concerning the need for this increase. Eric felt an obligation to personally attend and address the concerns we had on the part of our eastern members. As I stated earlier these discussion concerning increases are never easy and rarely unanimous when it comes to the final vote. It was a deeply concerned and engaged board that spent the last hour of our meeting questioning Eric as to the necessity and amount of the increase. Their sense of accountability to Eastern's membership was apparent. Even after the meeting at dinner/meeting social event Saturday evening, many of the board members engaged Eric one on one about this and other subjects of concern between National and Eastern. Before Eric left he and I had few private candid moments of discussion and Eric related to me the value of the frank and open interchange he experienced. He left realizing there is elevated expectation of accountability of National to Eastern and the other eight divisions, but that we also acknowledged the common and beneficial features of our relationship with the National Board. This should point out the partnership – National to Eastern – both working for you.

In this issue of the *SnowPro* and the current and upcoming 32 Degrees there will be more information

on value and benefits, be sure to stay and informed and empowered member. Feel free to reach out and contact me and other members of your volunteer leadership, we are your voice in all things, we are your peers and colleagues, we also, as you are, members of PSIA-E/AASI.

Peace

Ron ■

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## Executive Tracks



administrative update

By Michael J. Mendrick  
Executive Director

As my 11th season as your executive director arrives I believe we are at an important point in our history as both a division and as a national association. The period since our June Board meeting has been unusually active with national and divisional issues on the front burner (at 14,000 BTU's, I might add) including the announced national dues increase, the communications process related to that, a national membership survey, alternative dues payment programs for members and even talk of divisional and national roles and responsibilities and potential restructuring of some of those roles.

I have been working closely and communicating often with president Ron Kubicki (whose first few months in office were anything BUT a "honeymoon" – nice job, Ron!) and our national BOD rep Bill Beerman throughout the past several months and commend them both for their time and energy on finding resolutions to the many issues at hand.

We also completed, moved in and even grew a darned nice yard to wrap up our office renovation project by September (see adjacent picture). Currently we are undergoing some "phase 2"

infrastructure projects in the original building including window replacements downstairs, new exterior doors, old kitchen area rip-out and a new roof. These projects are all overdue, will make us more energy efficient and will cost approximately \$20,000 of the approved \$30,000 capital expenditure budget in the 2011-12 budget.

While this isn't particularly "sexy" to report we had another clean, positive audit from our CPA firm. Why is that important to you? It means we are running a tight, clean, efficient "ship" and that the dollars you invest each year into membership dues and events is being professionally and prudently managed.

While our year-end position for 2010-11 (year ended June 30, 2011) was strong and our budget looks sound we are concerned with the 79.3% retention rate for member dues as of the end of September (lowest since 1999). As such President Kubicki has reinstated the Membership Development Task Force with chairperson Debbie Goslin and members Steve Howie, Dick Fox, Ross Boisvert, Peter Howard, Brian Smith and me as ex officio (that means it's my job to help this gang out!). They will be exploring different ideas relative to membership attraction and retention so please feel free to get involved if you would like to contribute to building a healthier and stronger membership of fellow snowsports educators. Just drop me a note and I'll get you hooked in.



We will continue to work closely with our volunteer leadership as well as national staff and leadership toward positive resolution of our mutual issues and thank National PSIA Board Chairperson Eric Sheckleton for volunteering his time and energy to join us at our recent Eastern Division fall Board meeting.

I look forward to seeing some of you at the Snowsports School Management Seminar at Mount Snow and ProJam at Killington soon after. See you on the hill! ■

# Green Mountain Orthotic Lab

# GMOL



Stratton Mountain, VT 802-875-1122 thebootguys.com

## ■ national dues increase, continued from page 1

- Centralized web login, combining the various PSIA-AASI online resources, including membership renewal, into one platform.
- Development of “Web Extras,” bonus content to supplement material found in the printed *32 Degrees*, ensuring you have the strongest possible information flow available in snowsports.
- Creation of a 100% electronic version of *32 Degrees*, so you can stay on top of what is happening – no matter where you are.
- Operating system and design upgrades to the *Movement Matrix*
  - The *Movement Matrix*, originally released in early winter of 2007, is an interactive, multi-layer website designed to revolutionize how PSIA-AASI delivers content to you, and in turn how you transfer that knowledge to your students.
  - This tool utilizes video and a searchable tool to illustrate the skills concepts, situational skiing and riding, drills for teaching, and the national standards. Its content is relevant to alpine, snowboard, nordic, and adaptive members.
- A customizable and more detailed online member profile which lets you communicate your accomplishments with others around the world, and ensures you are in touch with colleagues 24/7.

Since the last dues increase, PSIA-AASI members have seen an increase in pro form opportunities from 25 offers four years ago to 42 direct offers to the membership today. In addition to these offers, supplier programs also subsidize the PSIA-AASI *Accessories Catalog*, which provides additional opportunities and access for members. Active membership in PSIA-AASI is recognized as *the* industry standard for prequalification for pro purchase opportunities.

And then there is all the stuff you can't see.

Behind the scenes, PSIA-AASI is working with other national ski and snowboard associations to ensure that its programs continue to set an industry leading example for grassroots efficiency and promoting the growth of the snowsports.

In addition to a strong and successful public relations effort, PSIA-AASI also produces consumer messages through the “Go With a Pro” (GWAP) campaign. GWAP offers simple marketing and messaging tools that can be adapted by divisions and schools to attract more guests to lessons at all levels and to raise the image and value of pro instructors. GWAP is supported through video “Pro Tips” as well as a 60-minute television show that airs nationally on cable sports and resort networks, seen in 41 million households.

PSIA-AASI is a critical component of “Learn to Ski and Snowboard Month,” (LSSM) and takes an active role in this program designed specifically to get more people taking more lessons with pros.

We've got a lot going on at PSIA-AASI, and even more coming down the tracks. It takes money to make it happen, but we believe we can continue to offer the value that makes the investment worthwhile.

So what will the dues increase go towards? In the short term:

- Reinvigorating education programs that had been reduced, cut, or postponed and updating education resources
- Streamlining the consistency of our education and certification programs
- Developing even better online resources, and more

You'll notice a continued improvement in basic member services, as well as the tools and resources that you need to have the independence and flexibility you need to receive this service whenever and wherever you require.

The most important thing to know is that we've got our eye on the ball. We're not just thinking about this year's budget and programs, or next year's, we're looking way down the road. Your Board is doing everything we can to ensure the long-term financial stability of the PSIA-AASI, and your ongoing benefit.

*Editor's Note: While the Eastern Division typically implements a small incremental dues increase each season ranging between \$2 and \$4, the Eastern Division Board of Directors voted to leave divisional dues unchanged for the 2012-13 season. ■*



## Women's Revival

# “C'mon Ladies - treat yourself the way you deserve to be treated”

**E**arly season training starts at your mountain and you're more than ready to get out on snow – bring it on! Christmas week is here before you know it and you are looking forward to your next lesson. Martin Luther King weekend rolls around and you are trying new approaches to each lesson, analyzing your students and their learning styles. Then February vacation week is here and you're booked non-stop. The week seems more like a month. You take a deep breath in the aftermath and realize – wow... that was exhausting. You need a major rejuvenation! Luckily for you – we have just the cure.

Join other female instructors for an all inclusive package at Belleayre Mountain and the Emerson Resort and Spa. One package price includes:

- Exceptional educational clinic with the best female course conductors in the East on Thursday, March 15th and Friday, March 16th at Belleayre Mountain.
- Lodging accommodations at the Emerson Resort on Wednesday and Thursday nights.
- After Thursday's clinic – unwind with a 25 minute back and shoulder massage.
- Relax with a glass of wine in the company of other female instructors taking in the picturesque Catskill Mountains.
- Savor a three course meal at The Phoenix Restaurant.
- Friday morning, start your day off with a full hot breakfast before heading back to Belleayre for the remainder of your clinic.

The perfect ending to the perfect season! Check out the Alpine Event Schedule for details.

The cost for this all inclusive package is only \$335 per person based on double occupancy. ■



straight talk from the association

# 2012 National Team Tryouts

## Adopt an Eastern Team Member

By Mickey Sullivan, Director of Education & Programs

**T**he PSIA and AASI 2012 National Teams will be determined this April 2012. Whether you are directly involved in the tryouts or not, this is a HUGE event for all of our eastern members in every discipline. Our PSIA-E/AASI members that make the National Team will be in a terrific position to share their focus, national and international experience and expertise with you, the member.

You can be a Big Part of The Eastern Team Vision 2012.

**Part of this vision includes,** *"In order for us to deliver the best product possible to our members we must be well represented at the highest educational levels of PSIA and AASI. To achieve our goals it is imperative that our PSIA-E/AASI Education Staff is directly connected to and a part of the PSIA and AASI National Teams. After a successful 2008 national team tryout for the eastern division we are represented with 6 members on the PSIA and AASI National Teams. These members have made a terrific impact on the eastern members and the educational leadership of our division. Our Eastern leadership has a goal of placing 11 members on the 2012 National Teams. We believe that if we all work together and share resources, experience and talent that we can achieve this goal."*

The 2012 National Team selection will be a comprehensive process enabling PSIA-AASI to select the nation's best instructors. The outcome of this process will be a team that embodies three attributes outlined by the Teams Taskforce in 2010:

- Inspirational educators
- Lifelong learners
- Inspirational athletes

### The selection process will be conducted in three (3) stages:

1. Application
  - a. Applicants will submit an electronic application packet to include cover letter, resume, references, introduction video and writing sample.
  - b. Application deadline is December 9, 2011.
3. Application review
  - a. Based on a thorough review of all elements of each candidate's application packet, up to 105 applicants across the four disciplines will be invited to advance to the in-person selection event.
  - b. All applicants will receive communication on or before February 15, 2012 indicating whether they have been invited to the selection event.
3. Selection event
  - a. Candidates will demonstrate and be assessed, in a variety of formats, the attributes of inspirational educator, lifelong learner, and inspirational athlete. Included will be individual, group, indoor, and on-snow situations.

This April 2012 our teams will be attending the PSIA and AASI National Team tryouts. The Alpine, Adaptive and Nordic Team tryouts will be held at Snowbird, Utah on April 22 – 26, 2012. The Snowboard Team and Alpine Freestyle Specialists tryouts will be held at Copper Mountain, Colorado on April 8 – 12, 2012

How would you like to be an important part of supporting our Eastern Team for the 2012 PSIA/AASI National Team tryouts? **Do you have a significant amount of air or travel miles that can be transferred?** In addition to the gratification of supporting the Eastern Team, how would you like to spend a full day on the snow with an Eastern Team member? Well, there may be a way for you to help through our "Adopt an Eastern Team Member" program.

The application and tryout event fees for the entire National Team selection process total up to \$620 per candidate. Our PSIA-E/AASI Eastern Team training fund can provide for lodging and the selection event fees. Eastern Team members will be responsible for their own transportation to Snowbird or Copper Mt. Director of Education Mickey Sullivan says, "This elite team has contributed thousands of hours and made significant sacrifices to reach this point in their careers, and to make the Eastern Team. It would be appropriate and very desirable if these athletes which represent our best skiers, riders and coaches did not have to cover all of their participation and travel expenses associated with attending the 2012 National Team tryouts."

### Here's how you can help:

- PSIA-E/AASI members can use their qualified frequent flyer miles to purchase airline tickets for an Eastern Team member to travel to either Salt Lake City, Utah or Denver, Colorado for either the April team tryouts.
- First, PSIA-E/AASI members must make the commitment to transfer their air miles toward the "Adopt an Eastern Team Member" program.
- Second, PSIA-E/AASI members can request an Eastern Team member to adopt. Selections and Invitations from the National office for the on-snow portion of the tryout will be made on February 15, 2012.
- If the requested member is already adopted, then a team member in need will be assigned. You must be willing to accept an assigned team member with this program.
- Once the adoption is made, the team members will work directly with their new PSIA-E/AASI "parent" to make travel arrangements.

### What does the PSIA-E/AASI "parent" get?

- Tremendous gratification for helping an Eastern Team member with their training.
- An opportunity to develop a relationship with an Eastern Team member.
- Recognition in the Summer 2012 *SnowPro* newsletter.
- One all-day private ski/snowboard lesson during either this season or the 2012/13 season at the eastern team member's home resort; details to be arranged by "parent" and team member.

### How do you adopt an Eastern Team member?

- E-mail Melissa Skinner at [miskinner@psia-e.org](mailto:miskinner@psia-e.org) with your interest and request **ASAP**.
- Although it is not necessary, you may indicate which *potential* Eastern Team member you would like to adopt. Team member adoptions will be on a first-requested basis. ■

## f.y.i.

### Exam Applications

Keep in mind, applications for any on-snow certification exam must include a Snowsports School Director's signature; incomplete applications will not be processed.

## We're Looking for a Few Good Men and Women!

### Alpine DCL Team tryouts in March!

Have you ever thought about being on the PSIA-E Education Staff? The Divisional Clinic Leader (DCL) is an important part of our education staff; the position serves many needs for our members, and gives the team member a great opportunity for professional growth. If you're an Alpine Level III certified instructor, then you may want to consider trying out for the DCL Team. We're looking for a few exceptional men and women who are dedicated and passionate about teaching skiing and coaching ski instructors.

### What is a DCL?

DCL Team members serve a four-year term on the team. During this term you are an important and integral part of the PSIA-E Education Staff.

You are considered by your fellow PSIA-E members and our ski schools to be a highly trained and up-to-date snowsport educator. Our PSIA-E members and our ski schools look to you to provide them with valuable information regarding personal skiing and ski teaching.

The training and understudy experiences, in which DCLs participate, provide a level of comprehensive information that is not readily or inexpensively available elsewhere.

DCLs are able to train with the best snowsports educators and coaches in the country to become better skiers and ski teachers at almost no cost, other than travel and lodging.

The DCL tryout will require advanced skiing skills beyond the basic Level III requirements, with a significant focus on the candidate's Teaching and Presentation skills.

The DCL is not a prerequisite or path to the ETS or Examiner status. However service on the DCL team can serve as an excellent experience and training arena for the Development Team tryout if this is your desire.

### So, why would you want to be a DCL – Alpine Educational Staff member?

- Access to a more advanced and contemporary level of educational training.
- Event understudy opportunities
- Work possibilities at some events.

### Requirements to try out for the Alpine DCL Team are as follows:

- Must be an Alpine Certified Level III member.
- Be actively teaching skiing.
- Submit your application and event fee by the registration deadline
- Submit a resume and two letters of recommendation with your application (one letter should be from your snowsports school director or immediate supervisor)

### The 2012 DCL Tryout information:

Mount Snow, Vermont: March 20-21, 2012 (registration deadline February 29, 2012)

If you have further questions, please contact:  
DCL Head Coach, Rick Metcalf at ram2ski@verizon.net

DCL Assistant Coach, Mike Duricko at semi-online@hotmail.com

or Director of Education & Programs, Mickey Sullivan at: msullivan@psia-e.org ■

## AASI, Adaptive and Alpine (Written) Exams now given Online

The former AASI, Adaptive and Alpine written exams are now on line.\* This new online exam tests the teaching, technical and professional knowledge of a ski or snowboard teacher as the first step to the exam process for Level II and Level III exams.

Note: Nordic exams will continue to be taken as written exams at the on snow exam site. The Nordic written exams may be converted to an on line format for the 2012-13 season.

Members who wish to pursue their Level II or Level III certifications will be required to pass an online Professional Knowledge exam as part of the exam process. The AASI and Alpine online exams consist of 50 randomly selected, multiple-choice and/or True/False questions and will have a time limit of 50 minutes. The Adaptive exam has 20 multiple choice questions per discipline and will allow 20 minutes per test. A candidate will be well prepared for this exam if they are familiar with the information in the appropriate Exam and Study Guide and the required reading listed included in the manual. A candidate will have two opportunities to receive a score of 70% correct or higher to be successful. If the exam candidate fails the on line exam twice, they must wait until the next season to attempt the on line exam again.

To register for this exam, members complete a standard event/exam application. Your Snowsports Director Signature is not required to process this exam registration.\*\* All exam applications including this one must be mailed or faxed to the PSIA-E office. Exam registrations cannot be done on line. Once your application is processed, you will be sent a link via email to take the online exam. The 50 (or 20) minute time limit begins after you accept the terms and conditions on line. Previous alpine members taking the on line exam have not experienced any problems completing the exam in the time frame allowed.

\*Should a member require special arrangements for the exam, or does not have access to take the exam online, arrangements can be made to take the exam by contacting the Albany Office. Contact the Education and Programs Department at 518-452-6095.

\*\* Your Snowsports Director Signature is required to process all other exam registrations. Please refer to the Alpine Exam & Study for further information on exam procedures and qualifications. ■

## Online Event Registration Ready and Available!

You asked for it. You asked for it again. And finally we can say it's HERE – online registration for Eastern Division events is NOW AVAILABLE!

To register online, go to our division website at [www.psia-e.org](http://www.psia-e.org). There you will find a "Register Online" button on the home page that goes directly to the sortable event schedule page. You can filter events based on event name, location, discipline, level, and more! Once you choose an event, click where it says: Click here to register online!

In the process, you will need to log in at the national site. There are directions on that page, if you need assistance with logging in. From there, it walks you through the steps of registration, and when you are done, you will get 2 confirmation e-mails automatically from the system. You will later get an e-mail from the Eastern Division office with your registration details and more specific information.

Please note: Online registration is available for members only. Some sessions ( exams, riding retakes, etc.) need to be processed through the office, and will not available for online registration.

We encourage you to take advantage of this new and convenient event registration service! ■



# Rocker Revolution

By Eric Lipton

PSIA-E Alpine Examiner

PSIA Alpine National Team

Shaped skis gripped the market 15 years ago. Even the holdouts made the switch nearly 10 years ago. Today, almost everyone is skiing some version of shaped skis. (I say almost because there are still traditionalists among us...and you know who you are!) Overall, most of us don't even refer to our planks as shaped skis anymore...there just skis. Yet, a select few are still caught blurting out lines like:

"I'm still trying to get used to these parabolic skis." Or

"Everything's different now with these new skis." Or my favorite,

"I've been trying my whole life to ski with my feet together, and now they want me to spread 'em apart."

Today, shaped skis are old hat, and Rocker technology is the prodigal son of ski design, staking its claim of industry ski sales. Just as shaped skis brought us a variety of lengths, dimensions and sidecuts, rocker has its own set of variables – tip rocker, full rocker (tip & tail), early rise, reverse camber, mustache, etc. Although each of these ski designs are indeed different from the others, there are similarities in how they behave.

## AGILITY AND STABILITY

This technology is not solely for powder skiing. Many eastern skiers who spend their days cruising groomers are realizing its benefits too. Rocker technology affords a skier the agility of a short ski, and the stability of a long ski, all in one. Pivoting a ski with rocker requires less strength and energy, and the lighter "swing weight" makes it feel quick and agile - like a short ski. However, when the ski is tipped on edge and pressured, the entire running length is engaged, giving it a feeling of stability – like a long ski. For these reasons, as a general rule consider moving up 5-7cm longer than your traditional-cambered skis, if investing in a pair with Rocker.

## SKILLS CONCEPT HOLDS TRUE

Balance, Edge-Control, Rotary, and Pressure-Control (BERP) are still the skills that we call upon to snake our way down the slope, regardless of our tool of choice; just as they have been since PSIA gave the world the Skills Concept in the mid 70's. We blend those skills appropriately depending on the ski design and what we want to accomplish. The duration, intensity, rate, and timing of our movements is constantly adjusted to get the desired result. In a sentence, it's not WHAT skills we use, it's HOW we apply them, regardless of our ski of choice.

For advanced skiers, the ease of steering that rocker technology delivers can be very useful when navigating tight tree lines, skiing moguls, or short turns. Compared to traditional-cambered shaped skis which are made to carve, beginners can benefit from rocker because the skis are made to pivot/twist, assisting the teaching pro in developing the student's speed control and rotary skill.

## BASIC HOW-TO'S

### Long Radius Timing

Wider rockered ski designs are typically not built with a specific turn radius in mind, as carving skis are. If a turn radius in meters is even stamped somewhere on the ski, it's likely a much longer radius than what you are used to. As a result, the skis won't hook and redirect as quickly as their traditional counterparts, so moving your body to the inside of the turn too soon will get you in trouble.

- Instead, apply the timing movements of long radius turns. Experiment with keeping the center of mass vertically over the skis until after the skis are redirected.

## Involve the CofM in Edge-Control Movements

Unlike skinnier, carving skis that prefer edge engagement, the slightly wider, rockered skis prefer edge release. In some skis that are 100 + mm at the mid-body, the skis may be wider than your boot, which urges the ski to flatten. Tipping of the feet and lower legs alone, may not be enough to accurately and precisely control edge angle.

- Moving the center of mass to support the tipping of the feet and lower legs will enhance edge-control movements, keeping the skis on edge when you want them to be, and helping you maintain balance when it's time to flatten and redirect.

## Stay Centered

Keep your balance centered over the whole foot. Rockered skis require less fore/aft adjustment than traditional camber boards.

- Skiing with your boots unbuckled as an exercise will help drive this point home.

## Redistribute Gradually

Continue to direct pressure to the outside ski, but gradually.

- Instead of weight shift, think "weight redistribution." Instead of "tip and rip," think "guide and steer."

## Steer Progressively

Apply consistent steering movements throughout the arc to create round turn shapes. (C's not Z's).

- Can you spray snow consistently throughout the whole turn, instead of just after the fall line?

Today, we can see how shaped skis have enhanced the sport, most notably allowing skiers to feel the exhilaration of pure carving. We don't yet know the ultimate effect Rocker technology will have on our industry, but it has become so ubiquitous, it can be found in skis (and snowboards) from nearly every manufacturer, and some ski makers use the technology in every model! As a result, snowsports students are showing up to schools with rockered equipment, and expecting professional ski instructors to teach them how to shred on these new sticks. If your first lesson this season shows up on rockered skis, will you know what to do? You will now.

For a detailed review of the different specifications of Rocker Technology in today's equipment, and snow conditions, check out Mike Porter's article in the Fall Edition of 32 Degrees. ■

f.y.i.

## Online Exams – for AASI & Adaptive

The online exam option is available for Alpine, AASI, and Adaptive members this season. These online exams are available 24/7 from August 15 to April 15. No Snowsports Directors Signature is required so you may register on line if you wish.

