



SNOW

Pro

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Eastern / Education Foundation

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Dave Merriam, Marty Harrison Honored at Snowsports School Management Seminar

Einar Aas Award to Merriam; National Life Membership to Harrison

by Michael J. Mendrick, Executive Director



Former Okemo Learning Center Director Marty Harrison and Stowe Director of Mountain Recreation Dave Merriam proudly display their National Life Membership and Einar Aas Award for Excellence in Snowsports School Management.



Longtime friend, colleague and "co-conspirator" Paul "Brownie" Brown reflects on the many adventures (and a few misadventures) in Dave Merriam's career.



PSIA-AASI Eastern Executive Director Michael J. Mendrick presents the National Life Membership award (with valuable assists from Ray and Gwen Allard – not pictured) to Marty Harrison.

The 2010 Einar Aas Award for Excellence in Snowsports School Management was presented for the second time at the Snowsports School Management Seminar banquet on Tuesday, November 30 at the Killington Grand Hotel in Vermont. The award was created in 2009 to recognize a snowsports school director in the Eastern Division and as a tribute to Einar Aas and to honor his memory. Einar was an outstanding snowsports school director (Ski Butternut, MA) whom we lost to cancer in 2008; his dedication to his students, his school, this organization (both

divisionally and nationally) and the snowsports industry is legendary. This award recognizes a snowsports school director for achieving and maintaining the highest standards in snowsports school management as well as clearly demonstrating a track record and long history of dedication to his/her students, staff, the Eastern Division and the snowsports industry.

2009 was the first year for the Einar Aas Award and Frederica "Freddie" Anderson of the Schenectady (NY) Ski School was the inaugural recipient. Nominees for this year's "Einar" submitted by members this past fall included Gwen Allard, Hole

in the Wall Camp (Lake Luzerne, NY); Dave Merriam, Stowe (VT) Snowsports School; Gordon Richardson (deceased) – formerly of Greek Peak (NY); Lars Skyling, Seven Springs (PA) and Ron Kubicki of Holiday Valley, NY.

Chaired by Debbie Goslin of Kissing Bridge (NY), the Snowsports Management Committee reviewed all nominations in September and voted on three finalists for recommendation to the PSIA-E Board of Directors. The Board then ratified Gordon Richardson, Lars Skyling and Dave Merriam as the three finalists for presentation to all Eastern snowsports school directors for the final vote and selection as the

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Guest Editorial

Parallel Paralysis

.....or, whatever happened to lateral learning?

by Peter Howard

PSIA-E Alpine Education & Certification
Chair

I was recently working with a group of instructors who were fine skiers. I proposed that they should try some diverging and converging turns to mix it up a little. To my surprise there was uncertainty about what to do and what these turns look like. The Parallel Turn has always been the hallmark of accomplished skiing, but over the last several seasons (the age of the shaped ski) reverence for all things parallel seems to have risen to new heights. Sometimes it seems this is the Holy Grail, and all else is some kind of mistake. Everyone seems to be striving for parallel edge angles, parallel shins, and parallel snow tracks. In an attempt at the form and efficiency few have mastered, many stifle their movement, limit their options and hinder their learning. The truth remains that to learn motor skills we all have to move to learn before we learn how much, and in what way, to move.

Skill development is like a ladder. If the base of the ladder is not wide enough and you get too high up, at some point it is likely to tip over. People who work in orchards use ladders that are wide at the bottom and narrower at the top so they will fit into the trees, and not fall over.

It seems a skier's inside leg is an indicator of skill development. When we were new skiers we dragged our inside leg unwillingly around turns, sometimes hung up on it's opposing edge. It was like an unwilling child, uncooperative, and at times opposing what we're trying to accomplish. As time passed, the inside leg became a willing accomplice. It would happily copy what the other leg did, perhaps with a slight delay, and not always with the same vitality. It's only by experimenting with differing types of turn entrances and exits that good skiers develop the independent guidance of each leg. Although great skiers may appear to make parallel turns most of the time, their legs make independent adjustments that provide a tactical advantage over inside legs that just go along for the ride. Active,

independent inside leg action could be considered a third phase in skill development.

I remember a certain picture of Bode Miller a couple years ago, with the tail of the old turning ski still carving up hill while the tip of the new turning ski was biting into the snow and pointed toward the new turn. Awesome stuff, and a truly unparalleled performance (pardon the pun). It's worth slowing and stopping World Cup ski racing to see that what generally appears parallel equi-distant tracks, and parallel legs, is often not so.

Several years ago, at a Level 3 exam, Joe Wood asked our group to make some adjustments to our skiing. First, he said, "You know when you are usually moving up in the turn? I want you to move down at that time". We did that. Then, he said, "Now, add to that; when you usually are moving forward, I want you to move back, and when you usually move back I want you to move forward. We did that. Then, he said, "Now, add to that, when you usually have your inside foot ahead, have your outside foot ahead". And then, just to make sure we reached melt down, we were asked to change our pole timing.

Now, this could be looked at as a rough go at an exam, but in actuality it was a great learning experience. We all want to ski our best, and if that is all we practice we get good at only that one way. Pattern smashing, or the shorting out of neural ruts, is key to skill growth at advanced levels.

As a ski teacher it is important to me that, if necessary, I can show my customers a wide array of movements. This allows me to tailor my advice to broaden the base of their skill ladder, provide them tactical options, and nudge them back and forth across the CenterLine (see Centerline Concept and lateral learning, 1989).

So, it's worth remembering that high end parallel skiing may be the top of the pyramid, but its position there is only possible because it is supported by a diversity of movements and experiences. Without lateral learning it's usually just parallel parking.

Ed. Note: The above is a guest editorial. We thank Peter for sharing his thoughts regarding the value of lateral learning. Members may feel free to contribute to this column. Please label the article, "guest editorial". Use of such articles for this column is at the discretion of the editorial staff.

Note from the Editor

If you have been thinking about writing an article for the *SnowPro* for the "Your Turn" section, now is a good time. We welcome your input. Don't worry about being perfect in the writing. What we need are your fresh thoughts and ideas on our profession and our sport. Let's get the creative juices flowing! Send to the Office at psia-e@psia-e.org to the attention of the *SnowPro* Editor. Please send as an MS Word document, and stay within about 1000 words. Thanks!

BH ■



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Bill Hetrick, Editor

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■ cover story, continued

2010 recipient of the Einar Aas Award for Excellence in Snowsports School Management.

While all finalists received outstanding support from their peers, the voting results produced a clear winner of the 2010 Einar Aas Award – Dave Merriam, the Director of Mountain Recreation at Stowe, VT.

Dave joined PSIA in 1977, became the snowsports school director at Stowe in 1995 and has been there serving resort guests and mentoring snowsports staff ever since. He also served three terms on the PSIA National Alpine Demo Team (1984 – 1996) and two terms as the national teams coach (1996 – 2004).

Here is just some of what colleagues and peers shared about Dave in nominating him for the award.

As a former career U.S. Navy SEAL, I've worked with many highly skilled and extremely competent individuals. In that field, there were only a handful that stood above the rest. Having worked in the Snow sports industry for 10 seasons now, I've also encountered many highly skilled and extremely competent individuals. Dave Merriam absolutely stands above the rest: as a Snow sports School Manager; as an excellent ski instructor and phenomenal skier; as a mentor; and as an articulate, dedicated and consummate professional, with a great sense of humor to boot! Dave is the best, consistently demonstrating his skills year in and out in a profession and industry constantly changing while meeting the needs of its customer: the general public. BRAVO Dave, and thanks for all you do!

Bill Atkinson

Stowe Mountain Resort

It has been an honor to be a member of such a professional and class operation. The remarkable thing about Stowe is that Dave has managed to maintain the feel and aura of a "traditional" ski school, while at the same time evolving with the demands of the current ski industry. Dave "Razor" Merriam is only 51 years old, yet he has already accomplished more than a lifetime of effort in snow sports management.

Paul "Brownie" Brown

Stowe Snowsports Instructor

National Life Membership Awarded to Marty Harrison

The Snowsports School Management Seminar banquet was also the site of a well-deserved honor to Martha "Marty" Harrison – National Life Membership. Marty was nominated by longtime friend Herb

Eddy and both the Eastern and National Boards gave their unanimous approval for the honor.

Marty Harrison started teaching snowsports at Round Top, VT in 1968. She moved to Okemo in 1970 and became a full-time ski teacher in 1971. Marty earned her full PSIA certification in 1976 and became Okemo's ski school director in 1982 – a position she held until retiring as Learning School Director in 2002.

Marty's history of involvement with PSIA at both the divisional and national level is rich and deep. She served her first of several terms on the Eastern Division Board of Directors in the mid-1980's and started the Children's Education Committee in 1986. Over the next two years that committee produced the first children's teaching manual, the first video on teaching snowsports to children and organized the first annual children's education symposium.

On a national level, Marty became the first chairperson of the National Children's Committee in 1988 and helped create the JETS (Junior Education Training Squad). As a result of her efforts and achievements Marty Harrison was presented with the National Educational Excellence Award by PSIA in 2005. She remains active in volunteering after her 2002 retirement from Okemo, serving on the Eastern Division Board of Directors for two terms from 2000 – 2006 and serving a term as the association treasurer on the Eastern Executive Committee as well.

For all her energy, efforts and dedication to snowsports education for more than three decades Marty Harrison was an obvious and well-deserving honoree of National Life Membership.

Congratulations to both Dave Merriam and Marty Harrison! ■

President's Message



Don't Get Fooled Again!

*by Dutch Karnan
PSIA-E/AASI President*

I admit it, I got fooled again. My benevolent sponsor, who out of a sense of fairness will remain unnamed (Volkl), sent me a pair of new skis about a month ago. It's a new model in their line called the Kendo, and if I were a civilian skier in a shop browsing for a new ride, I would probably pass them by. It's not the widest ski in their line by far, but at 88mm underfoot, it's the widest ski I've ever owned. So, naturally, given my Eastern bias toward narrow-waisted, grippy, quick turning skis, I was quick to pre-judge. I was sure it wouldn't grip, sure it couldn't possibly be quick enough for short turns, sure it would be a one-trick pony – longish turns in soft or deep snow. Wrong on all counts!

The fact that I was proven so wrong reminded me of the early days of shaped skis. Hearing and reading some of the early reviews had me believing

that shaped skis would never catch on. Then I went out and skied some.

So, here we are again, beset on all sides by new ski models that most of us never imagined. Last week during Pro Jam I saw some new "rockered" skis, with a long tapered tip that looked like something dug out of a Scandinavian bog and built 10,000 years ago. Again, for me, the ski was pretty hard to look at, and not something that would tend to draw my interest. But also, again, the report on the ski was very positive and upbeat. Ed-Cert Chairman Pete Howard described the ski as predictable, stable, fun, and very much like what we now call "conventional" skis. Fooled again!

So, I've come up with a new plan. Drawing on experience gained from the last great ski construction revolution, and also the positive vibe from my own new fatties, I've decided to just shut up and ski these things first before I make any more snap judgments. Heck, I'm even looking forward to it. The rockered skis come in all kinds of flexes, sidecuts, and variations. Some are geared for powder, some for groomed runs, and all for what we've always been after – a great ride on snow. I'm going to try everything just as soon as I can.

Just as it was in the early shaped ski days, there's a lot of wild new stuff out there, and some of it may have your name on it. So, get out there, give it all a test drive, and don't get fooled again. See you on the hill. ■

Executive Tracks

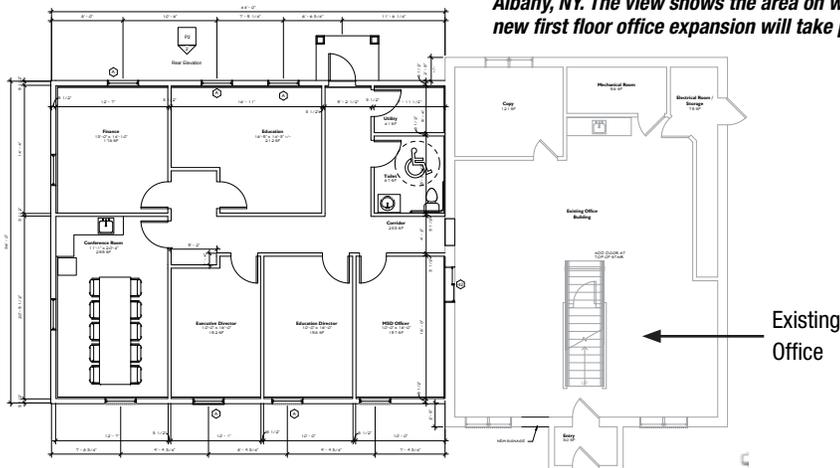


administrative update

Below: The first floor expansion will allow all staff and operations to take place on one level with all storage moved to the upstairs of the existing office – greatly improving the working environment and operating efficiency of the division office.



The former "storage house" in greatly reduced form is seen from the adjacent division office building in Albany, NY. The view shows the area on which the new first floor office expansion will take place.



Big Changes Underway (and Under Construction) at Eastern Division Office

New office & storage areas, new name

by Michael J. Mendrick, PSIA-AASI Eastern Executive Director

After more than two years of research and discussion of options by division leadership and staff, we are undergoing a major renovation project at the PSIA-E division office in Albany, NY that will greatly enhance and improve the operating efficiency of the association office. We are demolishing an adjacent house that we owned and were using for storage, building a 1,600 square foot expansion of our downstairs office area and converting our current upstairs office space into dedicated storage. This will combine all of our division staff on one floor and all storage under the same roof plus add a new ADA-compliant conference room, bathroom and department offices for the education, finance, member service and administrative functions.

The project is fully funded via our contingency fund, a commercial mortgage loan and a generous donation from the family of James R. Leader to help us create what will be formally known as:

PSIA-AASI Eastern Division Leader Center for Snowsports Education.

This name will pay tribute to the memory of James Randall Leader, a member and Alpine Level III certified instructor who died tragically in an auto accident in 1993. His name also presides over the James R. Leader Memorial Scholarship Fund. New signage and a tribute plaque will be on display at the division office and the revised address will appear on our letterhead, website, *SnowPro* newsletter and all e-mail signatures beginning in July of 2011 (the beginning of the new fiscal year). Day to day our division office will still be known as the PSIA-E office and the phones will be answered as such (to expedite member service transactions).

The construction project is slated for completion by June of 2011. Look for more details and pictures in the spring 2011 issue of the *SnowPro*. ■

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Division office construction project Q & A with PSIA-E Treasurer Eric Jordan

Q: What are the basics of the project?

A: The primary elements include taking down a 1,200 sq. foot house we have owned since 1997 that is adjacent to our existing 2,400 sq. ft. (2 level) office building, leveling the house site and then building a 1,600 sq. foot addition to our first floor. We will then convert our current upstairs office area to a storage area (which is what we have used the adjacent house for during the past ten years).

Q: Haven't you heard? Times are tough. So why is this necessary?

A: A combination of events and circumstances during the past decade or so has made this a necessary and desirable option for us. First of all, when the house was purchased in 1997 the thought was that the Adaptive Sports Foundation would move their offices there so we'd have this snowsports complex here between the two buildings. Instead ASF was presented with an attractive opportunity to be based at Windham Mountain so they moved there instead. The house then became less valuable and less utilized by PSIA-E in the subsequent years. We used it mostly to store old member records, ed staff uniforms, boxes of supplies and publications. However, we began to experience some structural and environmental issues there a few years ago such as mold and cracking, the furnace broke down and was not replaced and we found ourselves with a deteriorating and under-utilized house that we were paying a mortgage on. In addition, we had

staff members shoveling paths through snow to get into an unheated building with mold issues to gain access to member records – not a good situation.

Q: So why not just sell the house?

A: We tried to do just that about a year ago and had an interested buyer but the Village of Colonie wouldn't approve the property's conversion from commercial back to residential. So that option was out.

Q: What other options did the Board consider?

A: Since 2008 the Board and our executive director have been actively researching options and working with commercial real estate professionals to assess those options. We looked at selling the current office building and house together and moving into leased office space within five miles of this location. There were many attractive office complexes available but the direct and indirect costs of doing so over the long run appeared to be prohibitive. We also looked at buying another property but to get improved space over what we currently have was going to be very expensive as well. In the end it was clear that this location is a good one for us and that we needed to do was take steps to improve the office work environment and efficiency right here.

Q: What are the benefits of doing this construction project?