The cost to take the online exam is only \$10. An appropriate price adjustment has been made to the on snow portion of the exam so that the overall exam cost remains approximately the same as last season. Register early and complete this step in the certification process before the season gets in full swing. After your application has been processed, you will receive a separate email with a link to your exam. Save the link until you are ready to take the exam. Just remember you only have two exam attempts per season so study up before taking these exams. ■

## Eastern Team Vision 2012

By Mickey Sullivan, Director of Education & Programs

**A**s snowsport instructors we can make a positive difference with those that we touch and far beyond. It is our responsibility to deliver the best snowsport instruction educational events possible along with a fair exam system that maintains the PSIA/AASI national standard that is highly regarded throughout the snowsports world. We must do our best to deliver high quality events that reflect the fun and excitement that snowsports are all about.

In order for us to deliver the best product possible to our members we must be well represented at the highest educational levels of PSIA and AASI. To achieve our goals it is imperative that our PSIA-E/AASI Education Staff is directly connected to and a part of the PSIA and AASI National Teams. After a successful 2008 national team tryout for the eastern division we are represented with 6 members on the PSIA and AASI National Teams. These members have made a terrific impact on the eastern members and the educational leadership of our division.

Our Eastern leadership has a goal of placing 11 members on the 2012 National Teams. We believe that if we all work together and share resources, experience and talent that we can achieve this goal.

Working towards and achieving this goal will bring great value to our Eastern Education Staff and to our members. As we embrace, plan, train and strive for this goal the entire PSIA-E/AASI organization will be positively affected. Obviously those that are on the Eastern Team will benefit. And, as this elite group trains and shares their experience with the balance of our Ed staff, they too will benefit. This training, information and enthusiasm will be shared with our members at every event and at every level. As our goals are realized in 2012 there will be a greater number of PSIA/AASI National Team members in the east to work with our Eastern Ed staff and our membership.

This is truly a goal that is worthy of all of us. PSIA-E/AASI is capable of achieving this goal and deserves the fruits of realizing this vision. So, whether you strive to be a part of the Eastern Team or part of the support team, I hope that you will be encouraged to embrace this exciting goal. ■

## In Memoriam

**Harold Benjamin Plummer** of Upper Marlboro, Maryland, age 70, passed away on August 24, 2011, peacefully at home after a courageous battle with cancer. He was born and raised in the greater Washington D.C. area, and received all of his education in that area. He was extremely proud of that fact and accomplishment. He married Frances L. Miller in 1962. They have one son, Keith.

Harold began his professional teaching career in health and physical education in 1964. He was a teacher and coach of multiple disciplines within the DC Public School System. He retired in 2005 after 41 years, but he was much more than a teacher and a coach. He was often the mentor for fatherless children, and he was always the source of caring and discipline for his peers and students alike. He loved the DCIAA (District of Columbia Interscholastic Athletic Association), and he supported it enthusiastically until his death.

It was this love of the DCIAA that spawned the birth of the DC Public Schools Ski Program which he conceived, created, coordinated, and directed until his death. This learn to ski program brought literally tens of thousands of inner city youths to the mountains of Pennsylvania where they learned to ski with skill and confidence while enjoying the total mountain experience. Because of this program and its contribution to skiing, Harold was recognized and received the "Benji Award." This prestigious award is given yearly by PSIA-E to a Level I ski instructor, "For conveying the true spirit of skiing to all those whose life you touch. You have shown us all that true sportsmanship, patience, humility, and humanity can be a way of life." Those words most accurately describe the man and friend we at the Liberty Mountain Resort Ski School all knew and loved. He will be missed, and a brass plaque, in his honor, will be displayed at our mountain so that he may never be forgotten.

**Richard Zicari**, 75, died on August 17, 2011. Richard was an Alpine Level 2 member that skied and taught out of Bristol Mountain near Rochester, NY.

**Adelia Kraus**, 59, died at her home on April 11, 2011. "D" grew up in Canton, CT and began her career as a ski instructor in the Connecticut area. She moved to Vermont where she was both a ski instructor and an assistant director of the Suicide Six Ski School for many years. ■

## Board approves new PSIA-AASI Eastern Event Participation Safety Policy

**A**t the October 16 meeting of the PSIA-AASI Eastern Division Board of Directors the following new policy was approved for implementation this season.

*Skiing and riding is an athletic and physically demanding activity. It is the expectation of PSIA-E that each member attending an event or exam shall possess the requisite level of fitness and stamina to participate safely, on all appropriate terrain and at a pace consistent with other members of the group. As such, PSIA-E reserves the right to have education staff reassign members in any event that may pose a risk to themselves or others or consistently impede the progress of the group to another, more skill and fitness-appropriate event. In such a situation an appropriate event will be recommended and the member may be transferred to that event at no charge (other than any difference in event costs) or a full refund of the originally registered event will be provided. ■*



PSIA-E/AASI
2011-2012
Event Application



OFFICE USE ONLY

Date Rec'd \_\_\_\_\_ Event\$ \_\_\_\_\_
Batch Num \_\_\_\_\_ Other \_\_\_\_\_
Event Num \_\_\_\_\_ Total\$ \_\_\_\_\_

Please print and fill out all sections. One event per form. Application with payment must be received by event deadline. Applications not received by event deadline are charged a \$25 non-refundable late processing fee. Online registration is now available! Please go to www.psia-e.org and click the Register Online button.

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

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

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

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

NAME: \_\_\_\_\_ Male / Female
Last First Nickname (for your name tag) Circle one

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

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

EVENT #: \_\_\_\_\_ E-mail address: \_\_\_\_\_

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

AMOUNT: \$ \_\_\_\_\_ PAYING BY: \_\_\_\_\_ CHECK #: \_\_\_\_\_ or \_\_\_\_\_ Charge

Exp. Date: \_\_\_\_\_ Signed \_\_\_\_\_

OFFICE USE ONLY
Date Proc \_\_\_\_\_
Auth # \_\_\_\_\_
Initials \_\_\_\_\_

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

All applicants must sign the following Release Form:

I hereby release PSIA-E, PSIA-E/EF, AASI, the host area, and agents and employees of each from liability for any and all injuries of whatever nature arising during, or in connection with the indicated event. I accept the Event Participant Safety Policy as stated on the official PSIA-E/AASI event schedule, and online at www.psia-e.org/safety.

Signature \_\_\_\_\_ Date \_\_\_\_\_

If applying for any certification level, your Ski/Snowboard School Director must sign:

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

Director's Signature \_\_\_\_\_ Snowsports School \_\_\_\_\_

ADMINISTRATIVE CHARGES FOR NO-SHOWS, CANCELLATIONS AND RETURNED CHECKS

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

During the week prior to original event (notice no later than 4:30 PM on last business day before event).....40 % of fee

NOTE: Transfers to another event must be before the three week deadline of that event.

NO-SHOWS: Regardless of reason..... 75% of fee

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

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

RETURNED CHECKS/DECLINED CHARGES: Checks returned for insufficient funds will not be redeposited. Registrant's application will be voided unless such checks or charges are replaced by certified check, money order or cash prior to the event. For returned checks, this must include a processing charge of \$25.00.

# Volunteers and Value

By Laurence Gratton, CAE, PSIA-AASI Deputy Executive Director

Everyone has their own story of why they joined PSIA-AASI. Some saw it as THE place to be (sort of the coolest club to be a member of), others joined because they were urged by their employer on the hill, and others simply saw the pro deals and services as a great way to get gear at the right price. Either way, most see the training and certification as a way to grow their skills and develop their snowsports career.

No matter what the reason, some 31,000 members (and growing) signed on and are sharing the camaraderie, opportunities, and benefits of this great organization, and will for many years to come.

Few of us stop and think about what goes on behind the scenes. How is it that the events and education materials are always ready for us and the deals always done before we get online to scope out those pro offers? What goes into creating the opportunity to share our experiences through The PSIA-AASI Community; *32 Degrees*, manuals, or newsletters; producing video resources; or setting up a Level II exam? And how is it that there's a friendly voice at the other end of the phone every time you call to ask a question, register a complaint . . . or pass along a word of appreciation?

PSIA was started by a small group of dedicated volunteers some 50 years ago, and over the years—as the association grew into PSIA-AASI—the faces have changed but the story has not. PSIA-AASI is still a volunteer-run organization, divisionally and nationally. These volunteers are people just like you, who want to give back to the association and ensure your voice is heard.

Sure, there are some paid staff that supports the volunteers, and it is the many, many hours of dedication and effort from the volunteers that make the association strong. The staff does the grunt work, ensuring follow-through on the policies and procedures enacted by the boards and committees as well as compliance with legal and regulatory requirements, so we are all covered and acting within the best interests of the sports we teach and the association to which we all belong.

Thousands of hours every year are dedicated to organizing, running, and recording the events and activities we enjoy and don't give a second thought to; we just accept that the clinics will come off without a hitch, the website is there, the phones will be answered, and the products we ordered will make their way to us.

As you head into the 2011–12 snowsports season, preparing yourself to offer the best lessons you can personally deliver; know that your association has also been hard at work—both in the short term and over the long haul. In the past few years, PSIA-AASI has given back more to snowsports than ever before, through a variety of valuable programs, campaigns, activities, and resources. To name just a few, here are some of the things volunteers and paid staff have committed themselves to:

- Enabling you to be the best you can by offering clinics to improve your skiing, riding, or teaching
- Pushing you to the top, by providing exams to validate your level of professional knowledge
- Promoting the value of you as a professional instructor through the *Go With the Pro* television program and teaching tips, reaching hundreds of millions of guests
- Ensuring the PSIA-AASI shields are recognized across the country and around the world, so you can proudly display your accomplishments.
- Establishing and scheduling PSIA-AASI national teams, clinicians, and examiners, who act as leaders and innovators in the field and provide top-notch training for all levels of membership, again, all designed to bring you to the top and help you stay there as you work through this career.

As you would expect, this growth and expansion of benefits takes its toll on volunteers, staff, and the organization. In an ever-challenging world, we have all experienced the effects of inflation and a drop in the world economy. PSIA-AASI has too.


The ability to provide valuable services and support your professional development is part of that “long-haul” vision for the future of PSIA-AASI, and by now you've probably heard that a small dues increase is coming down the pike in 2012–13 to make that possible. Running an association like ours is a business, and business decisions have consequences. So when the PSIA-AASI Board of Directors—your elected officials—reviewed the long-term viability and strategies for meeting member needs, it decided to act responsibly upon fiduciary challenges facing the association. PSIA-AASI maintained the high standards it has established over the past 50 years—and through every tough turn it tightened its belt, reducing staff and cutting costs to a point where there is nothing left to reduce without reducing services.

The PSIA-AASI Board of Directors has decided that the association will not reduce services—that the reputation, services, products, and activities of this great association will not be diminished. Member services and resources will grow in quality as well as number, all with a member-driven purpose of making sure PSIA-AASI is the first place members come for information about snow sports, teaching, and the industry.

Next year, for the price of a couple of extra gallons of gas or a cups of coffee, PSIA-AASI members will be helping the association continue to stand proud, support the ongoing availability of services and products, and assure that volunteer leadership can and will continue to represent your best interests at the national and divisional levels.

I urge you all to stand behind the board of directors, which every year takes your needs and concerns into account to ensure you are served well by the association to which you've devoted your considerable talents, passion, and energy. Your volunteers make the tough (and, yes, the many pleasant) decisions to keep the stoke happening and wheels turning at PSIA-AASI.

It is not by accident that this is the greatest association in snowsports—and the next time you see a board member, offer thanks for keeping PSIA-AASI alive and the value high. ■



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**2011-2012 PSIA-E/AASI - NEW MEMBER APPLICATION**

Mail or fax to: PSIA-E/AASI, 1-A Lincoln Ave, Albany, NY 12205-4907

**Fax# (518) 452-6099**

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



Rev. 10/18/2011 N

**As a Registered Member of PSIA-E/AASI**, you will become a member of the American Snowsports Education Association (ASEA), the largest organization of professional snowsports instructors in America. PSIA and AASI operate under the umbrella of ASEA. You will receive welcome information via e-mail and mail, including an introduction to the association, an explanation of your benefits as a member, and you will have immediate access to the national website, [www.thesnowpros.org](http://www.thesnowpros.org) and the division website, [www.psia-e.org](http://www.psia-e.org).

**ALL NEW MEMBERS MUST READ AND SIGN THE FOLLOWING:**

As a new member of PSIA/AASI National and Eastern Division, I agree to be bound by all PSIA-E/AASI bylaws, policies and educational requirements. Continuing education updates (two days of clinic) are required every 2 seasons for most certified members. **I am aware that the “membership year” runs from July 1, 2011 - June 30, 2012 (or June 30, 2013 if joining on or after February 15, 2012) and that dues are non-refundable.**

If a full-time student, age 16-23, I may pay the discounted dues of \$86.00 and verify that status with this signature.

Applicant's  
Signature \_\_\_\_\_

Date \_\_\_\_\_

Member Sponsor \_\_\_\_\_ Sponsor Member #: \_\_\_\_\_

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

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

**Please check all that apply - areas of interest:**

Alpine  Snowboard  Adaptive  Telemark  Cross Country  Children's  Racing  Adapt. Snowboard

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

1 – ME, NH  2 – VT  3 – MA, CT, RI  4 – PA, NJ  
 5 – Western NY  6 – Eastern NY  7 – DE, MD, VA, WV, NC, SC, GA, FL, DC

**YOUR DATE OF BIRTH:** \_\_\_\_/\_\_\_\_/\_\_\_\_

Male / Female  
Circle one

**NAME:** \_\_\_\_\_  
Last First Middle Initial Nickname (for your name tag, if different)

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

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

**E-MAIL:** \_\_\_\_\_ **CELL PHONE:** (\_\_\_\_) \_\_\_\_\_

**SNOWSPORTS SCHOOL NAME:** \_\_\_\_\_

**TOTAL NATIONAL & DIVISION DUES AMOUNT INCLUDED:** **\$ 116.00**  
 **TOTAL STUDENT NATIONAL & DIVISION DUES AMOUNT INCLUDED:** **\$ 86.00**

**OFFICE USE ONLY**

Date Proc. \_\_\_\_\_ Initials \_\_\_\_\_  
 Ck/CC Num \_\_\_\_\_  
 Batch Num \_\_\_\_\_  
 Mem Num \_\_\_\_\_

**PAYING BY:**  CHECK #: \_\_\_\_\_ **OR** charge: MasterCard  or Visa

\_\_\_\_\_  
 Exp. Date: \_\_\_\_\_ Signed \_\_\_\_\_

**APPLYING AS A NEW MEMBER, YOUR SNOWSPORTS SCHOOL DIRECTOR MUST COMPLETE THE FOLLOWING:**

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

If applying as a full-time student age 16-23, I attest to his/her student status.

**Director's Signature** \_\_\_\_\_ **Name of School** \_\_\_\_\_

## Around the Regions



### Region 2 (VT)

**Steve O'Connor – Regional Director**

**Curt Cowles – Regional Representative**

Hello everyone from Region Two! Hope you fared well from Tropical Storm Irene. And if you did not, then I hope life is starting to be normal again.

Some news from around the Region:

Bromley Mountain Resort has added a brand new 3000sqft “Kids Center” and gave the “learning area a top to bottom makeover” for it’s 75th year celebration, almost \$1 million in improvements. Also a new black diamond gladed trail named “Orion”. Keep an eye out for Burleigh Sunflower on a powder day!

Stowe Mountain Resort has upgraded its most popular lift, The Four Runner Chairlift. Now a high-speed detachable quad, it will whisk you to the top in no time. Make sure you keep your goggles down!

Jay Peak Resorts’ \$120 million upgrade now includes the “pump house water park”! The water park includes a waterslide, a standing-wave ride called the “Double Barrel Flow Rider”(surfs up), and a fifty-seat bar. Make sure you bring your bathing suit when you visit!

Mount Snows big news this season is the installation of the first six-passenger high speed detachable lift with a pull down bubble for protection from inclement weather. It will be called the “Bluebird Express” and is the first of its kind in America.

Okemo Mountain Resort continues to add to its summertime activities such as a new 18 hole mini golf course and four station bungee attraction but also worked on upgrading winter facilities. Winter improvements include upgrading its snowmaking system with new piping, and HKD guns. Congratulations goes out to Kyle Steinmetz who accepted the Directors job at sister mountain, Mount Sunapee in New Hampshire. Good luck Kyle!

Killington Resort is recovering from Irene in fine fashion! The new “Umbrella Bar” is replacing the “Superstar Pub” destroyed by floods from Tropical Storm Irene. Progress is being made to replace the “Peak Lodge” atop K-1 Gondola with a lodge to open next season 2012-2013. Snowmaking improvements have been made and four new Prinoth Snow Groomers have been added to the fleet.

Steve and I are still hopeful on having an early season Region 2 meeting/ski day. As Fall creeps closer to Winter, we will let you know date and location of this event.

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

**David Welch Region 3 Director Reports:** With the skiing and riding season upon us everyone is hoping that we have a repeat of the great conditions that we all shared throughout last season here in Region 3. The event schedule is full of opportunities close to home so sign up soon for some of the best of what the PSIA-AASI Eastern Division has to offer right in your back yard!

The Region 3 membership meeting will be held in two locations this season. The first meeting will be held at Mount Southington Ski Area on Sunday January 8th. The meeting will begin at 4:00 PM but letters of introduction for PSIA-AASI members will be honored that day so those attending the meeting can enjoy

some skiing and riding during the day, Thanks Mount Southington! The second meeting will be held a little later in the season, the date, time and location will be announced very soon so keep an eye out for that information. Dave Beckwith your Regional Representative and I are looking forward to meeting you at these meetings so please try to attend.

As always your comments, questions and concerns are welcome. Please feel free to contact me at [dbwelch317@att.net](mailto:dbwelch317@att.net) or Dave Beckwith at [davelee26@sbcglobal.net](mailto:davelee26@sbcglobal.net).

Hope to see you soon!

### Region 4 (NJ, PA)

**Eric Jordan, Region 4 Director**

Colder weather is upon us and winter is right around the corner. I’m sure I am not the only that has all my gear ready to go in the hopes of making some early season turns up north!

Hopefully you have all checked out the event schedule already and seen the amazing variety of events being offered for this season! Speaking of events, we will once again be holding two regional meetings this season. Both events will be held in conjunction with ongoing educational events. We have found that this seems to make it more convenient for everyone to attend. I would strongly urge everyone to attend at least one of the meetings. These meetings will give you an update on what is new with your organization both within the division and nationally. Most importantly, it gives you a great opportunity to express your feelings on the direction of the organization and allows you to get answers to any questions you may have. Meeting dates and locations have not been confirmed yet, but please check back here in the next issue to get all the details!

I would encourage everyone to check out both the Divisional and National web sites since they serve as great resources. Also, do not forget that you can now register for educational events on-line at [www.thesnowpros.org](http://www.thesnowpros.org). Simply follow the links on the main page and once you sign up and pay for the event of your choice, you will instantly get an e-mail confirming that you are registered!

That’s all for now, I look forward to seeing everyone on the hill this season!

### Region 5 (Western NY State)

**Steve Howie, Regional Director Reports:** As the Resorts ramp up for the coming season, Snowsports School focus on their hiring and training needs to better service our guests. With limited time and a fairly large number of staff to train at your school, you may be looking for more. Take a couple of days off and attend an early season event to jump start your teaching mode. If you have not checked out the event schedule already, check out the variety of events being offered for this season. There should be something for everyone right here in Region 5. I know the more training events that I participate in, the more I realize I still have much to learn. That said; each year I have more fun and it becomes easier to adapt lesson content to the needs of the individuals I work with. As usual this time of year I would like to remind everyone that you are not only the best ambassadors for PSIA-E/AASI, but for Snowsports Instruction in general. Take advantage of the event opportunities in the region and share your experience with new instructors; and hopefully encourage them become members.

Speaking of events, we will be holding our regional meeting on Thursday February 9th, 2012 at Bristol Mountain Winter Resort in conjunction with the AASI and PSIA events already scheduled. The Meeting will be at noon in the Children’s Learning Center. Come and enjoy a day of Skiing and Riding before and/or after the meeting. If you cannot attend, Dick and I hope to be at most of

the resorts in the region before the end of the season. If we still do not connect, please feel free contact us or any of the other committee representatives from Region 5 listed below.

See you on snow.  
Steve

**Region 5 BOD and Committee Members:**

Steve Howie - Region Director;  
showie1@rochester.rr.com  
Dick Fox - Region Representative, PSIA-E VP;  
dfox@wmf-inc.com  
Debbie Goslin - SSMC Chairperson;  
debbieGos@aol.com  
Wendy Frank - SSMC Representative;  
wendy.frank@holimont.com  
Rick Downing - AE&CC;  
rdown@frontiernet.net  
Lee Dame – Children’s Committee  
leedame@rochester.rr.com  
Pat Goode – AASI Steering Committee  
Pat.goode@xerox.com

**Region 7 (States south of Region 4)**

As I write this the wind is howling and the leaves are blowing off the trees. As sad as this is to think that the warm weather is gone it is even more exciting to know that the cold weather is fast approaching. Friends that do not ski or ride just don’t understand the excitement that this change brings those of us who work on the snow.

The schedule of events is on line and in the *SnowPro*. Take some time to look through the events schedule and find something, hopefully in Region 7, that meets your needs or desires. If you are an AASI member pay particular attention to an AASI Level 2 Exam being offered at Timberline Resort in late February. Sign up early so we can be sure to keep this event on the schedule. It has been a long time since Region 7 has hosted an AASI Level 2 Exam. We must have at least enough participants for 3 groups to have it take place. Talk it up among your fellow instructors and start training for it early. For everyone, reduce your costs and time away from work and home by taking events in Region 7.

Walter and I are very interested in increasing the number of members in PSIA/AASI. Please contact either of us if you feel we can do something to help your staff with recruiting members. I know we are all busy during our seasons, but if an email, phone call or maybe a day visit to your resort would help with convincing some of your staff of the value of our organization then both Walter and I are interested in helping. This really is a great organization to be a part of.

I hope you all have a smooth start to your season and have all the lessons you can handle. Even when we are not teaching, we can all still be on the snow.

Paul Crenshaw, [pcrenshaw@massresort.com](mailto:pcrenshaw@massresort.com)  
Walter Jaeger, [wjaeger1@mac.com](mailto:wjaeger1@mac.com)

No reports from Regions 1, 6 ■

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# Absolutely AASI



## Ride and Slide; the season is here.

By Ted Fleischer, AASI Advisor

**O**n the National Scene there is currently an active group from across the country working on creating a national database of exam questions so that all divisions will have on line testing capabilities for the written portions of the certification exams. This season the eastern division will have its AASI Level II and Level III written exams on line and ready to go. Any AASI member planning to take the Level II or III exams can easily register for the on line exams. The cost is only \$10 for 2 exam attempts. In addition the cost of the 3 day on snow exam has been reduced by \$10 so that the overall exam cost stays the same as last year.