A: Quite simply, we'll have all of our division staff operating on one level of a renovated office and we'll have all of our materials storage under the

same roof. This will improve the work environment for staff and the operating efficiencies for our members. It will also give us ADA compliant conference room and bathroom on the first level – something we did not have and should have for our adaptive educators and members. This project will also improve the value of the land and therefore increase member equity as well.

Q: What are the costs, how will they be paid and how will it impact the members?

A: The total project cost for demolition of the house, site preparation, village compliance issues, design, construction of the new addition and landscaping will be approximately \$275,000. We are covering these costs with our contingency fund (while still leaving nearly \$100,000 available in that fund), a commercial mortgage loan of \$175,000 and a generous donation from the family of James R. Leader. Due to the structuring and timeframe of the deal there should be no measurable costs to members in the form of dues increases or event pricing related to this project.

Q: So, the Board of Directors considered this carefully before moving ahead?

A: Absolutely. In fact, the project was discussed and debated for more than two years. We're going to end up with a better work environment, a more valuable property and a more efficient division office to serve our members at what we feel is a reasonable cost. I'm looking forward to seeing the finished product next June during our annual Board meeting in Albany. ■



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“Skiing is a dance,
and the mountain
always leads.”

~Author Unknown



straight talk from the association

Don't Delay – It is Prime Time to Go “Up 10 in '10-'11”!

If you haven't started talking up PSIA & AASI membership yet this season the time is NOW as the “Up 10” campaign is in full swing with dozens of great prizes available to you for just talking about what you love – snowsports teaching!

IMPORTANT: It will be up to you as the sponsor to make sure the new member identifies you as his/her membership sponsor in order for you to receive credit. At the end of the 2010-11 season, sponsor credits will be reconciled and member sponsors will be notified of their award level. All incentives and contest awards will be redeemed to sponsors during the 2011-12 season.

Campaign Timeframe

Membership applications postmarked, faxed or completed online between November 1, 2010, and April 1, 2011. Each application MUST have BOTH the sponsor name and membership number to qualify.

Details on Prizes & Eligibility

New Member Recruitment Elements:

Awards for individual members:

- Must be identified as the sponsor of at least 10 new members to qualify for the grand prize pool.
- Winners to be drawn from grand prize pool.
- Winners must not work for a school as management or training staff (must be member-at-large).

Grand Prize:

- 2011-12 “Free Membership Year” (National & Eastern Dues Covered).
- Complimentary 2011 ProJam Event Registration (or comparable value in ed-bucks).
- Winner choice of Visa Rewards Card redemption up to 75,000 points (\$1,000 value) Ex: Sharp 40 inch HD LCD 1080p TV.
- Total Grand Prize Value: \$1,500.

First Prize: SONY HD DVD camcorder & \$100 ed-bucks

Second Prize: Sharp Aquos Blu-Ray player & \$100 ed-bucks

Third Prize: Apple Ipad Touch & \$100 ed-bucks

Fourth Prize: Garmin widescreen GPS navigator & \$100 ed-bucks

All members in the Grand Prize pool that did not receive Grand prize or First – Fourth prize, plus any member identified as the sponsor of 5 or more new members:

- \$100 gift card at choice of Barnes & Noble or Best Buy
- \$100 in ed-bucks for 2011-12 season

All members that are identified as a sponsor of less than 5 members:

- “Thank you” mention in *SnowPro*.
- PSIA-E logo premium item such as calendar, calculator.

Awards for individual education staff members in all disciplines:

- Must be identified as the sponsor of at least 10 new members to qualify for the “ed staff” grand prize pool
- Winners to be drawn from “ed staff” prize pool (not the individual member pool)
- Grand prize winner for ed staff would be awarded a choice of event registration for the 2012 National Academy or Rider's Rally.

First Prize: SONY HD DVD camcorder

Second Prize: Sharp Aquos Blu-Ray player

Third Prize: Apple Ipad Touch

Fourth Prize: Garmin widescreen GPS navigator

- Any ed staff members sponsoring 5 – 9 members and not in grand prize pool would receive a \$100 gift card from Barnes & Noble or Best Buy.
- Any ed staff member sponsoring less than 5 members will be acknowledged in the *SnowPro*.

Note: All merchandise items based on availability. Similar value item may be substituted.

Event Attendance Promotion Elements:

For school directors:

- \$250 in ed-bucks for the leading school director in each region that increases exam registrations by percentage (to be calculated by the division office based on number of members affiliated with each school that took exams in 09-10 vs 10-11) PLUS a choice of merchandise prize from the Visa Rewards Program of up to \$500 value.
- \$100 in ed-bucks for ANY school director that increases exam registrations from his/her school by 10% or more over 2009-10 (based on division office database calculations) PLUS a merchandise prize from the Visa Rewards Program of up to \$250 value.

School directors will not need to submit nor calculate any information to participate in this incentive so it should be a “low maintenance” system for them. The division office will be able to handle the calculations for this incentive from the database.

There you have it. Thanks for your energy and efforts and good luck! ■

Extended benefits for new members joining after February 15th

When new members join PSIA / AASI on February 15th or later their annual dues are paid for this season (2010-11) and next season (2011/12). These new members will not receive a bill for dues until May 2012 for the 2012-13 season.

It's a great value and an awesome opportunity for new members to fully experience what PSIA and AASI are all about.

Also, check out our Level I exam schedule and you will see plenty of exams in March with the registration deadlines on February 16th or later.

So, be sure to tell your ski and snowboard instructor friends, colleagues and staff that are not currently members that the perfect time to join is coming up soon. And don't forget that full-time students 16 – 23 may join for \$30 off the regular member rate! ■

ProJam Banquet “Highlights”

Thanks to professional photographer Robert Consentino of SharpShooters Photography in White Plains, NY for providing the following, umm, “highlights” from the 2010 ProJam banquet on December 16 at Mount Snow, VT. Nearly 500 members attended the event and enjoyed the banquet, the South Pacific theme and dancing to the music of Charlie Rockwell and his band Crisis. You can reach Robert at (914) 949-3531 or Robert@sharpshootersphoto.com. Thanks again Robert! ■



An impressive showing of PSIA-E members awaits their first ride on the Summit Express lift at Mount Snow.

Photo credit: Michael Mendrick

PSIA-E Alpine Examiner Kathy Brennan pauses for an “on hill” pic with her ProJam group.

Photo credit: Michael Mendrick



John Jacobs of Reliable Racing Inc. of Glens Falls, NY accepts a PSIA-Eastern Division Service Award for the tremendous and longstanding contributions Reliable Racing has made to the PSIA-E racing program.

Lani Tapley and his tablemates “loosely” interpret the South Pacific theme but have fun doing it! Such spirit helped raise \$5,240 in the annual Education Foundation “Super Raffle” of items generously donated by our sponsors and vendors.

Whitetail, PA member and professional extrovert Fran Vall does her best Mitzi Gaynor impression during her rendition of “Honey Bun” from the soundtrack of the 1958 film South Pacific.

Coaching Corner: Practicing for Your Exam!

by Harold Smith
PSIA-E Alpine Dev Team
Attitash, NH

For those of you thinking about taking an exam this season, you're planning out your training now, right? Maybe you're preparing for a Part 1 Skiing exam, so you looked at the Alpine Exam Guide, saw the list of possible ski tasks, and decided your ski training would be to practice all of them. That can be a good start to refining your skills, but the dirty little secret concerning ski tasks is that it's not all about the tasks. Tasks are just the framework for you to exhibit varying skill blends ("BERP") in your skiing.

With some of the candidates I work with, we've begun to play with a more generalized approach to training and exam prep, rather than just skiing "the" tasks. It starts with what is admittedly an oversimplification of the choices we make when skiing: we can go fast or slow; we can make small-radius or large-radius turns; and, we can skid or carve (skis move sideways or track forward, respectively).

From these three choice pairs, the goal is to ski combinations from any two pairs, focusing on the ways in which the two activities differ. From the fast-slow pairing and the small-large radius pairing, for example, you could ski slow large-radius turns vs. fast large-radius turns. In this case, you should find yourself applying differing blends of edging and rotary movements so as to ski the same long-radius path at varying speeds. Alternatively, to ski slow small-radius vs. slow large-radius turns, you would likely have to do something to prevent stalling out during the slow long-radius turns. Other related activities from these three choice pairs include slow skidded turns vs. fast skidded turns, for example, or small-radius vs. large-radius carved turns. Of course, there are more than just the three ski-choice pairs mentioned above. You might compare the skill blend involved in one-ski skiing vs. two-ski skiing; in hopping vs. stepping; in using corresponding vs. convergent edges, etc.

For instructors looking ahead to a Part 2 Exam, this same scenario of using related, paired ski tasks can be the basis for practice with the Teaching Exam Modules. Watching skiers perform the two paired activities is an obvious opportunity for movement assessment. In turn, such an assessment is the necessary starting point for generating appropriate

teaching scenarios. The combination of movement assessment and teaching is precisely the new Day 2 long-format module ("Movement Assessment and Teaching") to be used in Part 2 Exams beginning this season. Preparing for the second of the three modules, Teaching Children and Youth, would require you to adjust your teaching so as to address the different ages and developmental stages important to coaching young skiers.

The essence of this generalized approach to ski tasks is that each possible pairing highlights necessary changes in the blend of skills you choose to apply. This framework of paired skiing can offer both skiing activities for the Part 1 candidates, as well as coaching opportunities for candidates looking toward their Part 2 exam. In either case, this paired-task approach to exam training highlights the fact that while there are indeed ski tasks, it's not all about the task. It is about your ability to choose and apply different skill blends in your skiing. ■

Alpine Development Team

....Tryouts are March 10-11 at
Whiteface Mountain, NY

by Mickey Sullivan
Director of Education & Programs

Have you ever thought about being part of the PSIA-E Education Staff? If you're an Alpine Level III certified instructor, then you may want to consider trying out for the Alpine Development Team. The "Dev" Team provides a great opportunity for moving your skiing and coaching skills toward their full potential. You'll have the opportunity to ski, train and work with some of the best coaches that PSIA has to offer. Even the preparation process can be extremely valuable. Many of the past candidates that I've talked to have shared with me that their work to prepare for the tryout was extremely valuable. The journey usually is where most of the learning takes place.

What is the Development Team?

The PSIA-E Alpine Development Team is a small group of Certified Level III instructors who are chosen by way of a demanding and competitive tryout and exam. Dev Team is the first required level in the Examiner track and is the first step on the road to ETS and Examiner. Team members receive training to sharpen their skiing skills and their teaching and professional knowledge skills, with a focus on developing into highly effective clinicians. Team members attend the required annual training event, understudy with members of the Educational Staff and occasionally work PSIA-E Level 1 exams, De-

velopment Series events, Introductory Mogul events and other specialty events.

Additional Dev Team information:

- Dev Team tryouts are held once every other ski season.
- Dev Team members serve a 4 year term.
- Dev Team members are eligible to take the ETS exam as soon as their understudy requirements are met. Dev team members do not have to wait until they serve 4 years on the Dev team to be eligible to take the ETS exam.
- Dev Team members whose term has ended do not become DCL members.
- Dev Team members whose 4 year term has ended may attempt any education staff exam they are qualified for.

Requirements to try out for the Alpine Development Team:

- Must be a current PSIA Alpine Certified Level III member.
- Must be actively teaching skiing.
- Submit the event application, using the regular event application form, which can be found in both the Early Fall and Fall issues of the *SnowPro*, or on the website at: www.psia-e.org
- Submit a letter of introduction stating why you desire to be on the Development Team. This is part of your overall score.
- Submit a ski industry focused resume and two letters of recommendation, one of which is from your snowsports school director or immediate supervisor. This is part of your overall score.

**These items must be received by the event application deadline of February 16, 2011.

- Take an on line multiple choice exam. A link to this exam will be emailed to you by February 22nd. You must take the exam by March 2nd.

The registration deadline for all materials listed above, plus the event fee (\$230), is February 16, 2011. This year's Alpine Dev Team Exam will be held on March 10-11, 2011, at Whiteface Mt., NY.

If you want to learn more about what it takes to be a Dev Team member or if you're tuning up your skills in preparation for the tryout, we highly recommend attending a Dev Team Prep course. Please check the 2010-11 events schedule for a complete event list and application deadlines. The Dev Team Prep courses and the Dev Team Tryout will count as continuing education credit for your PSIA update requirement.

We're looking for a few exceptional men and women that are dedicated and passionate about teaching skiing and coaching others. If this sounds like you, then consider taking this year's Alpine Development Team tryout. ■

Eastern Team Tryouts

“Special” one day Part 1 tryout.

Congratulations to the new Eastern Team Members who attended the special one-day tryout at Stowe on Thursday, January 6th.

John Haagen –
Don Haringa
Phil Freudenberger

Nordic Team

The Nordic Eastern Team is a tremendous opportunity to train at the highest level with some of the country's best coaches. The selected team will train in preparation for the 2012 National Team tryouts, along with coaching our eastern members at selected events. This tryout consists of evaluating the skiing and coaching skills for both Nordic Telemark and Cross Country. Tryout participants must be Level III in at least one of the disciplines. The tryout will be held at **Stowe, VT on March 2-3, 2011**. The registration deadline is February 9.

AASI Team

Here is a great opportunity for Level III riders to test their skills and see if they can become a member of the AASI Eastern Team. The Eastern Team will train toward the 2012 National Team tryouts. You may get the chance to follow in the footsteps of current National AASI Team members Tommy Morsch and Dave Lynch and team alumni members KC Gandee and Shaun Cattanach. This tryout for AASI members will be held at **Stowe, VT on March 31- April 1, 2011**. The registration deadline is March 9.

Adaptive Team

The Eastern Adaptive Team will be selected by the Steering Committee and train with the Alpine and Nordic Teams in preparation for the 2012 national team tryouts. Although there is no competitive tryout for this team, interested candidates must be Adaptive Level III, present their snowsports resume to the PSIA-E Director of Education, and participate in an on-snow interview. Interested Adaptive Team candidates should contact Mickey Sullivan, PSIA-E Director of Education at msullivan@psia-e.org by February 10.

Those selected to be on the Eastern Team will have the opportunity to receive extensive training in preparation for the 2012 PSIA/AASI National tryouts with some of the best coaches and educators in the country. The Eastern Teams will represent the best skiers, riders and coaches in the east and PSIA-E/AASI. Those selected to the Eastern Team should be prepared to arrange their schedule to allow for a minimum of 15 days per year to attend various training events and activities.

PSIA-E/AASI Level III certified members are eligible to register for and participate in the Eastern Team tryout of your discipline. PSIA/AASI rules allow each division to send a pre-determined number of qualified candidates to the national tryouts. A qualified candidate must be a Level III certified instructor, in good standing, in the discipline that they are trying out for, be full time (seasonal) in the ski/snowboard industry, and be chosen by their division to represent PSIA/AASI at a National level.

If you are considering the Eastern Team tryout and have additional questions, please e-mail:

Terry Barbour, Alpine Eastern Team Coach: tbar@madriver.com
Ted Fleischer, AASI Advisor: tedfleischer@vzw.blackberry.net
Mickey Stone, Nordic Eastern Team Coach: cpage3@aol.com
Mickey Sullivan, Director of Education and Programs:
msullivan@psia-e.org

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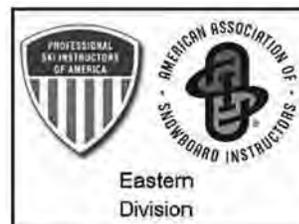
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The Employment Center is now
on-line on our Eastern Division
website at www.psia-e.org

Rally at Killington this Spring

Alpine Spring Academy offers “Pro Jam” style event

Alpine Spring Academy

Apply online before March 2, 2011

Are you looking for four days of great skiing with some of the best coaching in the country? Do you want to ski at one of the east’s premier mountain resort with your soon to be best friends? Then, you won’t want to miss the PSIA-E “Spring Academy” for the most snow, the best skiing, a GREAT Mountain, world-class coaches, and great après ski activities.

- What: Includes 4 days of coaching; lift tickets; après ski activities; reduced lodging rates.
- When: March 24–27, 2011.
- Where: Killington, VT.
- Why: Great spring skiing, great ski training, PSIA-E education update, and FUN!
- How Much: Only \$340 (that’s only \$85 per day for the best skiing, coaching and après ski activities you could imagine) Register for Event 320 – Alpine Spring Academy.

The Spring Academy is open to all PSIA-E Alpine members. Ski groups will be formed according to certification level and desired training focus. Each group size will be 8 members or fewer per coach. Normally, in an academy format, groups are 10 or more in size. At this academy you can expect plenty of ski time and lots of individual feedback from your coaches.