We have received event requests back from nearly all resorts and our schedule is now posted

online. This will be the first season, in my memory, that we offer three LII exams. The southernmost exam will be held at Timberline WV and the "End of Season" exam will be at Sunday River ME. There will also be an early season exam in January at Mt. Snow VT.

**Droppin' In Clinics** - This program will continue, so please spread the word in your region. This is a great program to introduce snowboard instructors at your resort to AASI and some good riding and teaching skills. Your school directors can get more information on this program on the SSD section of the PSIA-E / AASI website or by calling the office.

**Eastern Team Progress** - The Team has been training under coach Tom Vickery. Members of

the Team recently took advantage of the excellent training facilities at the Lake Placid Olympic Jumping Complex. They practiced tricks off the ramp into the pool and also worked on new tricks and air awareness on the trampolines. Former National Team member KC Gandee offered his experience and assisted Vickery in coaching at this venue. Additionally, resident US Aerialist scouting coach, Joe Davis, was on hand to provide coaching on the tramps and aid in further development of awareness in the air. Eastern Team members are preparing for the National Snowboard Team tryouts to be held at Copper Mountain, Colorado in early April. ■

## f.y.i.

### New title for Alpine FreeRide

The Specialty event "Park Skills" has been re-named to "FreeRide Clinic" to better reflect the course content and material covered. This course offers an introduction to the skills required to enjoy the terrain parks and half pipe (when available) at the chosen ski area. Basic skills will be taught and basic maneuvers will be attempted and performed. This course will also cover basic teaching skills for instructing students in the park & pipe. Participants will be riding park features according to the experience and ability level of the group. If there is more than one group, groups will be divided according to experience level. Helmets are recommended. ■

## Attention AASI members!

Big Boulder will be closed to the general public for the Level I Exam (event #500) and the Skills for Riding Park and Rails (event #501) they are hosting on Tuesday-Wednesday, January 17-18. This means that you and your group will have the slopes to yourselves for your exam or event. The benefit to this is less crowds and less time waiting for lifts and in the park, which means more time to ride! Food will be available for purchase during these events as well. The deadline for these events is Wednesday, December 28th. ■

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**National manuals will no longer be sold by the Eastern office, except for our current inventory. All National manuals can be ordered from the National office ([www.thesnowpros.org](http://www.thesnowpros.org)). As Eastern stocks are depleted, they will be removed from this form. The most recent version will be available at our website: [www.psia-e.org](http://www.psia-e.org).**

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All exam guides (and recent change history) are available FREE at [www.psia-e.org](http://www.psia-e.org).

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# Adaptive Snowboard Education and Certification 2011

By Kathy Chandler  
Adaptive Advisor

Adaptive snowboarding is in a growth period throughout the country and we in the east are working hard to be a leader in the development of the certification standards. Together with the other divisions across the country we have established some National Standards for certification, which we will be evaluating this year for competency and accuracy. This is a National initiative that we in the east are working to implement and endorse.

In an effort to give anyone interested in the development of adaptive snowboarding we have two educational events planned this year.

December 20 – 21 - Exploring Adaptive Snowboard Techniques I at Catamount

February 11 – 12 Exploring Adaptive Snowboard Techniques II at Windham Mt

These both will cover certification requirements and adaptive methodologies being used here and across the country. It is a good time for anyone interested in becoming certified this year or in the future to ride with others with similar interest. We will explore the different techniques being used to assist a visually impaired or developmentally challenged rider, tether bi-ski, use outriggers for balance and develop methods for evaluating and setting up each rider for success. Of course there will be time for developing personal riding skills and understanding the standards expected for certification. These events are for individuals in programs that have ongoing adaptive snowboard lessons as well as programs that may not have, but are interested in pursuing. As with all education and certification opportunities we are happy to work with you to design a program at your mountain that includes adaptive snowboarding. For that you can call Candace Charles at the PSIA-E Office.

We will have two opportunities for Level I certification and one for Level II this year.

January 21-22 Level I, Stand-up, Outrigger and Sit-down at Waterville Valley

January 28-29 Level I Stand-up, Outrigger and Sit-down at Jiminy Peak

January 28-29 Level II Stand-up and Outrigger at Jiminy Peak

In our effort to grow adaptive snowboarding, we are hoping to get enough candidates to hold all of these exams and increase the number of certified snowboard instructors we have in the east. If you have any question about your skills and experience and want to discuss the possibility of attending one of these exams, please don't hesitate to email me (kchandler@watervilleadaptive.org) or any other Adaptive Education staff member.

We will be working with AASI examiners to align our standards with theirs and to be sure that all riders going for certification have the same standards. So in our development of adaptive snowboarding we are aligned with both entities; the national adaptive standards and the AASI standards. Please join us in the journey. It is an exciting time in the development of adaptive snowboarding. ■

## Developing our Team for Adaptive

By Kathy Chandler  
Adaptive Advisor

The Adaptive Board of Examiners (ABOE) has been busy this summer and fall, improving the programs for the adaptive sector. We are working hard to develop ongoing educational events that support our growth. The Adaptive Development Team is the first step onto the Board of Examiners and one that is imperative on our developing new leaders in this field. In the latest Ability magazine, one of the articles by Betsy Valnes discussed Change. She quoted a blogger Stacey Milbern, "Leaders of the disability rights movement seem to want to stay in one wave. But the needs of people with disabilities have changed and if we want to stay relevant, our vision and understanding of change must evolve." It just hit home for me to know that others also believe that change is always happening and how we need to keep moving with the new waves. Our leaders need to be cognizant of the changing needs of the community and we

need to continue to grow the number of new leaders who are current with all those changes. We are looking for YOU.

### Development Team

On February 12-13 we will be doing an Adaptive Development Team Exam Prep course to educate more people on the requirements for becoming an adaptive examiner. Anyone who is currently Level III Adaptive and Level II or II Alpine or AASI is welcome to join us. We will go through the process, with time for skiing tasks and teaching scenarios, so everyone will leave knowing what to expect at the Development Team Tryout on March 18th at Windham. This is an exciting time to join this team of leaders as we develop programs to meet the needs of our ever moving waves of change.

### Written Exams

The Adaptive Board of Examiners (ABOE) have re-done all of the written exams. The Level I exam will be done during the exam process. It is a closed book exam. Each group will have time to discuss the answers together, so everyone understands the concepts and correct answers. This year we will be doing the Level II and III written exams on line. There will be an exam for each module and that exam must be taken before a candidate can pass that module. There is an annual fee of \$10 to take the on line exam(s), so all of the exams could be taken in one year or just those that are needed for completion of the modules.

### Adaptive Nordic

Mickey Stone, the PSIA Nordic Coordinator and Eileen Carey, the Adaptive Programs Coordinator for NENSA (New England Nordic Ski Association) have been working together to build the Nordic educational, recreational and competitive opportunities for people with disabilities. We are currently updating the Nordic Instructor Manual for publication and there will be a number of adaptive clinics for instructors. Instructors can sign up with PSIA or NENSA, so there will be some crossover of experience levels participating in the clinics. Adaptive Nordic skiers can participate in the many recreational, youth and competitive events going on this season. This partnership will broaden the opportunities for those interested in Adaptive Nordic.

### Consult Days

Each year we are building the number of Mountains and Adaptive Programs that we visit to help with educating their instructors. If you have a number of people who need to do an update or people who would have an interest in becoming members of PSIA, we can come to you for a specialized event that works for your program. All participating PSIA members will receive continuing education credit. It

might be an early season indoor clinic, an on snow specialized clinic of your choice, an update clinic, a Level I exam or a snowboard event. We want to work with you and help to educate your staff. If you can not get enough people to participate from your home mountain, we can open it up to mountains nearby with interested people. You can call the PSIA-E Office to schedule a time that will work for you and we will do our best to accommodate your needs.

There is a lot going on and we want you to get on the wave with adaptive. Call the PSIA-E office or an Adaptive Education Staff member for more information. ■



## National Children's Specialist Accreditation

Open to Level I, Level II or Level III Members pursuing nationally recognized Children's Specialist designation. Candidates are required to complete the appropriate workbook prior to registering for these clinics. Your Snowsports School Director's signature is not required for these courses. Candidate must complete Children's Specialist 1 and be Level II Certified to attend Children's Specialist 2. Children's Zone Events – are not part of Children's Specialist program and may be attended by all members and non-members.

**Kids. Kids. Kids.**



## OPEN INVITATION TO THE PSIA–E Children's Academy 2011 for All Snow Sports and Children's Program Directors & Managers

**A**s leaders in the Snow Sports Industry you already know what percentage of your business comes from students under the age of 16 years. Now you have the opportunity to address this clientele and their families who actually drive them to your resort by connecting with the specialists from the PSIA-E ACE Team (Advanced Children's Educators).

### ENERGY STARS – STRIVING TO ACHIEVE REAL SUCCESS

The theme of the 2011 Children's Academy will focus on Energy...from your own energy to the energy created by movement of our students.

#### Physical Energy

- The conservation of energy through effective movement
- Movement and the use of activities to develop movement
- **Personal Energy** – this is all about you...the instructor
- Fear – for the new instructor fearful of doing something wrong, the new trainer anxious to present a great clinic, fear of performance on new terrain.
- Motivation – motivating yourself...keeping things fresh
- Fitness/ Health – taking care of yourself, staying within your limits, & level of fitness.
- Performance – Exam/ accreditation prep, teaching a new level, working with your supervisor/ trainer.
- **Emotional Energy** – “Emotions in High Def”
- Addressing the emotional needs of your group
- Group Dynamics – shift the perspective from a group lesson to a collection of individuals.
- Connection is the key – starting from the 1st impression and continuing through to the summary of the lesson, emotional understanding and empathy can be the key to success.

The PSIA-E Children's Committee and the ACE Team have worked together to create the 2011 Eastern Children's Academy to be held at Mt Snow on December 5 – 7, 2011. This once a year event is a must attend for each Snow Sports school in the East. Make a point to designate one or more of your staff and one or more of your trainers to attend the premier Children's Education Event of the season...the information gained and distributed to your staff will be worth the expense

Refer to the Early Fall *SnowPro* for a detailed description of the available tracks for the 2011 Eastern Children's Academy. ■

# Creativity vs. Adaptability, or Both?

By Jeffrey W “Jake” Jacobsen  
Children’s Committee Chair  
ACE Team Member

I have been spending a lot of time working on a re-organization of Gunstock’s Adaptive sports program. As I think about the use of the word Adaptive in this context it makes sense to me, equipment and/ or teaching strategies are adapted to the needs of the guest in order to achieve a desired outcome or change in performance. This is exactly what is done when teaching children as compared to teaching adults. You need to adapt your language and/ or descriptions of the tasks and activities. You need to adapt your use of humor to be age appropriate. You have to adapt your thinking in terms of the physiological needs or concerns of your guests meaning whether or not they tell you when they are cold or need to use the restroom so as to avoid uncomfortable situations. You have to adapt your expectations of the physical movements your guests perform based on their age and physical maturity. The list goes on so let me give you an example of what I am talking about.

When discussing directional movements with an adult you might reference the cuff of their boot as if it were a rectangle. You might ask your guest to work toward driving their lower leg out of the boot at the corner of the rectangle and illustrate this by drawing the rectangle on the snow with arrows pointing out of the corners. You may add to the discussion the use of the poles to help drive the feeling of this directional movement a little higher on the body to the center of mass creating earlier edge engagement.

To achieve this movement with a 6 year old you may have to move up the body to the torso. 6 year olds (typically) are still moving from the torso and make large “unibody” movements as opposed to being able to separate the upper and lower body. In addition 6 year olds (typically) lack the ability to flex their ankles directionally or even fore and aft. Therefore, to achieve this movement you might consider giving the children something to hold with two hands such as a baton (1’ piece of bamboo) which they can pretend is Harry Potter’s or Hermione’s magic wand. In pairs, with one child in front of the other, making large turns the child is told to aim their wand right at the center of their partners back to cast an invisibility shield which will protect their friend. By doing so, the child’s torso will be “aiming” downhill toward their partner. After a few runs of this activity you could add the next task of having the child with the wand duck (get small and then tall) to avoid being hit by a spell. This will create some movement which, if they are still aiming their wand at the partner (downhill), will begin creating some directional movements. Using good class handling and mixing this activity up with different teaching styles will keep the boredom level down and hopefully the fun level up!

As you can see, my description of these activities was adapted from one age group to the other in description and expectation of real vs. ideal movements to achieve a similar outcome.

Creativity is a wonderful tool to have when teaching any group of skiers or riders but the ability to “Adapt” your presentation to the group in front of you makes you an incredibly versatile educator. Make yourself aware of current trends in children’s games, movies, literature, etc. to be able to reference things that are meaningful to your groups and be ready and able to adapt to provide quality lessons for all of your students. ■

# Children’s Specialist 1 – Children’s Specialist 2

## Who – What – When – Where – Why – How .... And Timing

### Who:

The Children’s Specialist 1 is open to all Level I and above Certified members as the beginning journey to teaching snowsports to children. Members may apply for Children’s Specialist 2 upon successful completion of Children’s Specialist 1 and after obtaining Level II Certification.

### What:

These are new nationally recognized “Certificate Based” programs that address teaching children specifically. These courses include a written workbook and an online exam to validate the material learned in the workbook. Following is a two day on snow learning based environment that experiences children’s education needs. There is an evaluative component to the on snow portion of the program. Successful completion of the course grants professional recognition to the instructor and industry for their education, experience, and expertise in teaching children snowsports.

### When:

It is required that members complete their Level I Certification first, followed by Children’s Specialist 1. Members could then pursue and pass their Level II Certification and then their Children’s Specialist 2.

### Where:

There are many courses scheduled throughout the season; weekdays, nights, and weekends, in an effort to accommodate most member’s needs. The sortable event schedule on the eastern website at <http://www.psia-e.org/ev/schedule/sort.htm> is a great tool to easily view where and when the Children’s Specialist courses are scheduled.

### Why:

Nationally children’s education in snowsports accounts for 69 % of all of the snowsports school business. In part due to the demand for quality children’s educators, PSIA/AASI has put in place 2 new national certificate programs called Children’s Specialist 1, and Children’s Specialist 2. These are not exams. They are instead certificate based programs. They are evaluative but they are different than your certification exams as the CS programs are highly educational in nature. They are national in scope as the content is the same from division to division and the process is also similar; both have a workbook that must be completed prior to attending the course and both have an on the hill portion that is spread out over two or three days. For the 2012-13 season the Children’s Specialist 1 will be a requirement for Alpine Level II certification.

### How:

Members must complete the associated workbook prior to arriving at the event. These workbooks will take a significant amount of time to complete, so please plan accordingly. The workbooks are available free of charge, 24/7 on the eastern website at <http://www.psia-e.org/ed/kids>.

Once we receive your application for a Children’s Specialist event, you will receive a link to take a short online quiz. Members must score 80% to be successful. There is not a limit to the number of times you may take the quiz; however you must wait a minimum of 24 hours between attempts.

On the day of the event, you will submit your completed workbook to the course conductors for review. Your workbook will be returned at the end of the

event. If you do not have a completed workbook at this time, you will not be eligible to participate in the educational event.

#### Timing and Alpine Certification:

- 2011-2012 Season - The successful completion of Children's Specialist 1 will satisfy the Alpine Level II exam pre-requisite requirement.
- 2012-2013 Season - Children's Specialist 1 will be required for Alpine Level II Certification
- 2013-2014 Season - Children's Specialist 2 will be required for Alpine Level III Certification ■



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## Teach Your Children Well

By Sue Kramer

PSIA-E Examiner

PSIA-E ACE team coach

PSIA-E Alpine team

I've been doing a lot of reflecting on when I first learned how to ski. I was six. Our family took lessons all together, and to be quite honest, once I learned the basics, I was on my own. The message in this short article is just a quick reminder as to what we can give kids when they learn how to ski or ride. When you are feeling worn out because it's late in the day and you haven't had a break yet, remember what you are giving your students. For me, learning to ski was like being given wings. Think about the kind of schedule that kids have these days. There is no time to just be, to go where you want to go. There are restrictions placed on so many activities and choices. Every hour is planned. Clearly we need to relay the message of safety, but kids (and adults too) develop decision-making skills just by knowing how to turn and stop. Can you remember what it was like to first drive a car? To younger kids, knowing how to turn right and left and stop provides the same sense of independence.

Many kids also spend a lot of time indoors. Take the time to introduce them to your outside home. After all, that's what it is, right? Introduce your students to the lifts or the kitchen staff. Make your mountain their mountain. The experience of skiing or riding becomes more of a "culture" than just another activity when the students are exposed to the multitude of aspects that exists at a snowsports resort.

Bottom line: take pride in what you are giving kids. Yes, it is hard work and you may not ever know how learning how to ski or ride changed a child's life. I know one thing; it changed my life. ■



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## Welcome, Oak Mountain

Oak Mountain recently joined PSIA-E / AASI as a new Member School. While Oak Mountain is not as big as some resorts, it is huge on family atmosphere and snowsports enthusiasm! Oak Mountain has been around since the 1940's and recently opened under new management.

Alpine Examiner and Eastern Team Member Brian Smith grew up near Oak Mountain and learned to ski there. His family still lives on the mountain today! Brian spent some time at Oak Mountain last season to help the new management and the snowsports school operations. Brian's experience and knowledge were extremely beneficial to the entire staff. Last season over 15 new instructors became Level I Certified, all of which are eager to begin the 2011-2012 season and share their passion for the sport and their home mountain. Currently, Oak Mountains offers skiing, snowboarding, and tubing. The area has three lifts, 14 trails, snowmaking, night skiing and a progression park.

Oak Mountain is located in the Central Adirondacks in the town of Speculator. Welcome aboard Oak Mountain! ■

**with loose heels**

## Cross Country Ski Statistics for 2010-11 by Roger Lohr of XCSkiResorts.com

By Mickey Stone

The 2010-11 stats for cross country skiing show how advantageous winter weather was in much of North America last winter as according to the Snow Sports Participation Survey participation in the US reached 4,530,000, which was an 8.9 percent increase above the previous year and one of the best years on record. The survey has surpassed five million xc skiing participants only four times since 1984, with nearly 5.8 million in 1988 as the all-time highest number of xc skiers. The lowest number of xc skiers on record in the US according to the survey was only 1,665,000 in 2007. The survey stats are projected from 40,000 interviews and it is relevant to understand that this participation and demographic information is based on the calendar year, which is across parts of two winter seasons.

We've known about the substantial female segment of xc skiing for years (45 percent of xc skiers in 2010) and to parlay the percentages many resorts and product suppliers have created products and services for women. For example, XCSkiResorts.com has a "Women's Event Page." We never got Oprah out on xc skis while she dominated broadcast TV, and now her own cable TV channel is only seen in a few homes so we might as well wait for Katie Couric, who is preparing to become the next Oprah.

The age statistics of xc skiers show that 48 percent are older than 35, and 57 percent are between 35 and 54. Seventeen percent of xc skiers are below age 18. XC skiing continues to be one of the strongest recreational activities among those who are older. XC skiers aged 55-64 are 9 percent of the population and xc skiers above 65 represent 4 percent. But interestingly, stats among these older age categories for xc skiing have declined from previous years.

XC skiers are an accomplished/educated bunch as 63 percent of them have bachelor degrees or better. Fifty-eight percent of xc skiers earn above \$75,000 household income per year. These are significant factors to incorporate into services and marketing.

The industry showed an increase in xc ski equipment sales for the winter season 2010-11 according to the SIA RetailTrak report. There were 461,721 unit sales of xc ski hardgoods, which was only a minor increase from the previous year and the dollar amount of sales (\$42,672,606) increased by 8 percent (about \$3 million). About 75 percent of xc ski products are sold in specialty retail stores and another 17 percent are sold on the Internet. The products that are sold in chain stores continue to decline (8%) among the distribution channels and unfortunately to maintain confidentiality of the retail outlets that participate in the report, we are not aware whether REI and EMS are chain stores or specialty shops.

Average prices for xc ski equipment at specialty stores were \$166.79 for skis, \$115.08 for boots, \$56.13 for bindings, and \$39.12 for poles. Remember that these averages include sale prices of items and leftover inventory from previous years.

The survey also queried about where people go to xc ski and it showed that more than 75 percent go to public or private groomed trails. I assume that public refers to parks and perhaps a better delineation would be commercial and noncommercial cross country ski areas because many commercial operations are run on both public and private land. The percentage of skiers that go backcountry skiing was 33 percent while the rate of skiers that use other nongroomed terrain was 16.8 percent. I am not aware how many people understand these terms but clearly many skiers enjoy all the different types of xc skiing.

Thanks to SIA Director of Research Kelly Davis for sharing the stats with us.