This Spring Academy format is different and exciting. You will spend the entire 1st and 4th day along with the mornings of the 2nd and 3rd day with your coach. Day 2 and 3 will offer “Special Elective Sessions” to choose from. Coaches working this event will consist of PSIA-E Examiners, PSIA-E Eastern Team members and PSIA National Team members.

Après-Ski and other Activities include:

- » Thursday: Après-ski social.
- » Friday: Interski 2011 presentation at 4:00pm.
- » Sunday: Participate in the Annual Spring Rally Race (optional).

Spring skiing doesn’t get any better than this. You won’t want to miss this one. The Spring Academy registration deadline is March 2, 2011.

The Spring Rally: Fun in the Sun and Snow for Everyone!

All Alpine, AASI, Adaptive and Nordic members are invited. Enjoy Killington and the great spring skiing that comes with this fabulous mountain and the PSIA-E/AASI event. The Spring Rally is a great way to catch up on your PSIA-E/AASI education credits and ski or ride with new and old friends for the weekend. Ski and ride groups are organized according to certification needs, ski experience and education desires.

The event includes two days (March 26-27) of coaching from members of our PSIA-E and AASI Education Staff, lift tickets and Saturday après ski party at the Snowshed Lodge. The Annual Spring Rally race (optional) will be held on Sunday. There is discount lodging available to members at many Killington properties, please refer to the Eastern Website for complete listing under “feature events.”

The Saturday Après ski party will be held in Snowshed Lodge. You can expect this party to be swinging, with music entertainment and lots of hors d’oeuvres.

In addition to the Spring Rally events, the Annual Membership Meeting will be held on Friday, March 25 at 5:00 p.m. in the Snowshed Lodge.

The cost for this super Spring Rally weekend is only \$186. The registration deadline is March 2, 2011.

So, Register Online at www.psia-e.org or get your event application form from your *SnowPro* or at (www.psia-e.org) and get it to us (fax: 518-452-6099) and don’t miss out on these great late-season events.

Hope to see you at Killington! ■

ANNUAL MEMBERSHIP MEETING NOTICE

The PSIA-E/AASI Annual Membership meeting will be held in the Snowshed Lodge at Killington, VT on Friday, March 25, 2011 during the Spring Rally. The meeting will begin at 5:00 p.m. and will include an organizational update, announcement of Region 5 and 6 Board election results, open forum with PSIA-E Executive Director Michael Mendrick and PSIA-E Board President Dutch Karnan and a chance to mingle with fellow members and volunteer leaders. Hope to see all Spring Rally attendees and interested members there!

The Grapevine Has It!

by Joan Heaton

Area Rep Program Coordinator

The Teaching Dimension came alive in the dance steps of the Grapevine in the Gateway Room of Grand Hotel in Killington at the SnowSports School Management Seminar.

Thirty-some snowsports school directors and trainers packed into the room Wednesday morning to experience the steps of the Grapevine presented in the teaching styles of Command, Task/Practice, Reciprocal, and Group. The steps of the Grapevine start with the right foot as you step to the right, cross the left foot in back, step to the right, cross the left foot in front, step to the right, and kick! There may have been a few contenders for the Rockettes, but all decided to remain ski and snowboard teachers. From my vantage point, I thought that was a wise decision!

The walls of the room displayed posters about Feedback and Stages, Types, and Styles of Learning. A slide show on Teaching and Learning was running as the participants studied the information displayed around them in the room.

When working with the teaching styles, it is important to remember that WHO makes the decisions (pre-class, execution, and evaluation) is what determines the style of teaching. The group was reminded that just because you are working with a task, per se, does not make that style Task Teaching; rather, it is because you have shifted the execution decisions to the students. And, just because you work in partners it does not make that style Reciprocal Teaching; instead, it is because the teacher has shifted the evaluation decisions to the students. Also, in Reciprocal Teaching, the group was reminded that the teacher does NOT pair off with that odd-numbered student in the class. The teacher’s responsibility is to teach the WHOLE class, not just one student with whom s/he has partnered. Having an odd number of students in a class presents one opportunity when the Group style of teaching can be used - two observers and one performer or one observer and two performers. And, lastly, just because you arrange your students into groups in your lesson does not automatically make that style Group Teaching; more accurately, it is because the teacher has shifted the evaluation decisions to the students.

The Types of Learning were also reviewed – Cognitive, Affective, and Psychomotor. Referred to as the CAP model, the types of learning, although important when teaching children because of their varying developmental stages, are important to

know and be aware of when working with adults as well.

David Kolb's Experiential Learning Model was presented and then experienced in a Cross-Through game that enabled the participants to cycle through the model. The learning process of *feel it, reflect on it, analyze it, and do it again* is a simple but powerful learning cycle to experience.

The presentation of Motor Learning's categorization of Open and Closed Skills and how this categorization applies and affects learning to ski and/or to ride was discussed and experienced enthusiastically by the participants. The skills of skiing are, indeed, open skill country; and, if we are to benefit from the research of the Motor Learning experts, it would seem that our teaching needs to reflect this.

Handouts were distributed, but all were reminded that most of the information covered can be found on our PSIA-E website under the title **Education**. The drop-down screen then displays **The Teaching Dimension**. Visit our website - it has everything you want to know on the subject, and then some. ■

The Quick Check Pocket Guide: Managing Behavior for Success on the Slopes

Strategies for integrating a child with special needs into your mainstream lesson.

by Kim Seevers

Operations Director, Adaptive Sports Foundation

Currently 3% of the US population has some type of cognitive disability or challenge. A student living with any cognitive disability can, at first assignment, present a daunting task for a snowsports instructor without the background or training to understand the disorder or how to deal with the behavioral issues that may arise. However, many ski and snowboard instructors find themselves in that position during a lesson. As a result of the increase in numbers of children with cognitive challenges, especially autism spectrum disorders, mainstream snowsports schools are teaching record numbers of students with special needs.

The encouraging fact is that more and more parents understand that physical activity is crucial for their child's good health and are placing their children with cognitive disabilities in classes to learn to ski or snowboard.

The *Quick Check Pocket Guide*, written by the Adaptive Sports Foundation, is a 44 page pocket sized

guide packed full of information for everyone involved in the snowsports school lesson process, from the parents and child, to the snowsports school desk, to the front line instructor. When a child with intellectual challenges is registered for a mainstream lesson, that child may need a little added help solving the many puzzles of learning a snowsport in an unfamiliar environment.

Managing Behavior for Success on the Slopes takes a look at the process of learning to ski or snowboard, from getting ready for the trip, to navigating the sometimes bewildering

arrival and lesson process, and ultimately to the lesson time. This guide is replete with suggestions for parents and instructors to pave the way for a successful experience for the child with special needs. Fortunately, parents and/or instructors armed with a little knowledge, a lot of creativity, and the ability to solve problems can overcome many of the challenges that arise for a child as a result of frustration, inability to communicate, or sensory overload created by this new activity. And think about it, if children are set up for success from the beginning there may not be a need for the tips on dealing with difficult behavior! If the instructor thinks in terms of possibility, accomplishment, strength and ability, the child will have a great chance of being successful in the lesson.

Kathy Chandler, Adaptive Advisor for the PSIA-E Adaptive Board of Examiners says about the *Quick Check Pocket Guide*, "It is exciting to have the tools to create success for our students with cognitive issues. When parents and instructors work together the success rate jumps by leaps and bounds and everyone is excited in the results. Thanks to ASF for creating this piece."

Katie Ertl, Team Manager of the PSIA/AASI National Education Teams adds, "I am thrilled the ASF has created a tool to help mainstream and adaptive instructors work with their students with special needs. Suggestions presented in the *Quick Check Pocket Guide* encourage parents and instructors to work together to have a safe, fun, and educational lesson."

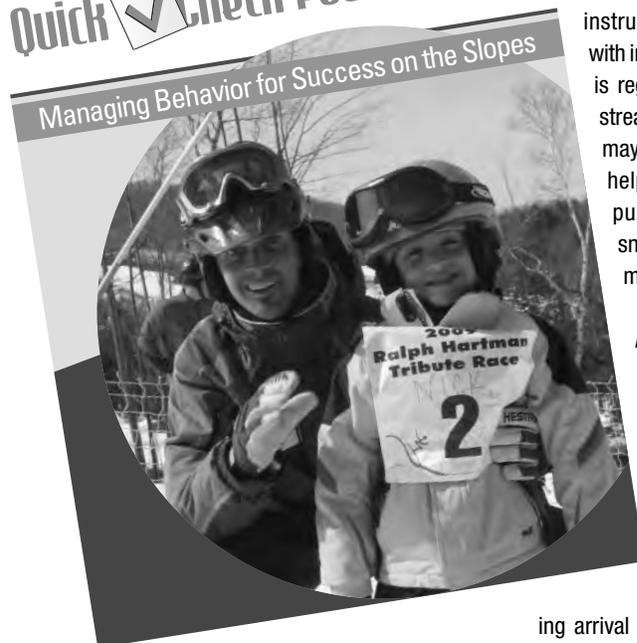
Mickey Sullivan, PSIA-E Director of Education & Programs says, "The *Quick Check Pocket Guide* belongs in every ski and snowboard instructor's jacket."

ASF's goal is for the *Quick Check Pocket Guide* to help instructors feel empowered to be active participants in the student's learning experience. Every child deserves a shot at success. By approaching the child with special needs' lesson in a positive way, parents and instructors will all be helping a young person become more physically fit, self-assured, confident, and independent.

The *Quick Check Pocket Guide: Managing Behavior for Success on the Slopes* will be available shortly through the PSIA-E/AASI Bookstore. ■

The Quick Check Pocket Guide

Managing Behavior for Success on the Slopes



ing arrival and lesson process,



Region 1 (NH & ME)

Tom Butler, Regional Director, reports: Happy New Year, Region 1! Hopefully, you made a resolution for your training this season. Whether it's attending the National Academy or attaining a certification level, make a plan and stick to it. Whatever your plan consists of, I would like for you to think about writing an article - either to this publication or 32 Degrees - to supplement your training. Nothing focuses the mind like writing. Often times, writing about something you're thinking about, or have been teaching your guests, will make your vision clearer. You may be able to wing it by shooting from the hip in a clinic but miraculously the moment you put it in writing, the true essence of the concept either rises to the top or sinks like a lead balloon.

We have a tremendously skilled and diverse membership, all of whom want to improve. Sharing your favorite clinics, or thoughts on your latest skiing or riding epiphany, will only help to build your knowledge base. I learn something new from our members in each issue. Pulitzer Prize winning author David McCullough commented that he "writes to find out". Even life-long coaches put thoughts down to clarify ideas and build on old ones.

I would encourage you to incorporate writing into your training regimen this season and consider submitting some pieces to the *SnowPro*. Not only will you build on your education, but you also may trigger an idea in a fellow member - and, who knows where that will lead.

Thanks for reading and get to work!

Region 2 (VT)

Steve O'Connor, Regional Director, reports: Greetings from the Green Mountains of Region 2. The freezing temperatures and howling winds have made for some really good early season snow, despite the few warm spells we had in early and mid-December. The few events that I have attended - at Mt. Snow, Okemo and Sugarbush - show the dedication these resorts put out to assure a quality on-snow experience - Thank you!

Now that we approach and pass the holidays, it's time to get it in gear and commit to registering for a change in your teaching and/or skiing and riding performance. The array of events we offer is immense. Mickey Sullivan and staff have worked

hard to offer time slots that meet the demands of busy part-time working schedules: One-day events and Sunday-Monday combinations. Whether you are a rider, a Tele skier, an adaptive specialist, a master-teacher enthusiast, an Alpine race coach, or a children's specialist, we have many fun and interesting courses to choose from. Check them out on-line, and register at the same time.

In addition to hosting the Spring Rally, Killington is also hosting the second stop of the Mountain Dew Tour. For those that are into big air and showmanship it will be quite a show. The dates are January 20 thru January 23, at Bear Mt.

As I write this it is the first official day of winter, and when you read this we will be in full swing. I look forward to meeting many of you this winter and sharing stories. Curt Cowles, Regional Rep, and I hope to have a spring ski/ride day at Killington in April to host our regional meeting. In the meantime, if you have any questions or concerns please contact me at: (oconnor@together.net), or 802-234-4032. Have fun. Hope to see you soon.

Region 3 (MA, CT & RI)

David Welch, Regional Director reports: With the season well underway we can all look ahead to some great sliding in the region. It's amazing how areas go from grass to great conditions in just a matter of a few days. We've come a long way since those early days of snowmaking.

I have a change to announce in our region: Ray DeVerry, who served as our Regional Director since 2001, has stepped down from his duties on the PSIA-E Board of Directors. Ray is now employed at Stratton Mountain, which is in Region 2; therefore, he is ineligible to represent Region 3 for the remainder of his term per our association by-laws. It has been a pleasure to serve with Ray for all those years on the Board as Regional Rep. During that time he was a voice for not only our region but for all PSIA-E members! Thank you, Ray, for your hard work and dedication. You will be missed on the Board! Ray is still an active Educational Staff member so I'm certain many of you will have a chance ski and clinic with Ray at an event in the near future.

While on the subject of Ed Staff members, it brings me great pleasure to announce that Chris Eseppi, who works out of Ski Sundown in Connecticut, has been awarded Divisional life Membership for his 25 years of service as an Educational Staff Member. Chris's efforts over the years have had a profound impact on many Region 3 members, and this award is a salute to his hard work and never ending passion for what he does out on the hill!

As always, if you have any questions, comments or news to pass on from our region, please e-mail me at (dbwelch317@att.net).

Hope to see you on the slopes soon!

Region 4 (PA & NJ)

Eric Jordan, Regional Director, reports: This has been by far the best start to the season that I can remember in many years. Most areas were able to get almost 100% of their terrain open for the Christmas holiday, which will hopefully translate into record skier visits and lessons this season!

I am pleased to announce that we will again be offering two regional meetings this season. Both meetings will be held in conjunction with ongoing educational events in order to make it more convenient to attend. Both meetings will take place at approximately 4:15pm after all groups complete their ski days. The first meeting will take place at Elk Mountain on January 26, and the second meeting will take place at Whitetail on January 31. I strongly urge you to attend one of the meetings. This is your opportunity to ask questions and make suggestions as to the direction of YOUR organization!

As always, please feel free to contact me or Steve Kling, your Regional Representative, with any questions you may have. My e-mail address is (enj5050@yahoo.com) and Steve can be reached at (skling1@verizon.net).

Region 5 (Western NY State)

Steve Howie, Regional Director, and Ron Kubicki, Regional Representative, report:

By now everyone is busy teaching and sharing the excitement of our sport with our guests, but hopefully not too busy to attend this winter's Region 5 Meetings. One of my goals as regional director was to increase participation in the organization as well as attendance at regional meetings. As you will notice in the Region 5 balloting, we have 6 candidates running for the BOD. In addition, Ron Kubicki, from Holiday Valley, will be our next PSIA-E/AASI President and Debbie Gosling is Chairman of the Snowsports Management Committee. This, along with all the volunteers on appointed committees, says a lot about the dedication of our regional membership as more members step forward to work for our association.

Equally as important is attendance at our regional meetings. Last season, attendance was at the highest that I have seen since I started attending meetings - and, let's just say that was a while ago. Having Jeb Boyd and Tommy Morsch available for clinics, and as part of the meetings, sure helped. I was hoping to have similar clinic/meetings this fall, but due to unforeseen issues that did not happen.

Not to worry - mark this season's meetings on your calendar; they promise to be fun. We have scheduled two meetings in conjunction with events already scheduled: one at Bristol Mountain on Monday, January 31, and the second at Holiday Valley on Wednesday, February 2. The meetings will be held at noon each day. However, plan on arriving early, since both Bristol Mountain and Holiday Valley are providing complimentary lift tickets for those members attending the meetings. Make it a day of skiing/riding. As a bonus for all our Region 5 AASI members, Tommy Morsch, AASI National Team Member will be in attendance at the Bristol Mountain Meeting, and he plans on spending the day riding with anyone interested.

On another note, recognizing the lack of AASI events in the region for Level 2 and Level 3 updates, there will be an Intro-to-Trees Clinic added at Holimont on January 16 and 17. Check the online schedule for details.

Your vote counts – With the new voting process, voting couldn't be any easier. Please take the time to review each candidate's "Statement of Background and Qualification" and "Statement of Philosophy and Direction" listed in this issue. Vote for 2.

As always, if you have any feedback or concerns, please contact Ron at (rkubicki@yahoo.com) or me at (showie1@bristolmt.com).

Thanks again for the opportunity to serve the region. I hope to see you at the meetings.