### Telemark/Randonne Skiing in Argentina- August 2012

Join Randy French and Mickey Stone, members of the PSIA-E educational staff, on an exciting and fun filled adventure to the Southern Hemisphere in August of 2012. Enjoy spectacular days of telemark skiing while your friends are at home sweating in the summer heat. You will have the opportunity to improve your skiing with personalized instruction as well as having time to explore the varied terrain. We will fly to Buenos Aires, Argentina and then fly to San Carlos de Bariloche. We will ski groomed snow and ungroomed snow at 2 ski resorts while viewing some of the most spectacular scenery any where in the world. Also around Bariloche and Cerro Bayo are a variety of backcountry skiing that we can choose from. We are planning on a 1/3 groomed, 1/3 ungroomed and 1/3 backcountry skiing schedule should the weather cooperate. Satisfy your skiing appetite with a delicious variety of restaurants and world class chocolate. August 11 2012 to August 23 2012. More details on itinerary coming soon. ■

## New Telemark Teaching Video on the PSIA-E Website and available as a DVD

The PSIA-E Telemark Educational Staff has created an educational video on how to teach telemark skiing. You can find the You Tube link to this video on the PSIA-E website. Beginner, intermediate and advanced teaching activities, descriptions and movement analysis are articulated for each level. Go to [www.PSIA-E.org](http://www.PSIA-E.org) and look for Telemark Teaching Video. On the website there's information on the video's creation and how to view the material. There is also a DVD available. The cost of the DVD is \$15 and can be purchased through the PSIA-E office. ■

**f.y.i.**

### Sunday Double

Members who attended these clinics last season thought this was an excellent opportunity to apply new skills and techniques during the week and return the following Sunday to reinforce what you learned. ■

# Alpine Schedule for 2011 - 2012

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PLEASE Check Event Time: 8am Reg, on snow 9am-4pm; 12pm Reg, on snow 1pm-8pm; 1pm Reg, on snow 2pm-9pm; 2pm Reg, on snow 3pm-10pm

## PSIA-AASI Eastern Division Event Participant Safety Policy

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## FEATURE EVENTS (Open to all members and some open to non-members for an additional \$25)

Key	No	Event	Description	Location	Price	Dates	Deadline
R #	015	Snowsports School Management Seminar	For Directors & Supervisors - Keynote Tues; banquet	Mount Snow, VT	\$235	Nov 29-Dec 01	11/09/11
R #	360	Safe Coaching	1 day; for all disciplines	Mount Snow, VT	\$95	Dec 02	11/09/11
R #	721	Children's Academy	2 days; Keynote	Mount Snow, VT	\$160	Dec 05-06	11/16/11
R #	720	Children's Academy	3 days; Energy Stars	Mount Snow, VT	\$215	Dec 05-07	11/16/11
R	722	Alpine Level I Exam	3 days at Children's Academy	Mount Snow, VT	\$215	Dec 05-07	11/16/11
*	017	Mini Academy	2 days; for Level III members	Killington, VT	\$195	Dec 10-11	11/23/11
*	018	Masters Academy	5 days; banquet, Level III	Killington, VT	\$489	Dec 12-16	11/23/11
PR*	019	Snow Pro Jam	5 days; banquet, Reg-Level II	Killington, VT	\$429	Dec 12-16	11/23/11
R	069	Women's Seminar	2 days; female members only	Waterville Valley, NH	\$150	Jan 17-18	12/28/11
R	312	Women's Revival	2 days; all inclusive	Belleayre, NY	\$335	Mar 15-16	02/22/12
P R	323	Spring Academy	4 days; Great training	Mount Snow, VT	\$340	Mar 22-25	03/07/12
R	325	Alpine Spring Rally	2 days; Après Ski party	Mount Snow, VT	\$186	Mar 24-25	03/07/12

## ART - ALPINE RESORT TRAINER (Open to Level III members ) 2 days - \$188

**NOTE: Also open to Level II Resort Trainers with Snowsports School Director's approval**

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
023	ART Workshop	Stratton Mtn, VT	Dec 19-20	11/30/11	111	ART Workshop	Okemo, VT	Jan 25-26	1/4/2012
027	ART Workshop	Whitetail, PA	Dec 19-20	11/30/11	154	ART Workshop	Bristol Mountain, NY	Feb 06-07	01/18/12
048	ART Workshop	Hunter Mtn, NY	Jan 11-12	12/21/11	158	ART Workshop	Jiminy Peak, MA	Feb 06-07	01/18/12
053	ART Workshop	Stowe, VT	Jan 11-12	12/21/11	214	ART Workshop	Timberline, WV	Feb 27-28	02/08/12
074	ART Workshop	Cannon Mtn, NH	Jan 19-20	12/28/11	277	ART Workshop	Wachusett, MA	Mar 07-08	02/15/12
091	ART Workshop	Elk Mountain, PA	Jan 23-24	01/04/12					

## SPECIALTY EVENTS (Open to all members) 2 days - \$150

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R 026	Stance & Alignment	Stratton Mtn, VT	Dec 21-22	11/30/11	R 172	Off Piste	Saddleback, ME	Feb 08-09	01/18/12
R 044	Search Corduroy	Smugg's Notch, VT	Jan 09-10	12/21/11	R 185	Off Piste	Loon Mountain, NH	Feb 13-14	01/25/12
R 058	FreeRide Clinic	Jack Frost, PA	Jan 17-18	12/28/11	R 186	FreeRide Clinic	Loon Mountain, NH	Feb 13-14	01/25/12
R 064	Search Corduroy	Sno Mountain, PA	Jan 17-18	12/28/11	R 187	Search Corduroy	Loon Mountain, NH	Feb 13-14	01/25/12
R 070	Off Piste	Cannon Mtn, NH	Jan 19-20	12/28/11	R 204	Stance & Alignment	Mount Snow, VT	Feb 27-28	02/08/12
R 106	Trees & Steeps	Jay Peak, VT	Jan 23-24	01/04/12	R 212	FreeRide Clinic	Mountain Creek, NJ	Feb 27-28	02/08/12
R 098	Search Corduroy	Elk Mountain, PA	Jan 25-26	01/04/12	R 207	Search Corduroy	Mount Snow, VT	Feb 29-Mar 1	02/08/12
R 108	Off Piste	Okemo, VT	Jan 25-26	01/04/12	R 226	Search Corduroy	Snowshoe, WV	Feb 29-Mar 1	02/08/12
R 110	FreeRide Clinic	Okemo, VT	Jan 25-26	01/04/12	R 259	FreeRide Clinic	Sunday River, ME	Mar 07-08	02/15/12
R 125	Search Corduroy	Attitash, NH	Jan 30-31	01/11/12	R 263	Intro to Trees	Greek Peak, NY	Mar 07-08	02/15/12
R 136	Trees & Steeps	Gore Mountain, NY	Feb 01-02	01/11/12	R 264	Search Corduroy	Greek Peak, NY	Mar 07-08	02/15/12
R 151	Search Corduroy	Blue Mountain, PA	Feb 06-07	01/18/12	R 268	Intro to Trees	Stratton Mtn, VT	Mar 07-08	02/15/12
R 152	Stance & Alignment	Bristol Mountain, NY	Feb 06-07	01/18/12	R 300	Trees & Steeps	Mad River Glen, VT	Mar 12-13	02/22/12
R 153	Search Corduroy	Bristol Mountain, NY	Feb 06-07	01/18/12	R 308	Search Corduroy	Sugarbush, VT	Mar 14-15	02/22/12
R 168	Search Corduroy	Bear Creek, PA	Feb 08-09	01/18/12	R 319	Off Piste	Sugarloaf, ME	Mar 19-20	02/29/12
R 170	FreeRide Clinic	Bear Creek, PA	Feb 08-09	01/18/12	R 333	Trees & Steeps	Stratton Mtn, VT	Mar 28-29	03/14/12

## SENIOR TOUR (Open to all members - recommended for members age 55 and over) 2 days - \$143

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R 086	Senior Workshop	Bretton Woods, NH	Jan 21-22	01/04/12	R 211	Senior Bumps	Mount Snow, VT	Feb 29-Mar 1	02/08/12
R ^ 139	Senior Workshop	Holimont, NY	Feb 01-02	01/11/12	R 219	Senior Seminar	Camelback, PA	Feb 29-Mar 1	02/08/12
P R 190	Senior Bumps	Whitetail, PA	Feb 13-14	01/25/12	P R 315	Senior Bumps	Belleayre, NY	Mar 19-20	02/29/12
R 205	Senior Workshop	Mount Snow, VT	Feb 27-28	02/08/12	R 317	Senior Seminar	Sugarloaf, ME	Mar 19-20	02/29/12

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PLEASE Check Event Time: 8am Reg, on snow 9am-4pm; 12pm Reg, on snow 1pm-8pm; 1pm Reg, on snow 2pm-9pm; 2pm Reg, on snow 3pm-10pm

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### RACE EVENTS (Open to all members – Open to non-members for additional \$25) 3 days - \$250 / 2 days - \$186

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R # 683	Race Camp - 2 Day	Hunter Mtn, NY	Jan 09-10	12/21/11	R # 694	Giant Slalom	Bristol, NY	Feb 08-09	01/18/12
R # 682	Race Camp - 3 Day	Hunter Mtn, NY	Jan 09-11	12/21/11	R # 693	Slalom & Giant Slalom	Butternut Basin, MA	Feb 08-09	01/18/12
R # 687	Slalom & Giant Slalom	Gunstock, NH	Jan 23-24	01/04/12	R # 741	Kids Race	Butternut Basin, MA	Feb 08-09	01/18/12
R#^ 689	Slalom & Giant Slalom	West Mountain, NY	Jan 30-31	01/11/12	R # 695	Giant Slalom	Whiteface, NY	Feb 13-14	01/25/12

### LEVEL I VALIDATION (Open to PSIA, NYSSRA, PARA or USSA members ) 2 days - \$134

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R # 680	NYSSRA- USSA	Labrador, NY	Dec 17-18	11/30/11	R # 681	PARA-USSA	Blue Mountain, PA	Dec 19-20	11/30/11

### TEAMS (Open to Level III members) - Prep - \$153; Exam - \$230

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
047	DCL Team Prep	Hunter Mtn, NY	Jan 11-12	12/21/11	150	DCL Team Prep	Blue Mountain, PA	Feb 06-07	01/18/12
054	DCL Team Prep	Stowe, VT	Jan 11-12	12/21/11	202	DCL Team Prep	Mount Snow, VT	Feb 27-28	02/08/12
068	DCL Team Prep	Waterville Vly, NH	Jan 17-18	12/28/11	227	DCL Team Prep	Snowshoe, WV	Feb 29-Mar 01	02/08/12
099	DCL Team Prep	Elk Mountain, PA	Jan 25-26	01/04/12	241	DCL Team Prep	Bristol Mountain, NY	Mar 05-06	02/15/12
124	DCL Team Prep	Attitash, NH	Jan 30-31	01/11/12	322	DCL Team Exam	Mount Snow, VT	Mar 20-21	02/29/12

### WORKSHOP CLINICS (Open to all members) 2 days - \$143

SENIOR WORKSHOP CLINICS ARE ALSO AVAILABLE - PLEASE REFER TO "SENIOR TOUR" SECTION OF SCHEDULE

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R 016	Workshop Clinic	Killington, VT	Dec 10-11	11/23/11	R 176	Workshop Clinic	Wintergreen, VA	Feb 08-09	01/18/12
R 022	Workshop Clinic	Stratton Mtn, VT	Dec 19-20	11/30/11	R 195	Workshop Clinic	Cranmore, NH	Feb 15-16	01/25/12
R 028	Workshop Clinic	Whitetail, PA	Dec 19-20	11/30/11	R 196	Workshop Clinic	Liberty Mountain, PA	Feb 15-16	01/25/12
R 031	Workshop Clinic	Windham, NY	Dec 19-20	11/30/11	R 213	Workshop Clinic	Mountain Creek, NJ	Feb 27-28	02/08/12
R 038	Workshop Clinic	Peak n Peak, NY	Jan 09-10	12/21/11	R 220	Workshop Clinic	Camelback, PA	Feb 29-Mar 1	02/08/12
R 041	Workshop Clinic	Ski Roundtop, PA	Jan 09-10	12/21/11	R ^ 223	Workshop Clinic-PM	Kissing Bridge, NY	Feb 29-Mar 1	02/08/12
R ^ 046	Workshop Clinic	Blue Knob, PA	Jan 11-12	12/21/11	R 231	Workshop Clinic	Ski Sundown, CT	Mar 01-02	02/08/12
R 059	Workshop Clinic	Jack Frost, PA	Jan 17-18	12/28/11	R 233	Workshop Clinic	Ski Beech, NC	Mar 03-04	02/15/12
R 082	Workshop Clinic	Wisp, MD	Jan 19-20	12/28/11	R 236	Workshop Clinic	Seven Springs, PA	Mar 03-04	02/15/12
R 085	Workshop Clinic	Bretton Woods, NH	Jan 21-22	01/04/12	R 270	Workshop Clinic	Stratton Mtn, VT	Mar 07-08	02/15/12
R 087	Workshop Clinic	Hidden Valley, NJ	Jan 21-22	01/04/12	R ^ 272	Workshop Clinic	Swain, NY	Mar 07-08	02/15/12
R 103	Workshop Clinic	Gunstock, NH	Jan 23-24	01/04/12	R 275	Workshop Clinic	Wachusett, MA	Mar 07-08	02/15/12
R 105	Workshop Clinic	Jay Peak, VT	Jan 23-24	01/04/12	R 285	Workshop Clinic	Middlebury, VT	Mar 10-11	02/22/12
R 115	Workshop Clinic	Appalachian, NC	Jan 26-27	01/04/12	R 288	Workshop Clinic	Pats Peak, NH	Mar 10-11	02/22/12
R 116	Workshop Clinic	Alpine Mountain, PA	Jan 28-29	01/11/12	R * 290	Workshop Clinic	Toggenburg, NY	Mar 10-11	02/22/12
R ^ 131	Workshop Clinic	West Mountain, NY	Jan 30-31	01/11/12	R 294	Workshop Clinic	Bolton Valley, VT	Mar 12-13	02/22/12
R ^ 138	Workshop Clinic	Holimont, NY	Feb 01-02	01/11/12	R 304	Workshop Clinic	Hunter Mtn, NY	Mar 14-15	02/22/12
R 146	Workshop Clinic	Ragged Mtn, NH	Feb 04-05	01/18/12	R 318	Workshop Clinic	Sugarloaf, ME	Mar 19-20	02/29/12
R 166	Workshop Clinic	Wildcat, NH	Feb 06-07	01/18/12	R 334	Workshop Clinic	Stratton Mtn, VT	Mar 28-29	03/14/12
R 174	Workshop Clinic	Saddleback, ME	Feb 08-09	01/18/12					

### SUNDAY DOUBLE WORKSHOP CLINIC - MUST ATTEND BOTH SUNDAYS (Open to all members) – 2 days - \$143

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R 148	Sunday Double Sunday Double	McIntyre, NH	Feb 05 Feb 12	01/18/12	R 239	Sunday Double Sunday Double	Bromley, VT	Mar 04 Mar 11	02/15/12

### DEVELOPMENT SERIES SKIING (Open to Registered & Level I members) 2 days - \$150

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
P R 049	Development Series	Hunter Mtn, NY	Jan 11-12	12/21/11	P R 142	Development Series	Mt Sunapee, NH	Feb 01-02	01/11/12
P R 065	Development Series	Waterville Vly, NH	Jan 17-18	12/28/11	P R 169	Development Series	Bear Creek, PA	Feb 08-09	01/18/12
P R 090	Development Series	Gatlinburg, TN	Jan 22-23	01/04/12	P R 218	Development Series	Timberline, WV	Feb 27-28	02/08/12
P R 134	Development Series	Gore Mountain, NY	Feb 01-02	01/11/12	P R 246	Development Series	Bromley, VT	Mar 05-06	02/15/12



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### MASTER SERIES SKIING (Open to Level II & III members) 2 days - \$150

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
P 050	Master Series Skiing	Hunter Mtn, NY	Jan 11-12	12/21/11	143	Master Series Skiing	Mt Sunapee, NH	Feb 01-02	01/11/12
066	Master Series Skiing	Waterville Vly, NH	Jan 17-18	12/28/11	160	Master Series Skiing	Jiminy Peak, MA	Feb 06-07	01/18/12
107	Master Series Skiing	Okemo, VT	Jan 25-26	01/04/12	215	Master Series Skiing	Timberline, WV	Feb 27-28	02/08/12
135	Master Series Skiing	Gore Mountain, NY	Feb 01-02	01/11/12	247	Master Series Skiing	Bromley, VT	Mar 05-06	02/15/12

### LEVEL II TEACHING SEMINARS (Open to Level I members) 2 days - \$143

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
P 033	Level II Teaching	Shawnee Peak, ME	Jan 05-06	12/14/11	P ^ 225	Level II Teaching - PM	Kissing Bridge, NY	Feb 29-Mar 1	02/08/12
P 055	Level II Teaching	Stowe, VT	Jan 11-12	12/21/11	P 249	Level II Teaching	Mohawk Mtn, CT	Mar 05-06	02/15/12
P 083	Level II Teaching	Wisp, MD	Jan 19-20	12/28/11	P 265	Level II Teaching	Greek Peak, NY	Mar 07-08	02/15/12
P 095	Level II Teaching	Elk Mountain, PA	Jan 23-24	01/04/12	P 267	Level II Teaching	Stratton Mtn, VT	Mar 07-08	02/15/12
P 144	Level II Teaching	Mt Sunapee, NH	Feb 01-02	01/11/12	P 282	Level II Teaching	Hidden Valley, PA	Mar 10-11	02/22/12
P 177	Level II Teaching	Wintergreen, VA	Feb 08-09	01/18/12	P 292	Level II Teaching	Bolton Valley, VT	Mar 12-13	02/22/12
P 221	Level II Teaching	Camelback, PA	Feb 29-Mar 1	02/08/12	P 302	Level II Teaching	Hunter Mtn, NY	Mar 14-15	02/22/12

### 1-DAY CONTINUING EDUCATION (Open to all members, Safe Coaching open to non-members) - 1 day - \$95

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R # 360	Safe Coaching	Mount Snow, VT	Dec 02	11/09/11	R 161	Skiing-B-Pro-ficient	Jiminy Peak, MA	Feb 08	01/18/12
R 025	Skiing-B-Pro-ficient	Stratton Mtn, VT	Dec 21	11/30/11	R # 448	Safe Coaching	Cranmore, NH	Feb 17	01/25/12
R 029	Teach-Fundamentals	Whitetail, PA	Dec 21	11/30/11	R # 449	Safe Coaching	Mountain Creek, NJ	Feb 29	02/08/12
R 032	Skiing-B-Pro-ficient	Windham Mtn, NY	Dec 21	11/30/11	R 222	Skiing-B-Pro-ficient	Camelback, PA	Mar 02	02/08/12
R 056	Teach-Accomplished	Stowe, VT	Jan 13	12/21/11	R 230	Teach-Fundamentals	Snowshoe, WV	Mar 02	02/08/12
R # 384	Safe Coaching	Jack Frost, PA	Jan 19	12/28/11	R 261	Teach-Accomplished	Sunday River, ME	Mar 09	02/15/12
R 075	Skiing-B-Pro-ficient	Whiteface, NY	Jan 18	12/28/11	R 266	Skiing-B-Pro-ficient	Greek Peak, NY	Mar 09	02/15/12
R 100	Teach-Fundamentals	Elk Mountain, PA	Jan 27	01/04/12	R 271	Teach-Accomplished	Stratton Mtn, VT	Mar 09	02/15/12
R 112	Skiing-B-Pro-ficient	Okemo, VT	Jan 27	01/04/12	R 279	Skiing-Some Like it Hot	Wachusett, MA	Mar 09	02/15/12
R 113	Teach-Fundamentals	Appalachian Mtn, NC	Jan 28	01/04/12	R 301	Skiing-Some Like it Hot	Hunter Mtn, NY	Mar 14	02/22/12
R # ^ 418	Safe Coaching	Holimont, NY	Feb 03	01/11/12	R 309	Skiing-Some Like it Hot	Sugarbush, VT	Mar 16	02/22/12
R 156	Skiing-B-Pro-ficient	Bristol Mountain, NY	Feb 08	01/18/12	R 321	Skiing-Some Like it Hot	Mount Snow, VT	Mar 19	02/29/12

### MOGUL SERIES (Some open to Registered members, all open to Certified members) 2 days - \$150

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
<b>SENIOR BUMP CLINICS ARE ALSO AVAILABLE - PLEASE REFER TO "SENIOR TOUR" SECTION OF SCHEDULE</b>									
P R 093	Intro to Bumps	Elk Mountain, PA	Jan 23-24	01/04/12	P 252	Intermediate Bumps	Sunday River, ME	Mar 05-06	02/15/12
P 092	Intermediate Bumps	Elk Mountain, PA	Jan 23-24	01/04/12	P 253	Advanced Bumps	Sunday River, ME	Mar 05-06	02/15/12
P R 127	Intro to Bumps	Holiday Valley, NY	Jan 30-31	01/11/12	P 299	Intermediate Bumps	Mad River Glen, VT	Mar 12-13	02/22/12
P 128	Intermediate Bumps	Holiday Valley, NY	Jan 30-31	01/11/12	P 298	Advanced Bumps	Mad River Glen, VT	Mar 12-13	02/22/12
P R 189	Intro to Bumps	Whitetail, PA	Feb 13-14	01/25/12	P R 314	Intro to Bumps	Belleayre, NY	Mar 19-20	02/29/12
P 188	Intermediate Bumps	Whitetail, PA	Feb 13-14	01/25/12	P 313	Intermediate Bumps	Belleayre, NY	Mar 19-20	02/29/12
P R 206	Intro to Bumps	Mount Snow, VT	Feb 29-Mar 1	02/08/12	P R 316	Women Only	Belleayre, NY	Mar 19-20	02/29/12
P 208	Intermediate Bumps	Mount Snow, VT	Feb 29-Mar 1	02/08/12	P R 332	Intro to Bumps	Stratton Mtn, VT	Mar 28-29	03/07/12
P 209	Advanced Bumps	Mount Snow, VT	Feb 29-Mar 1	02/08/12	P 331	Intermediate Bumps	Stratton Mtn, VT	Mar 28-29	03/07/12
P R 210	Women Only	Mount Snow, VT	Feb 29-Mar 1	02/08/12	330	Advanced Bumps	Stratton Mtn, VT	Mar 28-29	03/07/12
P R 254	Intro to Bumps	Sunday River, ME	Mar 05-06	02/15/12	P R 336	Women Only	Stratton Mtn, VT	Mar 28-29	03/07/12

### ONLINE EXAMS - DIRECTORS SIGNATURE IS NOT REQUIRED TO PROCESS 2011-2012 Season - \$10

**NOTE: Online exams are available August 15 to April 15 each season**

**NOTE: Candidate has two attempts per season to score 70% or higher - otherwise may attempt the following season**

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
980	Alpine Level II Written	2012 Online Season		03/21/12	982	Master Teacher	2012 Online Season		03/21/12
981	Alpine Level III Written	2012 Online Season		03/21/12	May attempt all eligible MTC exams for season				

# Alpine Schedule for 2011 - 2012

Online registration is now available! Please go to [www.psia-e.org](http://www.psia-e.org) and click the Register Online button.

Key: # = Events non-members may attend for \$25 additional fee      \* = Events with limited attendance; may fill prior to deadlines!  
 R = Events Open to Registered members      P = Qualifies as Exam Prerequisite  
 ^ = Non-standard event registration & start time      Weekend events are highlighted in blue.

If openings are available after the deadline date, members may be admitted based on availability- Absolutely no walk-ons will be admitted

A \$25 non-refundable late fee will be charged, please contact the office 518-452-6095 to inquire on availability.

PLEASE Check Event Time: 8am Reg, on snow 9am-4pm; 12pm Reg, on snow 1pm-8pm; 1pm Reg, on snow 2pm-9pm; 2pm Reg, on snow 3pm-10pm

## PSIA-AASI Eastern Division Event Participant Safety Policy

Skiing and riding are athletic and physically demanding activities. It is the expectation of PSIA-AASI Eastern Division that each participant attending an event or exam shall possess the requisite level of fitness and stamina to participate safely, on all appropriate terrain and at a pace consistent with other members of the group. As such, PSIA-AASI Eastern Division reserves the right to have education staff reassign participants in any event that may pose a risk to themselves or others or consistently impede the progress of the group to another, more skill and fitness-appropriate event. In such a situation, an appropriate event will be recommended and the member may be transferred to that event at no charge (other than any difference in event costs) or a full refund of the originally registered event will be provided.

### LEVEL II PRACTICE EXAMS - PART 1 SKIING (Open to Level I & Trainers) 2 days - \$143

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
P 078	Practice Exam Skiing	Whiteface, NY	Jan 19-20	12/28/11	P 159	Practice Exam Skiing	Jiminy Peak, MA	Feb 06-07	01/18/12
P 081	Practice Exam Skiing	Wisp, MD	Jan 19-20	12/28/11	P 162	Practice Exam Skiing	Massanutten, VA	Feb 06-07	01/18/12
P 101	Practice Exam Skiing	Gunstock, NH	Jan 23-24	01/04/12	P 193	Practice Exam Skiing	Windham, NY	Feb 13-14	01/25/12
P 129	Practice Exam Skiing	Holiday Valley, NY	Jan 30-31	01/11/12	P 194	Practice Exam Skiing	Cranmore, NH	Feb 15-16	01/25/12
P 149	Practice Exam Skiing	Blue Mountain, PA	Feb 06-07	01/18/12	P 197	Practice Exam Skiing	Liberty, PA	Feb 15-16	01/25/12
P 024	Level II Practice Exam - Part 1 Skiing with Video – price is \$186– see website for details						Stratton Mtn, VT	Dec 21-22	11/30/11
P 109	Level II Practice Exam - Part 1 Skiing with Video – price is \$186– see website for details						Okemo, VT	Jan 25-26	01/04/12

### LEVEL III EXAM CLINICS (Open to Level II members) 2 days - \$143

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
052	Part 2 Teaching	Stowe, VT	Jan 11-12	12/21/11	200	Part 1 Skiing	Mount Snow, VT	Feb 27-28	02/08/12
076	Part 1 Skiing	Whiteface, NY	Jan 19-20	12/28/11	201	Part 2 Teaching	Mount Snow, VT	Feb 27-28	02/08/12
077	Part 2 Teaching	Whiteface, NY	Jan 19-20	12/28/11	257	Part 1 Skiing	Sunday River, ME	Mar 07-08	02/15/12
094	Part 1 Skiing	Elk Mountain, PA	Jan 23-24	01/04/12	258	Part 2 Teaching	Sunday River, ME	Mar 07-08	02/15/12
155	Part 1 Skiing	Bristol Mountain, NY	Feb 06-07	01/18/12					

051 Level III Exam Clinic - Part 1 Skiing with Video – price is \$186 – see website for details      Stowe, VT      Jan 11-12      12/21/11

### LEVEL I EXAMS - DIRECTORS SIGNATURE REQUIRED TO PROCESS (Open to Registered members) 2 days - \$134

A new member application and current dues payment must be submitted prior to, or at the same time as Level I Exam Application.

Snowsports Director Signature is required on both applications.

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R 722	Alpine Level I Exam	Alpine Level I Exam at Children's Academy – 3 days - \$215					Mount Snow, VT	Dec 05-07	11/16/11
R 030	Alpine Level I Exam	Windham Mtn, NY	Dec 19-20	11/30/11	R 165	Alpine Level I Exam	Wildcat, NH	Feb 06-07	01/18/12
R 034	Alpine Level I Exam	Shawnee, ME	Jan 05-06	12/14/11	R 167	Alpine Level I Exam	Bear Creek, PA	Feb 08-09	01/18/12
<span style="color: blue;">R 035</span>	<span style="color: blue;">Alpine Level I Exam</span>	<span style="color: blue;">Seven Springs, PA</span>	<span style="color: blue;">Jan 07-08</span>	<span style="color: blue;">12/21/11</span>	R 173	Alpine Level I Exam	Saddleback, ME	Feb 08-09	01/18/12
R 037	Alpine Level I Exam	Peak n Peak, NY	Jan 09-10	12/21/11	R 175	Alpine Level I Exam	Wintergreen, VA	Feb 08-09	01/18/12
R 040	Alpine Level I Exam	Ski Roundtop, PA	Jan 09-10	12/21/11	R <span style="color: blue;">178</span>	<span style="color: blue;">Alpine Level I Exam</span>	Blandford, MA	Feb 10-11	01/18/12
R 043	Alpine Level I Exam	Smugg's Notch, VT	Jan 09-10	12/21/11	R <span style="color: blue;">179</span>	<span style="color: blue;">Alpine Level I Exam</span>	<span style="color: blue;">McIntyre, NH</span>	<span style="color: blue;">Feb 11-12</span>	<span style="color: blue;">01/25/12</span>
R 057	Alpine Level I Exam	Jack Frost, PA	Jan 17-18	12/28/11	R <span style="color: blue;">182</span>	<span style="color: blue;">Alpine Level I Exam</span>	<span style="color: blue;">Plattekill Mtn, NY</span>	<span style="color: blue;">Feb 11-12</span>	<span style="color: blue;">01/25/12</span>
R 061	Alpine Level I Exam	Labrador, NY	Jan 17-18	12/28/11	R <span style="color: blue;">183</span>	<span style="color: blue;">Alpine Level I Exam</span>	<span style="color: blue;">Whitetail, PA</span>	<span style="color: blue;">Feb 13-14</span>	<span style="color: blue;">01/25/12</span>
R 062	Alpine Level I Exam	Sno Mountain, PA	Jan 17-18	12/28/11	R ^ 224	Alpine Level I Exam-PM	Kissing Bridge, NY	Feb 29-Mar1	02/15/12
R 080	Alpine Level I Exam	Wisp, MD	Jan 19-20	12/28/11	R 228	Alpine Level I Exam	Snowshoe, WV	Feb 29-Mar1	02/15/12
R <span style="color: blue;">084</span>	<span style="color: blue;">Alpine Level I Exam</span>	<span style="color: blue;">Bousquet, MA</span>	<span style="color: blue;">Jan 21-22</span>	<span style="color: blue;">01/04/12</span>	R 232	Alpine Level I Exam	Ski Sundown, CT	Mar 03-04	02/15/12
R <span style="color: blue;">088</span>	<span style="color: blue;">Alpine Level I Exam</span>	<span style="color: blue;">Hidden Valley, NJ</span>	<span style="color: blue;">Jan 21-22</span>	<span style="color: blue;">01/04/12</span>	R 234	Alpine Level I Exam	Ski Beech, NC	Mar 03-04	02/15/12
R 089	Alpine Level I Exam	Gatlinburg, TN	Jan 22-23	01/04/12	R 237	Alpine Level I Exam	Seven Springs, PA	Mar 03-04	02/15/12
R 102	Alpine Level I Exam	Gunstock, NH	Jan 23-24	01/04/12	R <span style="color: blue;">238</span>	<span style="color: blue;">Alpine Level I Exam</span>	<span style="color: blue;">Sno Mountain, PA</span>	<span style="color: blue;">Mar 03-04</span>	<span style="color: blue;">02/15/12</span>
R 104	Alpine Level I Exam	Jay Peak, VT	Jan 23-24	01/04/12	R 243	Alpine Level I Exam	Bristol, NY	Mar 05-06	02/15/12
R 114	Alpine Level I Exam	Appalachian, NC	Jan 26-27	01/04/12	R 245	Alpine Level I Exam	Bromley, VT	Mar 05-06	02/15/12
R <span style="color: blue;">117</span>	<span style="color: blue;">Alpine Level I Exam</span>	<span style="color: blue;">Alpine Mountain, PA</span>	<span style="color: blue;">Jan 28-29</span>	<span style="color: blue;">01/11/12</span>	R 248	Alpine Level I Exam	Mohawk Mtn, CT	Mar 05-06	02/15/12
R <span style="color: blue;">118</span>	<span style="color: blue;">Alpine Level I Exam</span>	<span style="color: blue;">Crotched Mtn, NH</span>	<span style="color: blue;">Jan 28-29</span>	<span style="color: blue;">01/11/12</span>	R 256	Alpine Level I Exam	Sunday River, ME	Mar 07-08	02/15/12
R <span style="color: blue;">119</span>	<span style="color: blue;">Alpine Level I Exam</span>	<span style="color: blue;">Ski Bradford, MA</span>	<span style="color: blue;">Jan 28-29</span>	<span style="color: blue;">01/11/12</span>	R 262	Alpine Level I Exam	Greek Peak, NY	Mar 07-08	02/15/12
R 121	Alpine Level I Exam	Cataloochee, NC	Jan 29-30	01/11/12	R 269	Alpine Level I Exam	Stratton Mtn, VT	Mar 07-08	02/15/12
R 123	Alpine Level I Exam	Attitash, NH	Jan 30-31	01/11/12	R ^ 273	Alpine Level I Exam	Swain, NY	Mar 07-08	02/15/12
R ^ 130	Alpine Level I Exam	West Mountain, NY	Jan 30-31	01/11/12	R 274	Alpine Level I Exam	Wachusett, MA	Mar 07-08	02/15/12
R ^ 140	Alpine Level I Exam	Holimont, NY	Feb 01-02	01/11/12	R <span style="color: blue;">280</span>	<span style="color: blue;">Alpine Level I Exam</span>	<span style="color: blue;">Catamount, NY</span>	<span style="color: blue;">Mar 10-11</span>	<span style="color: blue;">02/22/12</span>
R <span style="color: blue;">145</span>	<span style="color: blue;">Alpine Level I Exam</span>	<span style="color: blue;">Ragged Mountain, N</span>	<span style="color: blue;">Feb 04-05</span>	<span style="color: blue;">01/18/12</span>	R <span style="color: blue;">281</span>	<span style="color: blue;">Alpine Level I Exam</span>	<span style="color: blue;">Hidden Valley, PA</span>	<span style="color: blue;">Mar 10-11</span>	<span style="color: blue;">02/22/12</span>
R <span style="color: blue;">147</span>	<span style="color: blue;">Alpine Level I Exam</span>	<span style="color: blue;">Thunder Ridge, NY</span>	<span style="color: blue;">Feb 04-05</span>	<span style="color: blue;">01/18/12</span>	R <span style="color: blue;">283</span>	<span style="color: blue;">Alpine Level I Exam</span>	<span style="color: blue;">Liberty Mtn, PA</span>	<span style="color: blue;">Mar 10-11</span>	<span style="color: blue;">02/22/12</span>

Continued on next page.....

# Alpine Schedule for 2011 - 2012

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 ^ = Non-standard event registration & start time      Weekend events are highlighted in blue.

If openings are available after the deadline date, members may be admitted based on availability- Absolutely no walk-ons will be admitted  
 A \$25 non-refundable late fee will be charged, please contact the office 518-452-6095 to inquire on availability.

PLEASE Check Event Time: 8am Reg, on snow 9am-4pm; 12pm Reg, on snow 1pm-8pm; 1pm Reg, on snow 2pm-9pm; 2pm Reg, on snow 3pm-10pm

## PSIA-AASI Eastern Division Event Participant Safety Policy

Skiing and riding are athletic and physically demanding activities. It is the expectation of PSIA-AASI Eastern Division that each participant attending an event or exam shall possess the requisite level of fitness and stamina to participate safely, on all appropriate terrain and at a pace consistent with other members of the group. As such, PSIA-AASI Eastern Division reserves the right to have education staff reassign participants in any event that may pose a risk to themselves or others or consistently impede the progress of the group to another, more skill and fitness-appropriate event. In such a situation, an appropriate event will be recommended and the member may be transferred to that event at no charge (other than any difference in event costs) or a full refund of the originally registered event will be provided.

### LEVEL I EXAMS - DIRECTORS SIGNATURE REQUIRED TO PROCESS (Open to Registered members) 2 days - \$134

A new member application and current dues payment must be submitted prior to, or at the same time as Level I Exam Application.

Snowsports Director Signature is required on both applications.

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline		
Continued from previous page....											
R	284	Alpine Level I Exam	Middlebury, VT	Mar 10-11	02/22/12	R	307	Alpine Level I Exam	Sugarbush, VT	Mar 14-15	02/22/12
R	286	Alpine Level I Exam	Mount Peter, NY	Mar 10-11	02/22/12	R	310	Alpine Level I Exam	Mount Abram, ME	Mar 17-18	02/29/12
R	287	Alpine Level I Exam	Pats Peak, NH	Mar 10-11	02/22/12	R	311	Alpine Level I Exam	Belleayre Mtn, NY	Mar 17-18	02/29/12
R	* 289	Alpine Level I Exam	Toggenburg, NY	Mar 10-11	02/22/12	R	320	Alpine Level I Exam	Sugarloaf, ME	Mar 19-20	02/29/12
R	295	Alpine Level I Exam	Bolton Valley, VT	Mar 12-13	02/22/12	R	324	Alpine Level I Exam	Mount Snow, VT	Mar 24-25	03/07/12
R	303	Alpine Level I Exam	Hunter Mtn, NY	Mar 14-15	02/22/12	R	335	Alpine Level I Exam	Stratton Mtn, VT	Mar 28-29	03/14/12

### LEVEL II EXAMS - DIRECTORS SIGNATURE REQUIRED TO PROCESS (Open to Level I members) 2 days - \$184

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline	
	020	Skiing – Part 1	Stratton Mtn, VT	Dec 19-20	11/30/11	240	Skiing – Part 1	Bristol Mountain, NY	Mar 05-06	02/15/12
	021	Teaching – Part 2	Stratton Mtn, VT	Dec 19-20	11/30/11	242	Teaching – Part 2	Bristol Mountain, NY	Mar 05-06	02/15/12
	096	Skiing – Part 1	Elk Mountain, PA	Jan 25-26	01/04/12	260	Skiing – Part 1	Sunday River, ME	Mar 07-08	02/22/12
	097	Teaching – Part 2	Elk Mountain, PA	Jan 25-26	01/04/12	255	Teaching – Part 2	Sunday River, ME	Mar 07-08	02/22/12
	184	Skiing – Part 1	Loon Mountain, NH	Feb 13-14	01/25/12	326	Skiing – Part 1	Mount Snow, VT	Mar 26-27	03/07/12
	216	Skiing – Part 1	Timberline, WV	Feb 27-28	02/08/12	327	Teaching – Part 2	Mount Snow, VT	Mar 26-27	03/07/12
	217	Teaching – Part 2	Timberline, WV	Feb 27-28	02/08/12					

### LEVEL III EXAMS - DIRECTORS SIGNATURE REQUIRED TO PROCESS (Open to Level II members) 2 days - \$184

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline	
	072	Skiing – Part 1	Cannon Mtn, NH	Jan 19-20	01/04/12	296	Skiing – Part 1	Hunter Mtn, NY	Mar 12-13	02/22/12
	250	Skiing – Part 1	Sunday River, ME	Mar 05-06	02/15/12	297	Teaching – Part 2	Hunter Mtn, NY	Mar 12-13	02/22/12
	251	Teaching – Part 2	Sunday River, ME	Mar 05-06	02/15/12	328	Skiing – Part 1	Stowe, VT	Apr 02-03	03/14/12
						329	Teaching – Part 2	Stowe, VT	Apr 02-03	03/14/12



## NEW PSIA-E / AASI Event Participation and Member Safety Policy approved

At the October Board of Directors meeting a proposal to adopt a new Event Participation and Member Safety Policy was approved.

Snowsports is a highly athletic and physically demanding activity. It is the expectation of PSIA-E / AASI that each member attending an event or exam shall possess the requisite level of fitness and stamina to participate safely, on all appropriate terrain and at an appropriate pace consistent with other members of the group.

As such, PSIA-E / AASI reserves the right to have education staff reassign members in any PSIA-E event that may pose a risk to themselves or others or consistently impede the progress of the group to another, more skill and fitness-appropriate event. In such a situation an appropriate course/event will be recommended and the member can be transferred to that course/event at no charge (other than the difference in event costs if that is the case); or a full refund of the originally registered course/event will be provided.

# Children's Schedule for 2011 - 2012

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PLEASE Check Event Time: 8am Reg, on snow 9am-4pm; 12pm Reg, on snow 1pm-8pm; 1pm Reg, on snow 2pm-9pm; 2pm Reg, on snow 3pm-10pm

## PSIA-AASI Eastern Division Event Participant Safety Policy

Skiing and riding are athletic and physically demanding activities. It is the expectation of PSIA-AASI Eastern Division that each participant attending an event or exam shall possess the requisite level of fitness and stamina to participate safely, on all appropriate terrain and at a pace consistent with other members of the group. As such, PSIA-AASI Eastern Division reserves the right to have education staff reassign participants in any event that may pose a risk to themselves or others or consistently impede the progress of the group to another, more skill and fitness-appropriate event. In such a situation, an appropriate event will be recommended and the member may be transferred to that event at no charge (other than any difference in event costs) or a full refund of the originally registered event will be provided.

## CHILDREN'S ACADEMY (Open to all members – Some open to non-members for additional \$25)

Key	No	Event	Description	Location	Price	Dates	Deadline
R #	721	Children's Academy	2 days; Keynote	Mount Snow, VT	\$160	Dec 05-06	11/16/11
R #	720	Children's Academy	3 days; Energy Stars	Mount Snow, VT	\$215	Dec 05-07	11/16/11
R	722	Alpine Level I Exam	3 days at Children's Academy	Mount Snow, VT	\$215	Dec 05-07	11/16/11
R	723	AASI Level I Exam	3 days at Children's Academy	Mount Snow, VT	\$215	Dec 05-07	11/16/11

## CHILDREN'S SPECIALIST (Open to all Certified members) 2 days - \$160

**NOTE: Children's Specialist courses require completed workbook prior to registration-see [www.psia-e.org/ed/kids](http://www.psia-e.org/ed/kids) for more info**

**NOTE: Must successfully complete Children's Specialist 1 and be Level II Certified prior to registering for Children's Specialist 2**

Key	No.	Event	Location	Dates	Deadline	Key	No.	Event	Location	Dates	Deadline
P	724	Children's Specialist 1	Stratton Mtn, VT	Dec 19-20	11/30/11	P	743	Children's Specialist 1	McIntyre, NH	Feb 11-12	01/25/12
P	725	Children's Specialist 1	Windham Mtn, NY	Dec 19-20	11/30/11	P	745	Children's Specialist 1	Camelback, PA	Feb 29-Mar 1	02/08/12
P	728	Children's Specialist 1	Smugg's Notch, VT	Jan 09-10	12/21/11	P ^	746	Children's Specialist 1 - PM	Kissing Bridge, NY	Feb 29-Mar 1	02/08/12
P ^	729	Children's Specialist 1	Blue Knob, PA	Jan 11-12	12/21/11	P	747	Children's Specialist 2	Bristol Mountain, NY	Mar 05-06	02/15/12
P	730	Children's Specialist 1	Labrador, NY	Jan 17-18	12/28/11	P	748	Children's Specialist 2	Bromley, VT	Mar 05-06	02/15/12
P	731	Children's Specialist 1	Sno Mountain, PA	Jan 17-18	12/28/11	P	750	Children's Specialist 2	Sunday River, ME	Mar 07-08	02/15/12
P	732	Children's Specialist 1	Whiteface, NY	Jan 19-20	12/28/11	P ^	751	Children's Specialist 1	Swain, NY	Mar 07-08	02/15/12
P	734	Children's Specialist 1	Gunstock, NH	Jan 23-24	01/04/12	P	752	Children's Specialist 1	Wachusett, MA	Mar 07-08	02/15/12
P	735	Children's Specialist 1	Ski Bradford, MA	Jan 28-29	01/11/12	P	754	Children's Specialist 2	Belleayre, NY	Mar 17-18	02/29/12
P	736	Children's Specialist 1	Thunder Ridge, NY	Feb 04-05	01/18/12	P	755	Children's Specialist 1	Mount Snow, VT	Mar 22-23	02/29/12
P	738	Children's Specialist 2	Blue Mountain, PA	Feb 06-07	01/18/12	P	756	Children's Specialist 2	Mount Snow, VT	Mar 22-23	02/29/12
P	740	Children's Specialist 1	Massanutten, VA	Feb 06-07	01/18/12						

## CHILDREN'S EVENTS (Open to all members and non-members for additional \$25) 2 days - \$160

Key	No.	Event	Location	Dates	Deadline	Key	No.	Event	Location	Dates	Deadline
R #	726	Intro to Kids Zone	Shawnee Peak, ME	Jan 05-06	12/14/11	R #	741	Kids Race Event	Butternut Basin, MA	Feb 08-09	01/18/12
R #	727	Snowboard Kids	Ski Roundtop, PA	Jan 09-10	12/21/11	R #	742	Advanced Kids Zone	Saddleback, ME	Feb 08-09	01/18/12
R #	733	Snowboard Kids	Wisp, MD	Jan 19-20	12/28/11	R #	744	Intro to Kids Zone	Cranmore, NH	Feb 15-16	01/25/12
R #	737	Snowboard Kids	Thunder Ridge, NY	Feb 04-05	01/18/12	R #	749	Intro to Kids Zone	Mohawk Mtn, CT	Mar 05-06	02/15/12
R #	739	Advanced Kids Zone	Jiminy Peak, MA	Feb 06-07	01/18/12	R #	753	Advanced Kids Zone	Catamount, NY	Mar 10-11	02/22/12

## JUNIOR SPARK (Open to Sponsored Jr Instructors age 13+) 2 days - \$160

Key	No.	Event	Location	Dates	Deadline	Key	No.	Event	Location	Dates	Deadline
#	757	Wrap It Up	Mount Snow, VT	Mar 24-25	03/07/12						

# Master Teacher Schedule for 2011 - 2012

Online registration is now available! Please go to [www.psia-e.org](http://www.psia-e.org) and click the Register Online button.

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 R = Events Open to Registered members P = Qualifies as Exam Prerequisite  
 ^ = Non-standard event registration & start time **Weekend events are highlighted in blue.**

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A \$25 non-refundable late fee will be charged, please contact the office 518-452-6095 to inquire on availability.