Region 6 (Eastern NY State)

Scott Allard, Regional Director, reports: It's that time again. Board Elections! Eligible voters are all members in good standing as of December 31, 2010. Voters are eligible to vote in only one region. Your designated region for voting is the one in which you live, unless you have specifically instructed the PSIA-E office, in writing, that you wish to be recognized as a member of the region of your snowsports school work affiliation. Cherisse and I hope that you all take advantage of the new on-line voting this season. It is expected that the election website will be live and available for members and secure on-line voting by Monday, January 17 (concurrent with the planned mailing of the Winter issue of the *SnowPro*).

So, here we are at the end of another Board term. It has been an honor and privilege for Cherisse and me to serve the members of Region 6 on the Board for several years. Cherisse and I have sat on many committees and have supported the mission statement to "Create lifelong skiers and riders. Connect our guest to our lifestyles and passion. Challenge ourselves to innovate and to celebrate success!" The Board isn't just a group of people that develop new programs and benefits. It's a group of people that are passionate about our members and organizational growth. Cherisse has expressed that

she will not be seeking a third term. I would like to thank her for all that she has done for me and for the members of Region 6. She will be missed, but not forgotten.

So, don't forget to get out there and vote this year. This is our first on-line vote and we are hoping to reach out and hear from many more members. Voting Deadline: March 14, 2011. The on-line voting system will be deactivated after this date.

Keep a look out for the regional meeting notice by e-mail. A postcard will also be mailed. Gore and Belleayre are the two hosts for the meetings this season. We are still accepting additional topics to be covered at the meetings. E-mail me any thoughts so that you would like to have addressed.

I have enjoyed serving you on the Board and am willing to continue, should that be your wish. As always, please send us any of your questions or concerns: Scott at: (allardc@frontiernet.net) or Cherisse at (Cyoung@mhcablecom).

Region 7 (States south of PA & NJ)

Paul Crenshaw, Regional Director, reports: To my knowledge, as I write this report, all resorts in Region 7 are now open. Most are opening with record amounts of snow thanks to our really cold temperatures early in the season. I view this as a sign for another grand season equal to or better than last season.

Check out the event schedule and sign up early. Lock in your spot before events fill up. I hope everyone has made themselves aware of the changes in the Part 2 of our Alpine Exams. These changes really show that our Alpine Education & Certification Committee is constantly working to improve our evaluation process. These changes should allow the exam process to flow in a more natural fashion and allow those taking Part 2 to have ample opportunity to share their knowledge and teaching experiences.

This season our Region 7 meeting will be hosted by Timberline Resort in WV. The date is March 2, 2011. Our meeting is planned at the end of the first day of several events scheduled there. I hope you plan to attend, and bring along concerns or suggestions you might have to improve our organization.

You may have received, or will soon receive, an on-line survey from Walter Jaeger, Regional Rep, and me. This survey is our attempt to gather your feedback on meetings as well as areas of concern you might have about PSIA-E and AASI. This will be your opportunity to express your opinion, even if you are not able to attend the regional meeting. Walter and I look forward to the completion of this survey in an attempt to better serve our members' needs.

The season we have all looked forward to has arrived. Walter and I hope you have a fun and successful season. If we may be of help to you during the season please contact us: Paul at (pcrenshaw@massresort.com); Walter at (wjaeger1@mac.com). ■

CONGRATULATIONS!!!

The winner of this season's Green Mountain Orthotic Lab (GMOL) Promotion is.....

**David Terney
Eastern Division
Region 4 Member**

As the winner, David was rebated the cost of the footbeds he purchased at the same time he purchased boots at GMOL early this season. That's worth \$160!

Because GMOL honors pro-form discounts for our members, between the pro discount and being the lucky winner, David saved about \$500 on his boots and he got the great service GMOL always provides!

Thanks to Green Mountain Orthotic Lab for being such a great PSIA-E/ AASI sponsor and supporter!

If you need boots next season, be sure to consider going to Green Mountain Orthotic Lab in Stratton, VT!

Region 5 and 6 Candidate Profiles

Region 5 and 6 Board of Directors Election Voting Rules, Instructions and Candidate Profiles

There are six (6) candidates running for the PSIA/AASI Eastern Board of Directors in Region 5 (Western New York) and six (6) candidates running for the Board in Region 6 (Eastern New York). The Board candidate receiving the most votes in each region will be elected the Regional Director; the candidate with the second-most votes will be elected the Regional Representative (within compliance of the association bylaws provisions relative to Board elections). The three-year Board terms will commence April 1, 2011 and end on March 31, 2014. No write-in votes for any positions are accepted.

For the first time, voting for the 2011 election will take place online via electronic voting on a secure, dedicated web page. Paper ballots will be provided only to members without online access, upon request. Online voting will begin in mid-January and end on March 14, 2011.

Official results will be announced at the Spring Rally Annual Membership Meeting on the weekend of March 25-27, 2011, and subsequently via the *SnowPro* and PSIA-E web site. The terms of the new Board members will begin on April 1, 2011, providing the opportunity for newly elected representatives to communicate with constituents prior to the June 2011 Board meeting.

To Vote:

1. Link to our special PSIA-AASI Eastern Board Elections website at www.psia-e.org/vote
2. Log in to the site using your last name and membership number. An e-mail with instructions will be sent out to all eligible voters when the voting is opened.
3. You must be a member in good standing and affiliated with Region 5 or Region 6 as of December 31, 2010.
4. Follow the steps at the website to complete your secured voting.

Thank you to our candidates and members for your participation in this important annual process.

Note: Candidate profiles are presented "as written and submitted" with the exception of spelling corrections, if needed.

Region 5 Board Candidates



Region 5 Board of Directors: Rick Bunnell –Alpine 3

Labrador Mountain, NY- Director of Marketing and Snowsports

Statement of Background & Qualifications:

I have been working as a ski instructor since 1975, but my love affair with skiing began at age 6. I've worked in one capacity or another at Labrador Mountain since 1977, first as an instructor, and now as the Director of Marketing and Snowsports. I'm fortunate enough to manage a team of 200+ amazing employees who all play a vital part in this family owned and operated business. I enjoy the marketing aspect of my job immensely, and I am proud to say that my track record includes the following: increasing the number of ski club groups from 25 to 52+ over the past 11 years; implementing the Season Pass Reciprocal Program where season pass holders at Labrador Mountain can receive discounts when they visit larger mountains (such as Whiteface and Gore Mountains); and, being the driving force behind risk mitigation on all fronts (including the reduction of theft of property and services).

My technical expertise and certifications include PSIA Level III, USSA Level I Coaching and Level II Timing & Calculation. I also hold every binding certification one can obtain. In the off-season I am a volunteer firefighter with the Pompey Hill Fire Department. I hold a Level II Interior Firefighter Certification, and I'm part of a specialized rope and rescue team. I participate on the Onondaga Dive team, with a PADI Dive Master Certification. I love the ski and snowboard industry, and I'm truly lucky to be making a living doing what I love!

Statement of Philosophy & Direction:

I am eager to represent Region 5 because I feel my expertise in both snow-sports and marketing will bring a fresh perspective to the table. I will be a voice for our members (both current and prospective), and I will work to make PSIA more appealing and valuable for all. Having worked in and grown with the snow sport industry over the past 30+ years, I would be thrilled to have the opportunity to be part of an association that exists to, "promote the growth of snowsports as lifetime activities through fun and fulfilling educational experiences."

Thank you for your time.... Rick Bunnell (Bunz)



Region 5 Board of Directors: Dick Fox – Alpine 3

Holiday Valley, NY – Instructor/Trainer

Statement of Background & Qualifications:

Probably my strongest qualification is that I am very much like most of you (maybe a little older). I started teaching skiing in western NY in 1965 at the age of 16, taught part time in high school, college, and graduate school. I did a couple of seasons of full time ski bum instruction (not the refined full time professionals of the current era by any stretch), including one summer in New Zealand. Then I "settled down", making the decision to build an architectural, engineering, and construction firm and getting my ski coaching "fix" as a part timer. I have been doing this out of Holiday Valley in Ellicottville since 1973 working as a line instructor, supervisor, coach, trainer whatever.... right up to the present. During that time I built a business and a family (all instructors at one time or another) and struggled like most of our membership to balance conflicting responsibilities with my love for sharing my sport.