PLEASE Check Event Time: 8am Reg, on snow 9am-4pm; 12pm Reg, on snow 1pm-8pm; 1pm Reg, on snow 2pm-9pm; 2pm Reg, on snow 3pm-10pm

## PSIA-AASI Eastern Division Event Participant Safety Policy

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## MASTER TEACHER CERTIFICATION (Open to Certified members) 2 days - \$153; Children's Specialist - \$160

NOTE: Children's Specialist courses require completed workbook prior to registration-see [www.psia-e.org/ed/kids](http://www.psia-e.org/ed/kids) for more info

NOTE: Must successfully complete Children's Specialist 1 and be Level II Certified prior to registering for Children's Specialist 2

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
P 725	Children's Specialist 1	Windham Mtn, NY	Dec 19-20	11/30/11	P 738	Children's Specialist 2	Blue Mountain, PA	Feb 06-07	01/18/12
P 724	Children's Specialist 1	Stratton Mtn, VT	Dec 19-20	11/30/11	P 171	Movement Analysis	Saddleback, ME	Feb 08-09	01/18/12
P 036	Movement Analysis	Seven Springs, PA	Jan 07-08	12/21/11	P 743	Children's Specialist 1	McIntyre, NH	Feb 11-12	01/25/12
P 728	Children's Specialist 1	Smugg's Notch, VT	Jan 09-10	12/21/11	P 180	Foundations of Teach	Plattekill Mtn, NY	Feb 11-12	01/25/12
P ^ 045	Foundations of Teach	Blue Knob, PA	Jan 11-12	12/21/11	P 192	Movement Analysis	Windham Mtn, NY	Feb 13-14	01/25/12
P ^ 729	Children's Specialist 1	Blue Knob, PA	Jan 11-12	12/21/11	P 198	Foundations of Teach	Liberty Mountain, PA	Feb 15-16	01/25/12
P 731	Children's Specialist 1	Sno Mountain, PA	Jan 17-18	12/28/11	P 203	Foundations of Teach	Mount Snow, VT	Feb 27-28	02/08/12
P 063	Movement Analysis	Sno Mountain, PA	Jan 17-18	12/28/11	229	History Comes Alive	Snowshoe, WV	Feb 29-Mar 1	02/08/12
P 067	Foundations of Teach	Waterville Vly, NH	Jan 17-18	12/28/11	P 745	Children's Specialist 1	Camelback, PA	Feb 29-Mar 1	02/08/12
P 730	Children's Specialist 1	Labrador, NY	Jan 17-18	12/28/11	P ^ 746	Children's Specialist 1-PM	Kissing Bridge, NY	Feb 29-Mar 1	02/08/12
P 732	Children's Specialist 1	Whiteface, NY	Jan 19-20	12/28/11	P 235	Movement Analysis	Seven Springs, PA	Mar 03-04	02/15/12
P 073	History Comes Alive	Cannon Mtn, NH	Jan 19-20	12/28/11	244	History Comes Alive	Bromley, VT	Mar 05-06	02/15/12
P 734	Children's Specialist 1	Gunstock, NH	Jan 23-24	01/04/12	P 748	Children's Specialist 2	Bromley, VT	Mar 05-06	02/15/12
P 735	Children's Specialist 1	Ski Bradford, MA	Jan 28-29	01/11/12	P 747	Children's Specialist 2	Bristol Mountain, NY	Mar 05-06	02/15/12
P 120	Movement Analysis	Cataloochee, NC	Jan 29-30	01/11/12	P 278	Movement Analysis	Wachusett, MA	Mar 07-08	02/15/12
P 122	Movement Analysis	Attitash, NH	Jan 30-31	01/11/12	P 750	Children's Specialist 2	Sunday River, ME	Mar 07-08	02/15/12
P 126	Foundations of Teach	Holiday Valley, NY	Jan 30-31	01/11/12	P ^ 751	Children's Specialist 1	Swain, NY	Mar 07-08	02/15/12
P ^ 137	History Comes Alive	Holimont, NY	Feb 01-02	01/11/12	P 752	Children's Specialist 1	Wachusett, MA	Mar 07-08	02/15/12
P ^ 141	Movement Analysis	Holimont, NY	Feb 01-02	01/11/12	P 306	Movement Analysis	Sugarbush, VT	Mar 14-15	02/22/12
P 736	Children's Specialist 1	Thunder Ridge, NY	Feb 04-05	01/18/12	P 754	Children's Specialist 2	Belleayre, NY	Mar 17-18	02/29/12
P 740	Children's Specialist 1	Massanutten, VA	Feb 06-07	01/18/12	P 755	Children's Specialist 1	Mount Snow, VT	Mar 22-23	02/29/12
P 157	Movement Analysis	Jiminy Peak, MA	Feb 06-07	01/18/12	P 756	Children's Specialist 2	Mount Snow, VT	Mar 22-23	02/29/12
P 164	Foundations of Teach	Massanutten, VA	Feb 06-07	01/18/12					

## ACCREDITATION PROGRAMS (Open to Certified members) 2 days - \$180

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
<b>Backcountry Accreditation</b>					<b>Special Populations</b>				
640	Snow Sense & Plan	Mount Snow, VT	Nov 05-06	10/19/11	060	Adult Dev. & Aging	Labrador, NY	Jan 17-18	12/28/11
648	Collecting, Data	Maple Wind, VT	Jan 28-29	01/11/12	534	Work w/ Sit Down Ski	Bristol Mountain, NY	Jan 23-24	01/04/12
658	Putting It All Together	Maple Wind, VT	Mar 10-11	02/22/12	133	Teaching Women	Gore Mountain, NY	Feb 01-02	01/11/12
<b>Adaptive Accreditation</b>					163	Adult Dev. & Aging	Massanutten, VA	Feb 06-07	01/18/12
534	Work w/ Sit Down Ski	Bristol Mountain, NY	Jan 23-24	01/04/12	545	3 / 4 Track Skiing	Jiminy Peak, MA	Feb 13-14	01/18/12
545	3 / 4 Track Skiing	Jiminy Peak, MA	Feb 13-14	01/18/12	547	VI and DD Skiers	Mount Snow, VT	Feb 29-Mar 1	02/08/12
547	VI and DD Skiers	Mount Snow, VT	Feb 27-28	02/08/12	293	Teaching Women	Bolton Valley, VT	Mar 12-13	02/22/12
<b>Coaching Advanced Skiing and Racing</b>					305	Adult Dev. & Aging	Sugarbush, VT	Mar 14-15	02/22/12
684	Adv Move Analysis	Whiteface Mtn, NY	Jan 19-20	12/28/11	<b>Sport Science</b>				
685	Adv Move Analysis	Cannon Mtn, NH	Jan 19-20	12/28/11	039	Exercise Physiology	Ski Roundtop, PA	Jan 09-10	12/21/11
686	Course Set & Drills	Gunstock, NH	Jan 23-24	01/04/12	042	Biomechanics	Smugg's Notch, VT	Jan 09-10	12/21/11
688	Adv Move Analysis	Holiday Valley, NY	Jan 30-31	01/11/12	071	Exercise Physiology	Cannon Mtn, NH	Jan 19-20	12/28/11
691	Tactics & Techniques	Bristol Mountain, NY	Feb 08-09	01/18/12	079	Science of Skiing	Wisp, MD	Jan 19-20	12/28/11
690	Adv Move Analysis	Bear Creek, PA	Feb 08-09	01/18/12	132	Science of Skiing	Gore Mountain, NY	Feb 01-02	01/11/12
692	Tactics & Techniques	Butternut, MA	Feb 08-09	01/18/12	181	Biomechanics	Plattekill Mtn, NY	Feb 11-12	01/25/12
696	Course Set & Drills	Whiteface, NY	Feb 27-28	01/25/12	191	Exercise Physiology	Windham Mtn, NY	Feb 13-14	01/25/12
					276	Science of Skiing	Wachusett, MA	Mar 07-08	02/15/12

# Adaptive Schedule for 2011 - 2012

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### ADAPTIVE FEATURE EVENTS (Open all members and some open to non-members for an additional \$25)

Key	No	Event	Description	Location	Price	Dates	Deadline
R #	015	Snowsports School Management Seminar	For Directors & Supervisors - Keynote at 8pm Mon; banquet	Mount Snow, VT	\$235	Nov 29-Dec 01	11/09/11
Register @ DSUSA		Adaptive National Academy	Disabled Sports USA and PSIA Event	Breckenridge, CO	Varies		see DSUSA website
**see Disabled Sports USA website at <a href="http://www.dsusa.org">www.dsusa.org</a> , click on winter Sports/programs and then on The Hartford Ski Spectacular for details and application							
R	581	Adaptive Spring Rally	2 days; Après Ski party	Mount Snow, VT	\$186	Mar 24-25	03/07/12

### ADAPTIVE SPECIALTY EVENTS (Some open to non-members for an additional \$25) 2 days - \$160

NOTE: Alpine Development Series Skiing and Master Series Skiing Events are excellent Skiing Improvement courses

Key	No	Event	School	Resort	Dates	Deadline
# R	520	Mainstreaming Tactics	Gunstock Learning Center	Gunstock Mountain, NH	Dec 17-18	11/30/11
# R	521	Exploring Snowboard Techniques I	Catamount Snowsports School	Catamount, NY	Dec 20-21	11/30/11
# R	540	Tethering Improvement Stand-up & Bi-Ski	New England Disabled Sports at Loon	Loon Mountain, NH	Feb 06-07	01/18/12
	541	Exploring Snowboard Techniques II	Adaptive Sports Foundation	Windham, NY	Feb 11-12	01/25/12
# R	546	Mainstreaming Tactics	STRIDE Adaptive Sports	Jiminy Peak, MA	Feb 15-16	01/25/12
# R	548	Experiential Mono Skiing	Bart J. Ruggiere Adaptive Sports Center	Bromley Mountain, VT	Feb 29-Mar 1	02/08/12

### ADAPTIVE - NORDIC CROSS COUNTRY (Open to members and non-members for an additional \$25) 2 days - \$110

R#P	646	Adaptive Cross Country Skiing	Bretton Woods Adaptive, Inc	Bretton Woods, NH	Jan 23-24	01/04/12
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### ADAPTIVE ACCREDITATION EVENTS (Open to all Certified members) 2 days - \$180

Key	No	Event	School	Resort	Dates	Deadline
	534	Working with Sit Down Skiers	O.A.S.I.S. Adaptive Sports	Bristol Mountain, NY	Jan 23-24	01/04/12
	546	3 Track / 4 Track Skiing	STRIDE Adaptive Sports	Jiminy Peak, MA	Feb 13-14	01/18/12
	547	Visually Impaired/Develop Delayed Skiers	Mount Snow Ski & Snowboard School	Mount Snow, VT	Feb 27-28	02/08/12

### ADAPTIVE EXAM PREP (Open to Registered, Level I or Level II members) 2 days - \$160; 1 day - \$95

Key	No	Event	School	Resort	Dates	Deadline
R	522	Adaptive Level I Exam Prep-Skiing Focus	Bretton Woods Adaptive, Inc	Bretton Woods, NH	Jan 05	12/14/11
	523	Adaptive Level II & Level III Exam Prep	Bretton Woods Adaptive, Inc	Bretton Woods, NH	Jan 05-06	12/14/11
R	542	Adaptive Level I Exam Prep-Skiing Focus	Adaptive Sports Foundation	Windham, NY	Feb 11	01/25/12
	543	Adaptive Level II & Level III Exam Prep	Adaptive Sports Foundation	Windham, NY	Feb 11-12	01/25/12

### LEVEL I EXAM - DIRECTORS SIGNATURE REQUIRED TO PROCESS (For Registered members) 2 days - \$189

A new member application and current dues must be submitted prior to, or at the same time as Level I Exam Application. Snowsports Director Signature is required on both applications.

Key	No	Event	School	Resort	Dates	Deadline
R	527	Snowboard Outrigger	Waterville Adaptive Program	Waterville Valley, NH	Jan 21-22	01/04/12
R	528	Snowboard Sit Down	Waterville Adaptive Program	Waterville Valley, NH	Jan 21-22	01/04/12
R	529	Snowboard Stand Up	Waterville Adaptive Program	Waterville Valley, NH	Jan 21-22	01/04/12
R	524	Blind/DD	O.A.S.I.S. Adaptive Sports	Bristol Mountain, NY	Jan 23-24	01/04/12
R	525	3/4 Track	O.A.S.I.S. Adaptive Sports	Bristol Mountain, NY	Jan 23-24	01/04/12
R	526	Mono/Bi	O.A.S.I.S. Adaptive Sports	Bristol Mountain, NY	Jan 23-24	01/04/12
R	535	Snowboard Outrigger	STRIDE Adaptive Sports	Jiminy Peak, MA	Jan 28-29	01/11/12
R	536	Snowboard Sit Down	STRIDE Adaptive Sports	Jiminy Peak, MA	Jan 28-29	01/11/12
R	537	Snowboard Stand Up	STRIDE Adaptive Sports	Jiminy Peak, MA	Jan 28-29	01/11/12
R	549	Blind/DD	Bart J. Ruggiere Adaptive Sports Center	Bromley Mountain, VT	Feb 29-Mar 1	02/15/12
R	550	3/4 Track	Bart J. Ruggiere Adaptive Sports Center	Bromley Mountain, VT	Feb 29-Mar 1	02/15/12
R	551	Mono/Bi	Bart J. Ruggiere Adaptive Sports Center	Bromley Mountain, VT	Feb 29-Mar 1	02/15/12
R	552	Blind/DD	Vermont Adaptive Ski & Sports	Bolton Valley, VT	Mar 05-06	02/15/12
R	553	3/4 Track	Vermont Adaptive Ski & Sports	Bolton Valley, VT	Mar 05-06	02/15/12
R	554	Mono/Bi	Vermont Adaptive Ski & Sports	Bolton Valley, VT	Mar 05-06	02/15/12

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# Adaptive Schedule for 2011 - 2012

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## LEVEL I EXAM - DIRECTORS SIGNATURE REQUIRED TO PROCESS (For Registered members) 2 days - \$189

A new member application and current dues must be submitted prior to, or at the same time as Level I Exam Application. Snowsports Director Signature is required on both applications.

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Key	No	Event	School	Resort	Dates	Deadline
R	555	Blind/DD	Wintergreen Adaptive Sports	Wintergreen, VA	Mar 10-11	02/22/12
R	556	3/4 Track	Wintergreen Adaptive Sports	Wintergreen, VA	Mar 10-11	02/22/12
R	557	Mono/Bi	Wintergreen Adaptive Sports	Wintergreen, VA	Mar 10-11	02/22/12
R	558	Blind/DD	Adaptive Sports Foundation	Windham, NY	Mar 15-16	02/22/12
R	559	3/4 Track	Adaptive Sports Foundation	Windham, NY	Mar 15-16	02/22/12
R	560	Mono/Bi	Adaptive Sports Foundation	Windham, NY	Mar 15-16	02/22/12
R	569	Blind/DD	Adaptive Sports Foundation	Windham, NY	Mar 17-18	02/29/12
R	570	3/4 Track	Adaptive Sports Foundation	Windham, NY	Mar 17-18	02/29/12
R	571	Mono/Bi	Adaptive Sports Foundation	Windham, NY	Mar 17-18	02/29/12

## LEVEL II EXAMS - DIRECTORS SIGNATURE REQUIRED TO PROCESS (Open to Level I Members) - 1 day - \$110

Key	No	Event	School	Resort	Dates	Deadline
	530	Blind/DD	Waterville Adaptive Program	Waterville Valley, NH	Jan 21	01/04/12
	531	Skiing	Waterville Adaptive Program	Waterville Valley, NH	Jan 21	01/04/12
	532	3/4 Track	Waterville Adaptive Program	Waterville Valley, NH	Jan 22	01/04/12
	533	Mono/Bi	Waterville Adaptive Program	Waterville Valley, NH	Jan 22	01/04/12
	538	Snowboard Outrigger	STRIDE Adaptive Sports	Jiminy Peak, MA	Jan 28	01/11/12
	539	Snowboard Stand Up	STRIDE Adaptive Sports	Jiminy Peak, MA	Jan 29	01/11/12
	561	Blind/DD	Adaptive Sports Foundation	Windham, NY	Mar 15	02/22/12
	562	Skiing	Adaptive Sports Foundation	Windham, NY	Mar 15	02/22/12
	565	3/4 Track	Adaptive Sports Foundation	Windham, NY	Mar 16	02/22/12
	566	Mono/Bi	Adaptive Sports Foundation	Windham, NY	Mar 16	02/22/12
	572	Blind/DD	Adaptive Sports Foundation	Windham, NY	Mar 17	02/29/12
	573	Skiing	Adaptive Sports Foundation	Windham, NY	Mar 17	02/29/12
	577	3/4 Track	Adaptive Sports Foundation	Windham, NY	Mar 18	02/29/12
	578	Mono/Bi	Adaptive Sports Foundation	Windham, NY	Mar 18	02/29/12

## LEVEL III EXAMS - DIRECTORS SIGNATURE REQUIRED TO PROCESS (Open to Level II Members) - 1 day - \$110

Key	No	Event	School	Resort	Dates	Deadline
	563	Blind/DD	Adaptive Sports Foundation	Windham, NY	Mar 15	02/22/12
	564	Skiing	Adaptive Sports Foundation	Windham, NY	Mar 15	02/22/12
	567	3/4 Track	Adaptive Sports Foundation	Windham, NY	Mar 16	02/22/12
	568	Mono/Bi	Adaptive Sports Foundation	Windham, NY	Mar 16	02/22/12
	575	Blind/DD	Adaptive Sports Foundation	Windham, NY	Mar 17	02/29/12
	574	Skiing	Adaptive Sports Foundation	Windham, NY	Mar 17	02/29/12
	579	3/4 Track	Adaptive Sports Foundation	Windham, NY	Mar 18	02/29/12
	580	Mono/Bi	Adaptive Sports Foundation	Windham, NY	Mar 18	02/29/12

## ADAPTIVE TEAM EVENTS (Open to Level II or III Members) Prep-\$160; Exam \$120

Key	No	Event	School	Resort	Dates	Deadline
	544	Adaptive Development Team Prep	Adaptive Sports Foundation	Windham, NY	Feb 11-12	01/25/12
	576	Adaptive Development Team Exam	Adaptive Sports Foundation	Windham, NY	Mar 17-18	02/29/12

## ONLINE EXAMS - DIRECTORS SIGNATURE IS NOT REQUIRED TO PROCESS 2011-2012 Season - \$10

NOTE: Online exams are available August 15 to April 15 each season

NOTE: Candidate has two attempts per season to score 70% or higher - otherwise may attempt the following season

Key	No	Event	Description	Deadline
	985	Adaptive Level II Written	Registration allows two attempts for each exam - opt to take one or more	03/21/12
	986	Adaptive Level III Written	Registration allows two attempts for each exam - opt to take one or more	03/21/12

# AASI Snowboard Schedule for 2011 - 2012

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### FEATURE EVENTS

(Open all members and some open to non-members for an additional \$25)

Key	No	Event	Description	Location	Price	Dates	Deadline
R #	015	Snowsports School Management Seminar	For Directors & Supervisors - Keynote at 8pm Mon; banquet	Mount Snow, VT	\$235	Nov 29-Dec 01	11/09/11
R #	015	AASI Resort Trainers	For Supervisors and Trainers	Mount Snow, VT	\$235	Nov 29-Dec 01	11/09/11
R #	360	Safe Coaching	1 day; for all disciplines	Mount Snow, VT	\$95	Dec 02	11/09/11
R #	721	Children's Academy	2 days; Keynote	Mount Snow, VT	\$160	Dec 05-06	11/16/11
R #	720	Children's Academy	3 days; Energy Stars	Mount Snow, VT	\$215	Dec 05-07	11/16/11
R	723	AASI Level I Exam	3 days at Children's Academy	Mount Snow, VT	\$215	Dec 05-07	11/16/11
R *	361	Rider Rally	2 days; Registered/Level I	Killington, VT	\$195	Dec 10-11	11/23/11
*	362	Rider Rally	2 days; Level II and Level III	Killington, VT	\$195	Dec 10-11	11/23/11
R	489	Women's Revival	2 days; all inclusive	Belleayre, NY	\$335	Mar 15-16	02/22/12
R	493	AASI Spring Rally	2 days; Après Ski party	Mount Snow, VT	\$186	Mar 24-25	03/07/12

### FREESTYLE ACCREDITATION EVENTS (Not Alpine MTC Accred)

(Open to all Certified members) 2 days - \$180

Key	No.	Event	Location	Dates	Deadline	Key	No.	Event	Location	Dates	Deadline
	374	Fundamental	Okemo, VT	Jan 11-12	12/21/11		451	Fundamental	Stowe, VT	Feb 27-28	02/08/12
	375	Masters	Okemo, VT	Jan 11-12	12/21/11		450	Masters	Stowe, VT	Feb 27-28	02/08/12
	429	Fundamental	Bristol Mountain, NY	Feb 08-09	01/18/12		470	Fundamental	Mtn Creek, NJ	Mar 07-08	02/15/12
	440	Fundamental	Loon Mountain, NH	Feb 13-14	01/25/12		471	Masters	Mtn Creek, NJ	Mar 07-08	02/15/12

### SPECIALTY EVENTS

(Open to all members) 2 days - \$162

Key	No.	Event	Location	Dates	Deadline	Key	No.	Event	Location	Dates	Deadline
R	366	Get 'Em Stoked - Teaching Levels 1-4	Whitetail, PA	Dec 19-20	11/30/11	R	420	Get 'Em Stoked - Teaching Levels 1-4	Ski Bradford, MA	Feb 04-05	01/18/12
R	372	Get 'Em Stoked - Teaching Levels 1-4	Holiday Valley, NY	Jan 11-12	12/21/11	R	427	Get 'Em Stoked - Teaching Levels 1-4	Bear Creek, PA	Feb 08-09	01/18/12
R	501	Skills for Riding Park & Rails	Big Boulder, PA	Jan 17-18	12/28/11	R	461	AASI Ladies Choice	Timberline, WV	Mar 01-02	02/08/12
R	400	AASI Ladies Choice	Liberty Mountain, PA	Jan 25-26	01/04/12	R	468	Skills for Riding Park & Rails	Mtn Creek, NJ	Mar 05-06	02/15/12
R	404	AASI Ladies Choice	Bolton Valley, VT	Jan 30-31	01/11/12	R	480	Get 'Em Stoked - Teaching Levels 1-4	Middlebury, VT	Mar 10-11	02/22/12

### RIDER UPDATE

(Open to all members) 2 days - \$162

Key	No.	Event	Location	Dates	Deadline	Key	No.	Event	Location	Dates	Deadline
R	368	All Mountain Focus	Seven Springs, PA	Jan 07-08	12/21/11	R	460	All Mountain Focus	Timberline, WV	Mar 01-02	02/08/12
R	378	Corduuroy & Carving	Jiminy Peak, MA	Jan 17-18	12/28/11	R	465	Corduuroy & Carving	Blue Mountain, PA	Mar 05-06	02/15/12
R	386	All Mountain Focus	Smugg's Notch, VT	Jan 19-20	12/28/11	R	467	All Mountain Focus	Sugarloaf, ME	Mar 19-20	02/29/12
R	388	All Mountain Focus	Wisp, MD	Jan 19-20	12/28/11	R	498	All Mountain Focus	Sunday River, ME	Mar 29-30	03/07/12
R	391	All Mountain Focus	Gore Mountain, NY	Jan 23-24	01/04/12						

### 200 LEVEL COURSES

(Open to all Certified members) 2 days - \$162

Key	No.	Event	Location	Dates	Deadline	Key	No.	Event	Location	Dates	Deadline
P	380	Riding Concepts	Waterville Vly, NH	Jan 17-18	12/28/11	P	435	Movement Analysis With Video	Hunter Mtn, NY	Feb 13-14	01/25/12
P	392	Riding Concepts	Gore Mountain, NY	Jan 23-24	01/04/12	P ^	473	Riding Concepts-PM	Kissing Bridge, NY	Mar 07-08	02/15/12
P	410	Riding Concepts	Elk Mountain, PA	Feb 01-02	01/11/12	P	475	Movement Analysis	Wachusett, MA	Mar 07-08	02/15/12
P	414	Movement Analysis	Wildcat, NH	Feb 01-02	01/11/12	P	483	Riding Concepts	Cannon Mtn, NH	Mar 12-13	02/22/12
P	423	Riding Concepts	Massanutten, VA	Feb 06-07	01/18/12						
P	432	Riding Concepts	Sugarbush, VT	Feb 08-09	01/18/12						



# AASI Snowboard Schedule for 2011 - 2012

Key: # = Events non-members may attend for \$25 additional fee \* = Events with limited attendance; may fill prior to deadlines!  
 R = Events Open to Registered members P = Qualifies as Exam Prerequisite  
 ^ = Non-standard event registration & start time **Weekend events are highlighted in blue.**  
 If openings are available after the deadline date, members may be admitted based on availability - Absolutely no walk-ons will be admitted  
 A \$25 non-refundable late fee will be charged, please contact the office 518-452-6095 to inquire on availability.

PLEASE Check Event Time: 8am Reg, on snow 9am-4pm; 12pm Reg, on snow 1pm-8pm; 1pm Reg, on snow 2pm-9pm; 2pm Reg, on snow 3pm-10pm

## PSIA-AASI Eastern Division Event Participant Safety Policy

Skiing and riding are athletic and physically demanding activities. It is the expectation of PSIA-AASI Eastern Division that each participant attending an event or exam shall possess the requisite level of fitness and stamina to participate safely, on all appropriate terrain and at a pace consistent with other members of the group. As such, PSIA-AASI Eastern Division reserves the right to have education staff reassign participants in any event that may pose a risk to themselves or others or consistently impede the progress of the group to another, more skill and fitness-appropriate event. In such a situation, an appropriate event will be recommended and the member may be transferred to that event at no charge (other than any difference in event costs) or a full refund of the originally registered event will be provided.

### 200-300 LEVEL COURSES (Open to all Certified members) 2 days -\$162

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
P 381	Teaching Concepts	Waterville Vly, NH	Jan 17-18	12/28/11	P ^ 445	Teaching Concepts	Blue Knob, PA	Feb 16-17	01/25/12
P 398	Teaching Concepts	Gunstock, NY	Jan 25-26	01/04/12	P 462	Teaching Concepts	Ski Sundown, CT	Mar 01-02	02/08/12
P 408	Teaching Concepts	Snowshoe, WV	Jan 30-31	01/11/12	P 491	Teaching Concepts	Belleayre, NY	Mar 17-18	02/29/12
P 430	Teaching Concepts	Bristol Mountain, NY	Feb 08-09	01/18/12					

### 300 LEVEL COURSES (Open to Level II or III members) 2 days -\$162

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
P 383	Riding Concepts	Whiteface, NY	Jan 17-18	12/28/11	P 436	Movement Analysis	Hunter Mtn, NY	Feb 13-14	01/25/12
P 409	Riding Concepts	Snowshoe, WV	Jan 31-Feb 1	01/11/12		With Video			
P 415	Movement Analysis	Wildcat, NH	Feb 01-02	01/11/12	P 484	Riding Concepts	Cannon Mtn, NH	Mar 12-13	02/22/12
P 433	Riding Concepts	Sugarbush, VT	Feb 08-09	01/18/12					

### CAMPS (Open to all Certified members) 3 day \$225; 2 days -\$162; 1 day - \$95

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
395	FreeStyle Camp 2 Day	Mount Snow, VT	Jan 23-24	01/04/12	453	Steeps Camp 2 Day	Stowe, VT	Feb 29-Mar 1	2/8/2012
396	FreeStyle Camp 3 Day	Mount Snow, VT	Jan 23-25	01/04/12	454	Steeps Camp 3 Day	Stowe, VT	Feb 29-Mar 2	2/8/2012
406	Intro to Trees	Greek Peak, NY	Jan 30-31	01/11/12	457	Off Piste Assessment	Stowe, VT	Mar 02	2/8/2012
425	Intro to Trees & Steeps	Saddleback, ME	Feb 06-07	01/18/12	477	Mogul Camp 2 Day	Okemo, VT	Mar 08-09	02/15/12
442	Intro to Trees	Bretton Woods, NH	Feb 15-16	01/25/12	486	Trees Camp 2 Day	Jay Peak, VT	Mar 14-15	02/22/12
^ 443	Intro to Trees & Steeps	Blue Knob, PA	Feb 16-17	01/25/12	487	Trees Camp 3 Day	Jay Peak, VT	Mar 14-16	02/22/12
447	Intro to Moguls	Bromley, VT	Feb 16-17	01/25/12	488	Off Piste Assessment	Jay Peak, VT	Mar 16	02/22/12
<b>NOTE: Must pass one-day Off Piste Assessment to attend Off Piste event at Smuggler's Notch</b>									
492	Off Piste - 2 Day	Smugg's Notch, VT	Mar 22-23	02/29/12					

### EXAM PREP (Open to Level I or Level II members) 2 days - \$162

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
P 363	Level II Prep	Killington, VT	Dec 10-11	11/23/11	P 411	Level II Prep	Elk Mountain, PA	Feb 01-02	01/11/12
P 364	Level III Prep	Killington, VT	Dec 10-11	11/23/11	P 478	Level II Prep	Okemo, VT	Mar 08-09	02/15/12
P 401	Level II Prep	Liberty Mountain, PA	Jan 25-26	01/04/12	P 476	Level III Prep	Okemo, VT	Mar 08-09	02/15/12

### LEVEL I EXAMS - DIRECTORS SIGNATURE REQUIRED TO PROCESS (Open to Registered members) 2 days - \$134

A new member application and current dues payment must be submitted prior to, or at the same time as Level I Exam Application. Snowsports Director Signature is required on both applications.

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R 723	AASI Level I Exam	Snowboard Level I Exam at Children's Academy	<b>- 3 days - \$215</b>				Mount Snow, VT	Dec 05-07	11/16/11
R 365	AASI Level I Exam	Whitetail, PA	Dec 19-20	11/30/11	R 405	AASI Level I Exam	Greek Peak, NY	Jan 30-31	01/11/12
R 367	AASI Level I Exam	Seven Springs, PA	Jan 07-08	12/21/11	R 407	AASI Level I Exam	Snowshoe, WV	Jan 30-31	01/11/12
R 369	AASI Level I Exam	Peek 'n Peak, NY	Jan 09-10	12/21/11	R 412	AASI Level I Exam	Elk Mountain, PA	Feb 01-02	01/11/12
R 370	AASI Level I Exam	Ski Roundtop, PA	Jan 09-10	12/21/11	R 413	AASI Level I Exam	Wildcat Tracks, ME	Feb 01-02	01/11/12
R 371	AASI Level I Exam	Holiday Valley, NY	Jan 11-12	12/21/11	R 419	AASI Level I Exam	Ski Bradford, MA	Feb 04-05	01/18/12
R 373	AASI Level I Exam	Okemo, VT	Jan 11-12	12/21/11	R 421	AASI Level I Exam	Thunder Ridge, NY	Feb 04-05	01/18/12
R 377	AASI Level I Exam	Jiminy Peak, MA	Jan 17-18	12/28/11	R 422	AASI Level I Exam	Massanutten, VA	Feb 06-07	01/18/12
R 379	AASI Level I Exam	Waterville Vly, NH	Jan 17-18	12/28/11	R 424	AASI Level I Exam	Saddleback, ME	Feb 06-07	01/18/12
R 382	AASI Level I Exam	Whiteface, NY	Jan 17-18	12/28/11	R 431	AASI Level I Exam	Sugarbush, VT	Feb 08-09	01/18/12
R 500	AASI Level I Exam	Big Boulder, PA	Jan 17-18	12/28/11	R 426	AASI Level I Exam	Bear Creek, PA	Feb 08-09	01/18/12
R 385	AASI Level I Exam	Smugg's Notch, VT	Jan 19-20	12/28/11	R 428	AASI Level I Exam	Bristol Mountain, NY	Feb 08-09	01/18/12
R 387	AASI Level I Exam	Wisp, MD	Jan 19-20	12/28/11	R 434	AASI Level I Exam	Hunter Mtn, NY	Feb 13-14	01/25/12
R ^ 389	AASI Level I Exam-PM	McIntyre, NH	Jan 21-22	01/04/12	R 439	AASI Level I Exam	Loon Mountain, NH	Feb 13-14	01/25/12
R 390	AASI Level I Exam	Gore Mountain, NY	Jan 23-24	01/04/12	R 441	AASI Level I Exam	Bretton Woods, NH	Feb 15-16	01/25/12
R 393	AASI Level I Exam	Mount Snow, VT	Jan 23-24	01/04/12	R 446	AASI Level I Exam	Bromley, VT	Feb 16-17	01/25/12
R 397	AASI Level I Exam	Gunstock, NH	Jan 25-26	01/04/12	R 452	AASI Level I Exam	Stowe, VT	Feb 29-Mar 1	02/15/12
R 399	AASI Level I Exam	Liberty Mountain, PA	Jan 25-26	01/04/12	R 459	AASI Level I Exam	Timberline, WV	Mar 01-02	02/15/12
R 402	AASI Level I Exam	Alpine Mountain, PA	Jan 28-29	01/11/12	R 463	AASI Level I Exam	Ski Sundown, CT	Mar 03-04	02/15/12
R 403	AASI Level I Exam	Bolton Valley, VT	Jan 30-31	01/11/12	R 464	AASI Level I Exam	Blue Mountain, PA	Mar 05-06	02/15/12

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# AASI Snowboard Schedule for 2011 - 2012

Online registration is now available! Please go to [www.psia-e.org](http://www.psia-e.org) and click the Register Online button.

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## LEVEL I EXAMS - DIRECTORS SIGNATURE REQUIRED TO PROCESS (Open to Registered members) 2 days - \$134

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<table border="0" style="width: 100%;"> <tr><td>R 469 AASI Level I Exam</td><td>Mtn Creek, NJ</td><td>Mar 07-08</td><td>02/15/12</td></tr> <tr><td>R ^ 472 AASI Level I Exam-PM</td><td>Kissing Bridge, NY</td><td>Mar 07-08</td><td>02/15/12</td></tr> <tr><td>R 474 AASI Level I Exam</td><td>Wachusett, MA</td><td>Mar 07-08</td><td>02/15/12</td></tr> <tr><td><span style="color: blue;">R * 479 AASI Level I Exam</span></td><td><span style="color: blue;">Middlebury, VT</span></td><td><span style="color: blue;">Mar 10-11</span></td><td><span style="color: blue;">02/22/12</span></td></tr> <tr><td><span style="color: blue;">R * 481 AASI Level I Exam</span></td><td><span style="color: blue;">Toggenburg, NY</span></td><td><span style="color: blue;">Mar 10-11</span></td><td><span style="color: blue;">02/22/12</span></td></tr> <tr><td>R 482 AASI Level I Exam</td><td>Cannon Mtn, NH</td><td>Mar 12-13</td><td>02/22/12</td></tr> </table>	R 469 AASI Level I Exam	Mtn Creek, NJ	Mar 07-08	02/15/12	R ^ 472 AASI Level I Exam-PM	Kissing Bridge, NY	Mar 07-08	02/15/12	R 474 AASI Level I Exam	Wachusett, MA	Mar 07-08	02/15/12	<span style="color: blue;">R * 479 AASI Level I Exam</span>	<span style="color: blue;">Middlebury, VT</span>	<span style="color: blue;">Mar 10-11</span>	<span style="color: blue;">02/22/12</span>	<span style="color: blue;">R * 481 AASI Level I Exam</span>	<span style="color: blue;">Toggenburg, NY</span>	<span style="color: blue;">Mar 10-11</span>	<span style="color: blue;">02/22/12</span>	R 482 AASI Level I Exam	Cannon Mtn, NH	Mar 12-13	02/22/12	<table border="0" style="width: 100%;"> <tr><td>R 485 AASI Level I Exam</td><td>Jay Peak, VT</td><td>Mar 14-15</td><td>02/22/12</td></tr> <tr><td><span style="color: blue;">R 490 AASI Level I Exam</span></td><td><span style="color: blue;">Belleayre, NY</span></td><td><span style="color: blue;">Mar 17-18</span></td><td><span style="color: blue;">02/29/12</span></td></tr> <tr><td>R 466 AASI Level I Exam</td><td>Sugarloaf, ME</td><td>Mar 19-20</td><td>02/29/12</td></tr> <tr><td><span style="color: blue;">R 494 AASI Level I Exam</span></td><td><span style="color: blue;">Mount Snow, VT</span></td><td><span style="color: blue;">Mar 24-25</span></td><td><span style="color: blue;">03/07/12</span></td></tr> <tr><td>R 497 AASI Level I Exam</td><td>Sunday River, ME</td><td>Mar 29-30</td><td>03/07/12</td></tr> </table>	R 485 AASI Level I Exam	Jay Peak, VT	Mar 14-15	02/22/12	<span style="color: blue;">R 490 AASI Level I Exam</span>	<span style="color: blue;">Belleayre, NY</span>	<span style="color: blue;">Mar 17-18</span>	<span style="color: blue;">02/29/12</span>	R 466 AASI Level I Exam	Sugarloaf, ME	Mar 19-20	02/29/12	<span style="color: blue;">R 494 AASI Level I Exam</span>	<span style="color: blue;">Mount Snow, VT</span>	<span style="color: blue;">Mar 24-25</span>	<span style="color: blue;">03/07/12</span>	R 497 AASI Level I Exam	Sunday River, ME	Mar 29-30	03/07/12
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R 497 AASI Level I Exam	Sunday River, ME	Mar 29-30	03/07/12																																										

## RIDING ASSESSMENT / RETAKES (Open to Level I or Level II members) 1 day - \$110

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
437	Lvl II Assess/Retake	Hunter Mtn, NY	Feb 15	01/25/12	455	Lvl II Assess/Retake	Stowe, VT	Mar 02	02/08/12
438	Lvl III Assess/Retake	Hunter Mtn, NY	Feb 15	01/25/12	456	Lvl III Assess/Retake	Stowe, VT	Mar 02	02/08/12
^ 444	Lvl II Assess/Retake	Blue Knob, PA	Feb 16	01/25/12					

## ONLINE EXAMS - DIRECTORS SIGNATURE IS NOT REQUIRED TO PROCESS 2011-2012 Season - \$10

**NOTE: Online exams are available August 15 to April 15 each season**

**NOTE: Candidate has two attempts per season to score 70% or higher - otherwise may attempt the following season**

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
983	AASI Level II Written	2012 Online Season		03/21/12	984	AASI Level III Written	2012 Online Season		03/21/12

## AASI EXAMS - DIRECTORS SIGNATURE REQUIRED TO PROCESS 3 days - \$274; 2 days - \$195

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
394	AASI Level II Exam	Mount Snow, VT	Jan 23-25	01/04/12	496	AASI Level III Exam	Sunday River, ME	Mar 26-28	03/07/12
458	AASI Level II Exam	Timberline, WV	Feb 27-29	02/08/12	499	AASI DEV Team Tryout	Sunday River, ME	Mar 29-30	03/07/12
495	AASI Level II Exam	Sunday River, ME	Mar 26-28	03/07/12					

## CHILDREN'S SPECIALIST (Open to all Certified members) 2 days - \$160

**NOTE: Children's Specialist courses require completed workbook prior to registration-see [www.psia-e.org/ed/kids](http://www.psia-e.org/ed/kids) for more info**

**NOTE: Must successfully complete Children's Specialist 1 and be Level II Certified prior to registering for Children's Specialist 2**

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
724	Children's Specialist 1	Stratton Mtn, VT	Dec 19-20	11/30/11	<span style="color: blue;">743 Children's Specialist 1</span>	<span style="color: blue;">McIntyre, NH</span>	<span style="color: blue;">Feb 11-12</span>	<span style="color: blue;">01/25/12</span>	
725	Children's Specialist 1	Windham Mtn, NY	Dec 19-20	11/30/11	745	Children's Specialist 1	Camelback, PA	Feb 29-Mar 1	02/08/12
728	Children's Specialist 1	Smugg's Notch, VT	Jan 09-10	12/21/11	^ 746	Children's Specialist 1 - PM	Kissing Bridge, NY	Feb 29-Mar 1	02/08/12
^ 729	Children's Specialist 1	Blue Knob, PA	Jan 11-12	12/21/11	748	Children's Specialist 2	Bromley, VT	Mar 05-06	02/15/12
731	Children's Specialist 1	Sno Mountain, PA	Jan 17-18	12/28/11	747	Children's Specialist 2	Bristol Mountain, NY	Mar 05-06	02/15/12
730	Children's Specialist 1	Labrador, NY	Jan 17-18	12/28/11	752	Children's Specialist 1	Wachusett, MA	Mar 07-08	02/15/12
732	Children's Specialist 1	Whiteface, NY	Jan 19-20	12/28/11	^ 751	Children's Specialist 1	Swain, NY	Mar 07-08	02/15/12
734	Children's Specialist 1	Gunstock, NH	Jan 23-24	01/04/12	750	Children's Specialist 2	Sunday River, ME	Mar 07-08	02/15/12
<span style="color: blue;">735 Children's Specialist 1</span>	<span style="color: blue;">Ski Bradford, MA</span>	<span style="color: blue;">Jan 28-29</span>	<span style="color: blue;">01/11/12</span>		<span style="color: blue;">754 Children's Specialist 2</span>	<span style="color: blue;">Belleayre, NY</span>	<span style="color: blue;">Mar 17-18</span>	<span style="color: blue;">02/29/12</span>	
<span style="color: blue;">736 Children's Specialist 1</span>	<span style="color: blue;">Thunder Ridge, NY</span>	<span style="color: blue;">Feb 04-05</span>	<span style="color: blue;">01/18/12</span>		755	Children's Specialist 1	Mount Snow, VT	Mar 22-23	02/29/12
740	Children's Specialist 1	Massanutten, VA	Feb 06-07	01/18/12	756	Children's Specialist 2	Mount Snow, VT	Mar 22-23	02/29/12
738	Children's Specialist 2	Blue Mountain, PA	Feb 06-07	01/18/12					

## CHILDREN'S EVENTS (Open to all members and non-members for additional \$25) 2 days - \$160

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R # 726	Intro to Kids Zone	Shawnee Peak, ME	Jan 05-06	12/14/11	R # 741	Kids Race Event	Butternut Basin, MA	Feb 08-09	01/18/12
R # 727	Snowboard Kids	Ski Roundtop, PA	Jan 09-10	12/21/11	R # 742	Advanced Kids Zone	Saddleback, ME	Feb 08-09	01/18/12
R # 733	Snowboard Kids	Wisp, MD	Jan 19-20	12/28/11	R # 744	Intro to Kids Zone	Cranmore, NH	Feb 15-16	01/25/12
<span style="color: blue;">R # 737 Snowboard Kids</span>	<span style="color: blue;">Thunder Ridge, NY</span>	<span style="color: blue;">Feb 04-05</span>	<span style="color: blue;">01/18/12</span>		R # 749	Intro to Kids Zone	Mohawk Mtn, CT	Mar 05-06	02/15/12
R # * 739	Advanced Kids Zone	Jiminy Peak, MA	Feb 06-07	01/18/12	<span style="color: blue;">R # 753 Advanced Kids Zone</span>	<span style="color: blue;">Catamount, NY</span>	<span style="color: blue;">Mar 10-11</span>	<span style="color: blue;">02/22/12</span>	

# Nordic Telemark Schedule for 2011 - 2012

Online registration is now available! Please go to [www.psia-e.org](http://www.psia-e.org) and click the Register Online button.

Key: # = Events non-members may attend for \$25 additional fee \* = Events with limited attendance; may fill prior to deadlines!  
 R = Events Open to Registered members ^ = Non-standard event registration & start time  
 P = Qualifies as Exam Prerequisite **Weekend events are highlighted in blue.**  
 If openings are available after the deadline date, members may be admitted based on availability. Absolutely no walk-ons will be admitted.  
 A \$25 non-refundable late fee will be charged, please contact the office 518-452-6095 to inquire on availability.

PLEASE Check Event Time: 8am Reg, on snow 9am-4pm; 12pm Reg, on snow 1pm-8pm; 1pm Reg, on snow 2pm-9pm; 2pm Reg, on snow 3pm-10pm

## PSIA-AASI Eastern Division Event Participant Safety Policy

Skiing and riding are athletic and physically demanding activities. It is the expectation of PSIA-AASI Eastern Division that each participant attending an event or exam shall possess the requisite level of fitness and stamina to participate safely, on all appropriate terrain and at a pace consistent with other members of the group. As such, PSIA-AASI Eastern Division reserves the right to have education staff reassign participants in any event that may pose a risk to themselves or others or consistently impede the progress of the group to another, more skill and fitness-appropriate event. In such a situation, an appropriate event will be recommended and the member may be transferred to that event at no charge (other than any difference in event costs) or a full refund of the originally registered event will be provided.

### NORDIC TELE FEATURE EVENTS (Open to all members and non-members for an additional \$25)

Key	No	Event	Description	Location	Price	Dates	Deadline
R #	015	Snowsports School Management Seminar	For Directors & Supervisors - Keynote; banquet	Mount Snow, VT	\$235	Nov 29-Dec 01	11/09/11
R P #	600	Tele Mini-Academy	2 days; open to all members	Killington, VT	\$153	Dec 10-11	11/23/11
R P #	601	Tele Pro Jam	5 days; includes banquet	Killington, VT	\$340	Dec 12-16	11/23/11
R #	626	Tele Spring Rally	2 days; Après Ski party	Mount Snow, VT	\$186	Mar 24-25	03/07/12
R #	628	Norwegian Tele Fling	2 days; Spring corn & bumps	Sugarbush, VT	\$120	Apr 07-08	03/14/12

### CHILDREN'S ACADEMY (Open to all members – Some open to non-members for additional \$25)

Key	No	Event	Description	Location	Price	Dates	Deadline
R #	721	Children's Academy	2 days; Keynote	Mount Snow, VT	\$160	Dec 05-06	11/16/11

### NORDIC TELE UPGRADES (Open to all members and non-members for an additional \$25) 2 days - \$120

Members become Level I by attending any 2 days of upgrades or above Pro Jam, and stating "Level I Certification Requested" on application. If becoming a new member, submit a new member application and current dues payment prior to, or at the same time as event application. All upgrades count as exam prerequisite.

Key	No.	Event	Location	Dates	Deadline	Key	No.	Event	Location	Dates	Deadline
R#P	602	Early Season Primer	Seven Springs, PA	Dec 10-11	11/23/11	R#P	613	Tactics for All Terrain	Loon Mountain, NH	Feb 08-09	01/18/12
R#P	603	Early Season Primer	Sunday River, ME	Dec 10-11	11/23/11	R#P	614	Teaching / Skiing	Okemo, VT	Feb 12-13	01/25/12
R#P	604	Video Ski Improve	Bromley, VT	Jan 08-09	12/21/11	R#P	615	Intermediate Bump/Tree	Gore, NY	Feb 15-16	01/25/12
R#P	605	Ski Improvement	Wildcat, NH	Jan 11-12	12/21/11	R#P	616	Intro/Inter Bump/Tree	Timberline, WV	Feb 15-16	01/25/12
R#P	606	Teaching / Skiing	Okemo, VT	Jan 19-20	12/28/11	R#P	617	Inter/Adv Bump/Tree	Jay Peak, VT	Feb 29-Mar	02/15/12
R#P	607	Teaching / Skiing	Elk Mountain, PA	Jan 23-24	01/04/12	R#P	618	Bumps All Levels	Belleayre, NY	Mar 03-04	02/15/12
R#P	608	Teaching / Skiing	Holiday Valley, NY	Jan 23-24	01/04/12	R#P	619	Level I Learn To Tele	Mt Sunapee, NH	Mar 05-06	02/15/12
R#P	609	Level I Learn To Tele	Gunstock, NH	Jan 28-29	01/11/12	R#P	620	Video Ski Improve	Whitetail, PA	Mar 05-06	02/15/12
R#P	610	Telepalooza®	Seven Springs, PA	Jan 28-29	01/11/12	R#P	621	Inter/Adv Bump/Tree	Smugg's Notch, VT	Mar 07-08	02/15/12
P	611	Level II & III Exam Prep	Sugarbush, VT	Feb 01-02	01/11/12	R#	627	Spring Bumps / Trees	Stratton Mtn, VT	Mar 28-29	03/14/12
R#P	612	Intro/Inter Bump/Tree	Bretton Woods, NH	Feb 06-07	01/18/12						

### NORDIC TELE EXAMS (Open to all members with appropriate prerequisite) 2 days - \$145

Key	No.	Event	Location	Dates	Deadline	Key	No.	Event	Location	Dates	Deadline
	622	DCL Exam	Sugarbush, VT	Mar 17-18	02/29/12		624	Level II Exam	Sugarbush, VT	Mar 17-18	02/29/12
	623	DEV Exam	Sugarbush, VT	Mar 17-18	02/29/12		625	Level III Exam	Sugarbush, VT	Mar 17-18	02/29/12

### CHILDREN'S SPECIALIST (Open to all Certified members) 2 days - \$160

NOTE: Children's Specialist courses require completed workbook prior to registration-see [www.psia-e.org/ed/kids](http://www.psia-e.org/ed/kids) for more info

NOTE: Must successfully complete Children's Specialist 1 and be Level II Certified prior to registering for Children's Specialist 2

Key	No.	Event	Location	Dates	Deadline	Key	No.	Event	Location	Dates	Deadline
	724	Children's Specialist 1	Stratton Mtn, VT	Dec 19-20	11/30/11		743	Children's Specialist 1	McIntyre, NH	Feb 11-12	01/25/12
	725	Children's Specialist 1	Windham Mtn, NY	Dec 19-20	11/30/11		745	Children's Specialist 1	Camelback, PA	Feb 29-Mar 1	02/08/12
	728	Children's Specialist 1	Smugg's Notch, VT	Jan 09-10	12/21/11	^	746	Children's Specialist 1 - PM	Kissing Bridge, NY	Feb 29-Mar 1	02/08/12
^	729	Children's Specialist 1	Blue Knob, PA	Jan 11-12	12/21/11		747	Children's Specialist 2	Bristol Mountain, NY	Mar 05-06	02/15/12
	730	Children's Specialist 1	Labrador, NY	Jan 17-18	12/28/11		748	Children's Specialist 2	Bromley, VT	Mar 05-06	02/15/12
	731	Children's Specialist 1	Sno Mountain, PA	Jan 17-18	12/28/11		750	Children's Specialist 2	Sunday River, ME	Mar 07-08	02/15/12
	732	Children's Specialist 1	Whiteface, NY	Jan 19-20	12/28/11	^	751	Children's Specialist 1	Swain, NY	Mar 07-08	02/15/12
	734	Children's Specialist 1	Gunstock, NH	Jan 23-24	01/04/12		752	Children's Specialist 1	Wachusett, MA	Mar 07-08	02/15/12
	735	Children's Specialist 1	Ski Bradford, MA	Jan 28-29	01/11/12		754	Children's Specialist 2	Belleayre, NY	Mar 17-18	02/29/12
	736	Children's Specialist 1	Thunder Ridge, NY	Feb 04-05	01/18/12		755	Children's Specialist 1	Mount Snow, VT	Mar 22-23	02/29/12
	738	Children's Specialist 2	Blue Mountain, PA	Feb 06-07	01/18/12		756	Children's Specialist 2	Mount Snow, VT	Mar 22-23	02/29/12
	740	Children's Specialist 1	Massanutten, VA	Feb 06-07	01/18/12						

# Nordic Cross Country Schedule for 2011 - 2012

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 P = Qualifies as Exam Prerequisite **Weekend events are highlighted in blue.**

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A \$25 non-refundable late fee will be charged, please contact the office 518-452-6095 to inquire on availability.

PLEASE Check Event Time: 8am Reg, on snow 9am-4pm; 12pm Reg, on snow 1pm-8pm; 1pm Reg, on snow 2pm-9pm; 2pm Reg, on snow 3pm-10pm

## PSIA-AASI Eastern Division Event Participant Safety Policy

Skiing and riding are athletic and physically demanding activities. It is the expectation of PSIA-AASI Eastern Division that each participant attending an event or exam shall possess the requisite level of fitness and stamina to participate safely, on all appropriate terrain and at a pace consistent with other members of the group. As such, PSIA-AASI Eastern Division reserves the right to have education staff reassign participants in any event that may pose a risk to themselves or others or consistently impede the progress of the group to another, more skill and fitness-appropriate event. In such a situation, an appropriate event will be recommended and the member may be transferred to that event at no charge (other than any difference in event costs) or a full refund of the originally registered event will be provided.

### NORDIC CROSS COUNTRY FEATURE EVENTS (Open to all members and non-members for an additional \$25)

Key	No	Event	Description	Location	Price	Dates	Deadline
R#P	641	Instructor Train Course	3 days; Level I Exam	Bretton Woods, NH	\$150	Dec 13-15	11/23/11

### NORDIC CROSS COUNTRY UPGRADES (Open to members and non-members for an additional \$25) 2 days - \$110

Members become Level I by attending any 2 days of upgrades or above ITC, and stating "Level I Certification Requested" on application. If becoming a new member, submit a new member application and current dues payment prior to, or at the same time as event application. All upgrades count as exam prerequisite.

Key	No.	Event	Location	Dates	Deadline	Key	No.	Event	Location	Dates	Deadline
R#P	642	Skiing / Teaching	Lapland Lake, NY	Dec 17-18	11/30/11	R#P	649	Video Ski Improve	Gunstock, NH	Jan 28-29	01/11/12
R#P	643	Level I Learn to Classic / Skate	Middlebury Nordic Center, VT	Jan 09-10	12/21/11	R#P	650	Skiing/Teaching	Sugarloaf, ME	Feb 06-07	01/18/12
R#P^	644	Skiing / Teaching - 4:00PM - 9:00PM	Weston Ski Track, MA	Jan 12-13	12/28/11	R#P	651	Adv Skate & Classic with Video	Mt. Van-Hoevenberg, NY	Feb 11-12	01/25/12
R#P	645	Skiing / Teaching	Weston Ski Track, MA	Jan 14-15	12/28/11	R#P	652	Light Backcountry Touring	Bolton Valley XC Ski School, VT	Feb 13-14	01/18/12
R#P	646	Adaptive Cross Country Skiing	Bretton Woods, NH	Jan 23-24	01/04/12	R#P	653	Video Ski Improve	Gunstock, NH	Feb 27-28	02/15/12
R#P	647	Skiing / Teaching	Craftsbury XC Center, VT	Jan 26-27	01/04/12	R#	657	Light Backcountry Touring	Mt. Van-Hoevenberg, NY	Mar 03-04	02/15/12

### BACKCOUNTRY ACCREDITATION EVENTS (Open to all Certified members) 2 days - \$180

Key	No.	Event	Location	Dates	Deadline	Key	No.	Event	Location	Dates	Deadline
	640	Snow Sense & Plan	Mount Snow, VT	Nov 05-06	10/19/11		658	Putting It All Together	Maple Wind, VT	Mar 10-11	02/22/12
	648	Collecting Data	Maple Wind, VT	Jan 28-29	01/11/12						

### NORDIC CROSS COUNTRY EXAMS (Open to all members with appropriate prerequisite) 2 days - \$120

Key	No.	Event	Location	Dates	Deadline	Key	No.	Event	Location	Dates	Deadline
	654	Level II Exam	Gunstock, NH	Mar 03-04	02/15/12		655	Level III Exam	Gunstock, NH	Mar 03-04	02/15/12
	656	DEV Team Exam	Gunstock, NH	Mar 03-04	02/15/12						



## Calling all night owls!

This season there are several evening courses offered to accommodate member's diverse schedules.

### January 12-13 at Weston Ski Track XC Learning Center

Cross Country Teaching Skiing

### January 21-22, 2012 at McIntyre

AASI Level I Exam

### Feb 29 - March 1, 2012 at Kissing Bridge

Alpine Workshop Clinic  
 Children's Specialist 1  
 Alpine Level I Exam  
 Alpine Level II Teaching Seminar

### March 7-8, 2012 at Kissing Bridge

AASI Level I Exam  
 AASI Level 200 Riding Concepts



now online at [www.psia-e.org](http://www.psia-e.org)

# Skiing Out of a Black Hole

By Joe Moore, *Alpine Level 3*

**I**t was in early winter of 2005 that I started focusing on taking the Level III Exam.

After a full season of preparation, I signed up to take it in March of 2006 and drove up to Hunter, New York. Once I arrived, I realized I had a half day to ski, and so I

got a lift ticket, warmed up, skied some steep groomers with no problem and then decided to ski some bumps. This was when I could feel the wheels starting to come off the cart—I lost a ski, put it back on, and tried to regain my composure but I was starting to feel like the Tin Man from the Wizard of Oz, with paralysis setting in and confidence going out the window. The Black Hole was born. By the end of the day I was not feeling good at all and was starting to second guess my right to be there. Time was against me and I could feel myself working up into a frenzy. Although I got something to eat and tried to get some sleep, there would be no sleep for me that night. By the next morning there was nothing left for me to do but go home. Talk about a long drive—a five and a half hour drive felt more like twenty hours. This was where my nemesis of second guessing myself started to take hold.

Next year, 2006, I did an early prep—a ProJam—and took the exam at Sugarbush in January of 2007. I arrived there early enough so that I had a free day of skiing. The combination, however, of not having skied much that season along with again not having a good free day of skiing left me once again rethinking the whole process. This time I had a partner with me, though, so I couldn't bail. So I stayed, but clearly the damage was already done mentally, resulting in my thinking that my skiing wasn't up to standard. Needless to say, I didn't pass the exam, and in fact, failed three out of three. Now I was really starting to feel the depth of the Black Hole. I have to mention that having been a Baltimore City Police detective for almost 30 years, about half of which were spent working in the Mayor's and then the Governor's security details, I was no stranger to dealing with stress and having to perform under pressure. But this was uncharted territory, and

nothing in my prior experience had prepared me for the obstacles that were confronting me.

Trying to push this thing through because I felt an urgency being in my early fifties, I took more preps, and—surprisingly—received good feedback. I signed up for Hunter at the end of March, 2007, but as I neared the end of the season, my lack of self-esteem reared its ugly head again and so even though I had registered and paid, I didn't even go. Now I was starting to realize that there was a huge inconsistency between the good feedback I was getting during preps and how I was feeling about taking the exam.

Another ski season, 2007/08. I started the year taking an early prep at Pro-Jam, received good feedback, and decided to take the exam at Stowe in mid-January. I arrived there early so as to ski the day before the exam, but didn't feel good about my skiing, and so the next day started the exam, felt things falling apart again, and bailed halfway through. It made for an extremely long trip back home.

In late 2008 I took another prep, signed up to take the exam again in Hunter the following March, drove up, skied the first day, fell a couple times in the bumps and left the next morning without taking the exam. I finally started to understand what the Black Hole was made of, though, and shifted my attention to dealing with the real problem—performance anxiety. By now I was getting very positive feedback in my preps, so what could the problem be but one of my own making? So here was my dilemma—there was an array of clinics to work on my physical skills and technique, but not much in the way of dealing with the equally challenging terrain of my mind.

I began ski season 2008/09 with a prep at ProJam and another at Cannon Mountain in New Hampshire. But what I started to do differently here is that I shared with the examiner my struggles with anxiety and found that he understood and tried to help me work through it. Now each time I had a prep, he was there and I was able to develop a rapport, feeling that he understood my issues. I signed up to take the exam at Stowe in January of 2009, but decided I still wasn't mentally ready to take the exam, and cancelled. I took another prep with the same examiner. Now I was trying to make a mental shift—I was no longer thinking of exams as exams but simply as preps, and I was working through anxiety issues. I signed up to take the exam at Killington in the end of March, 2009. The day before I took the exam I didn't feel good but nevertheless felt it was important for me to take it and see it through to completion, fighting back feelings of wanting to bolt. At the end, I didn't pass the overall exam, but was able to pass one out of three—which made me feel for the first time that I was not out of my league and actually had been extremely successful despite

not passing. I was able to stay in control, remain focused, and complete the exam.

December, 2009—back to ProJam taking the Level 3 Prep. Once again, I decided to stay with the same examiner, because I could see I was making progress. I signed up to take the exam at Sugarbush in January, 2010, but this time employed a different tactic—I arrived there the day before and purposefully did not ski. This was early in the season and I hadn't had a chance to ski much. Even though I didn't pass overall, I did manage to pass once again one out of three. So I decided to take a one day clinic with a small group of instructors from my ski school with Jeb Boyd from the National Team. The feedback to me was that my skiing was definitely there, so he spent the whole time trying to help me work through the mental piece. After the clinic I signed up to take Parts One and Two at Hunter in March, at which time I finally passed skiing three for three as well as the teaching part.

So, how did I get out of the Black Hole? This is what I found to be helpful:

Using the same examiner with whom I had built a rapport (for me, Bart Hayes) and who knew my history enabled me to build on my existing success.

Not skiing just prior to taking the exam and instead getting myself in a positive frame of mind was essential. I had to realize that if I didn't have the skills by then, practicing for a few hours just before the exam wasn't going to help. One of the skills I worked on with Bart was relaxing myself through breathing, turning off my mind, and just skiing.

I started each task slightly more slowly than I would normally ski it, knowing that as adrenaline kicked in, I would naturally pick up the tempo (a tip from my ski school director, Steve Martin.)

And the final trick to soothe the savage beast of my runaway mind—plugging into my Ipod and listening to calming music soft enough so that I could hear instructions but loud enough to be still be present helped to prevent my mind from racing off. ■

Find more  
"Your Turns"  
on the web at  
[www.psia-e.org](http://www.psia-e.org)



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

# 2012 Board Elections for PSIA-E Regions 1 and 2

## Overview for Members and Candidates

It is time for interested members in Region 1 (NH & ME) and Region 2 (VT) to declare their candidacy for the Board of Directors for the next term of office. Per the Bylaws and our staggered regional election process, Regions 1 and 2 are up for election in 2012. Following is an overview of this process. We encourage you to review this and get involved!

1. Members interested in running for a Board seat must fill out and submit the candidacy form on the next page. It must be postmarked and sent via U.S. Mail to the Albany office no later than **December 16, 2011**. No one is permitted to run for more than one position; to do so will invalidate the form. Late candidacy forms will not be accepted.
2. Candidates are not allowed to send mailings (via post or e-mail) to voters in their Region. To do so will disqualify the candidate(s) involved. The winter issue of the *SnowPro* (out mid-January) will include comprehensive candidate profiles and will serve as the official communication of candidate messages to voters in each electing region. In addition, there will be a dedicated web page for the election including candidate profiles and the ability for members to cast a secure vote online.
3. The positions open include two Board seats for each of the two regions of PSIA-E up for election in 2012 (Regions 1 and 2).
4. Elections for regional Board representatives are for three (3) year terms (beginning April 1, 2012 and concluding March 31, 2015).
5. A position for which there is no candidate will be filled by Board appointment after the election.
6. All submitted candidacy forms will be acknowledged by e-mail. Any concerns about confirmation must be resolved before the deadline.
7. Qualifications for the Board seats: Must be a certified Level 1, 2 or 3 member in your fourth year of continuous membership. Complete qualifications in section 12.3 of association bylaws (available at [www.psia-e.org](http://www.psia-e.org)). Must also meet the requirements of item #9 below.
8. All members in good standing as of December 31 of each year may vote in the subsequent regional election. The Eastern Division of PSIA & AASI

is divided into seven geographic regions (see "Around the Regions" section of the *SnowPro*). As a member, you may choose to be affiliated with one region – the one in which you work as a snowsports instructor or the one in which you live. This affiliation is for regional mailing and voting purposes. **You should affiliate your membership with the region in which you are most active as a snowsports instructor.** If you have not previously chosen a regional affiliation (when you joined), the region in which you live would have been assigned as your designated regional affiliation by PSIA-E Bylaws, Section 10.8. In order to change your regional affiliation (to where you work as an instructor) you must notify the division office in writing.

9. To hold office in any region, a member must run for election in the region of his/her snowsports work affiliation (Association Bylaws, Article X, Section 10.3.c). You may be declared a member of only one region.
10. Upon receipt of all valid candidacy forms and support materials, the division office will compile candidate profiles from all candidates in each electing region. These profiles will appear in the winter issue of the *SnowPro* (to be sent to members in mid-January, 2012) along with the official web page dedicated to the 2012 election.
11. **Voting for the 2012 election will take place online via electronic voting on a secure, dedicated web page.** In 2011 (the first time this service was offered) the number of votes cast tripled from previous elections to nearly 700 votes. Paper ballots will only be provided to members without online access upon request. Online voting will begin in mid-January and end on March 12, 2012.
12. Official results will be announced at the Spring Rally Annual Membership Meeting on the weekend of March 23-24, 2012, and subsequently via

the *SnowPro* and PSIA-E web site. The terms of the new Board members will begin on April 1, 2012, providing the opportunity for newly elected representatives to communicate with constituents prior to the June 2012 Board meeting.

### Position Specifications:

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

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

(a) At least one Board member from each region must be a person who is not an examiner or employee of the organization; provided that at least one such individual is on the ballot.

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

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

### ELECTION PROCEDURE CALENDAR

Fall <i>SnowPro</i> :	Candidacy form published.
December 16, 2011	All candidacy forms must be postmarked by this date and sent to the Albany office.
Mid-January, 2012	The winter (Election) issue of the <i>SnowPro</i> , including all candidate profiles, will be mailed to members. The dedicated web page for the 2012 election will go "live" and be available for secure online voting.
March 12, 2012	Online voting deadline.
Spring Rally March 23-25, 2012	Election results announced at Annual Membership Meeting.

# Official PSIA-E/AASI Candidacy Form

## 2012 Board Elections for Regions 1 and 2

Use this form to state your candidacy for the PSIA-E/AASI Board of Directors for the 2011 elections. Note: Region 1 includes Maine and New Hampshire; Region 2 includes Vermont. Refer to "Election Overview for Members and Candidates" on the previous page of this issue for more details. Complete the entire form; do not omit any information. Remember to submit the information requested in items #1 and 2 below. Apply for only one position.

<b>Personal Data for Board Seat Election</b>			Please print or type
Name			
Address			
City	State	Zip	
Daytime Phone	E-Mail		
Membership Discipline/Level	Membership Number		
School Affiliation/Position			
The region for which you are running for a Board seat: _____			
1: NH & ME      2: VT			

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

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

Each candidate will be provided with a profile in the Winter 2012 *SnowPro* (not to exceed 400 words) as well as the dedicated election web page. Candidates may also choose to submit a photo or digital photo file (.jpg format preferred). The office will add a line of text above each space stating the position you are seeking, your name, membership level, and snowsports school affiliation.

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

You must **submit this form by mail or fax** (518) 452-6099 (no phone or e-mail applications accepted). However, we encourage you to submit your **support materials** (outlined in 1 & 2 above) **via e-mail** to [mmendrick@psia-e.org](mailto:mmendrick@psia-e.org).

\_\_\_\_\_  
Candidate Signature

**Candidacy Forms must be postmarked no later than December 16, 2011**

Send to PSIA-E Elections, 1-A Lincoln Ave., Albany, NY 12205



Professional Ski Instructors of America  
Eastern/Education Foundation

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

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# Time Valued Material

## Education Foundation Donors

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

John Andras  
Charles F. Clark ■

# Thank You Thank You



### Upcoming *SnowPro* Copy Deadlines

If you are submitting articles, information or ads for the *SnowPro* please note the following deadlines for upcoming issues:

**Winter 2012: December 16, 2011**

### Writing Guidelines

General member submissions to the *SnowPro* should not exceed 1,000 words and should be sent to [mmendrick@psia-e.org](mailto:mmendrick@psia-e.org) as a MS Word document attachment. Please see additional guidelines on page 2 of this issue under General Information. Thank you! ■

### Classy-fied



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

**SKI & SNOWBOARD CHRISTMAS ORNAMENTS** Also good for home or office decor, incentive rewards, gag gifts, employee recognition, trophies, birthday cakes, floral arrangements, etc. See my store categories at... <http://stores.ebay.com/OutdoorWood> ■