In 1991 I tried out for and made the very first RCL team in Waterville Valley. Since then I have been continuously employed by PSIA-E as a member of the Ed Staff and have had a ball leading a variety of educational events with our members. I have never missed a training session and count my fellow DCL'rs among my best friends. I have always been able to relate to our part time members and have a genuine respect for everything that they do to share the love of our sport.

I have been fortunate to be the President of a strong group of designers, builders and engineers and, in that role have learned how to deal with ever changing economic and regulatory climates. I have had to learn the challenges of being an employer, setting and living with budgets, and making certain that our professional services remained relevant to those we served. My strength has always been strategic planning which has landed me on a variety of non-profit boards and committees, which has assured that I am no stranger to hard decisions and no wallflower when it comes to asking hard questions.

With all that I have gained from skiing (friends, memories, lifestyles, and some of my deepest self satisfaction), it is now time to give whatever knowledge, skill and maybe even wisdom back to my sport. So, I am not all that different from most of you.

Statement of Philosophy & Direction:

I think that the greatest challenge for PSIA-E will be to remain relevant to our membership. As attitudes and motivations for being involved with the sport of skiing evolve, we should expect that institutions which once served necessary purposes might have to evolve also. To that end, I support educational programs that have end goals other than simply becoming "certified." I would support furthering the current direction of increasing the information that is available to our membership for "free" (or inexpensively) through modern technologies.

Based upon my experience on our Ed Staff, I believe that PSIA-E should continue to look for flexible venues such as the one day training events; evening events; split weekend events which make it more realistic for those trying to stretch limited resources of time and money, while maintaining the premium events like the Pro Jam which create great experiences and memories. I would like to support our region (the western frontier) continuing to be able to provide a variety of event, including some of the premium events.

PSIA-E must also remain relevant to member ski schools and their resorts, helping them cope with employment and liability issues that shape the way we all coach our sports. PSIA should be a major participant in assuring that resort guests have great experiences and that our sport remains interesting to occasional participants as well as those who get completely addicted.

I think that the same technological advances that businesses use to reduce overhead costs and improve communications should be applied to the activities of PSIA-E. In this tight economy, PSIA-E needs to continue to refine and implement best business practices and be as efficient as possible.

I can candidly admit that my primary constituency will be the part timers who support our organization and for whom being a snow sports professional is more of a passion than a livelihood. I think that this is a good thing, particularly for our region. I would very much appreciate your support (and vote).



Region 5 Board of Directors: Wendy Frank – Alpine 2, Nordic 1, Master Teacher

Holimont, NY – Director of Holimont

Statement of Background & Qualifications:

- Member of PSIA-E since 1988
- Alpine Level 2
- Nordic level 1
- Master Teacher
- Sports Science Accreditation
- Snowsports School Management Committee Region 5
- Former Children's Committee member Region 5
- Children's Program Director 20 years HoliMont
- Snowsports Director 7 years HoliMont
- Presenter with Tom Loring at SANY EXPO
- Presenter at SSMS
- Teacher in Public School System 20 years
- BS Education – English
- MS – Education School Counseling
- MS – Education – English
- Board of Directors JNF, JCC Hamilton

Statement of Philosophy & Direction:

When I first joined PSIA-E/AASI over 23 years ago, I was impressed by the professionalism of the organization. I still am. It is made up of a group of vital, dynamic and knowledgeable skiers and riders who are constantly seeking learning in a friendly environment. As a member of the Snowsports School Management Committee, I feel I have been able to serve PSIA-E/AASI in a greater capacity. And if I am elected to the Board of Directors for Region Five, I hope to be able to make a difference in the organization by nurturing the passion and enthusiasm in current members, and by helping to provide great programs to encourage new members to join. Discovering what our Region 5 members are looking for from PSIA-E/AASI, keeping members in my region up to date on the latest policies, events, and benefits, and representing their wishes at board meetings are my prime objectives. One of my goals for our snowsports school this year is to substantially increase the volume of compliments from our guests as to how our school helped make their skiing or riding experience an enjoyable and positive one. Since providing excellent customer service is a goal we all strive for, I want to maintain the best customer service for all Region 5 PSIA-E/AASI members. Being a member of PSIA-E/AASI is very important to me, and it would be an honor to serve on the Board of Directors for Region 5.

continued next page

Call for Regions 5 and 6 Committee Members

The Snowsports School Management Committee Representative, Alpine Education & Certification Representative and Children's Education Committee positions for Region 5 (Western NY) and Region 6 (Eastern NY) are currently up for a three-year appointment, pending a recommendation from the Regional Director and Board ratification. The PSIA-E Board of Directors will approve the appointment of these positions at their June 2011 meeting.

If you are a current member of one of these regions and are interested in being considered as a representative to serve a new (or renewing for existing committee members) three-year term for one of these open positions in your region, please send written notification via e-mail to the attention of Michael Mendrick, Executive Director, at mmendrick@psia-e.org by March 25, 2011.

Thanks for your interest in serving your organization! ■



Region 5 Board of Directors: Debbie Goslin – Alpine 2

*Kissing Bridge, NY –
Snowsports School Director*

Statement of Background & Qualifications:

I served 10 years as Children’s Programs Director at Kissing Bridge and am entering my 13th season as Director of the SnowSports School. I am Level II certified.

I have been chairman of the SnowSports Management Committee for the past 3 years. In this capacity I represent all PSIA-E member schools at Board of Director meetings to address management issues and have made numerous recommendations to improve Eastern SnowSports Schools and programs while representing your membership. I maintain strong relationships with committee members and Executive Director Michael Mendrick.

In addition to my Snowsports School Management career, I am employed as a consultant within the Snowsports marketing community. I regularly attend industry trade shows, NSAA and SANY meetings.

Statement of Philosophy & Direction:

As your representative on the PSIA-E Board, I will bring my experience and ideas from both within and outside of the teaching realm of Snowsports to benefit your membership issues.

For PSIA-E to be an effective educational organization we must work hard to solicit and implement your ideas to improve the organization. I will make it my priority to listen and cast my vote in the interests of the members of Region V. I am working for you!

I ask for your support to become your next Region V Representative.



Region 5 Board of Directors: Steve Howie – Alpine 3

*Alpine BOE – Education Staff Employee
Bristol Mountain, NY –
Snowsports School Director*

Statement of Background & Qualifications:

- 2008 to 2011 PSIA-E Region 5 Director to the BOD
- 2004 to 2008 PSIA-E Snowsports Management Committee – Chairman
- 2004 to 2008 PSIA-E Umbrella Steering Committee
- 2000 to 2004 Snowsports Management Committee – Member at Large
- 1984 to Present Alpine Board of Examiners
- 1979 to Present Snowsports School Director, Bristol Mountain Winter Resort
- 1974 to Present Certified Member of PSIA
- 1971 to Present Full-time Ski Teacher

Statement of Philosophy & Direction:

In my Statement of Philosophy while running for this position three years ago, I had mentioned from my prior experience from attending Board meetings as the Chair of the Snowsports School Management Committee that I appreciated the commitment and passion each member of the Board of Directors contributes on our behalf. It is my enthusiasm and passion for our sport that inspires me to continue to work with this dedicated group of Snowsports Professionals. As Region 5 Director, I, along with Ron Kubicki, have focused on reaching the membership for your input and the challenges of keeping everyone informed. During that time I have become familiar with the process and procedures and believe I have been effective in representing the issues and concerns of the Region,

both of the schools and of the membership. As a Ski Teacher, I understand the commitment each of us must make to become a snowsports pro. As a Director, I understand the operational challenges facing resorts as well as the challenges facing our staff. As an Examiner, I have had the opportunity to share experiences and Ideas with many of you from the region, as well as hear your comments and concerns about the organization.

Having participated in BOD Meetings for the last 7 years I have gained a better understanding of not only the operations of the organization but how important it is that all of us as members understand as well. From the decisions the board must make to the how hard the division office staff work, to each member, it is a team effort that makes this a great organization. If re-elected, your concerns and issues will be heard and I will work passionately to represent the region. Thank you in advance for your support.



Region 5 Board of Directors: Mark Marino – Snowboard 3

*AASI ETS – Education Staff Employee
Holimont, NY – Snowboard Director*

Statement of Background & Qualifications:

- AASI Member since 1997
- Level 1 Nordic Instructor 01
- AASI Level III Instructor 05
- AASI Dev Member 07
- AASI ETS Staff 10

I have been serving as the Holimont Snowboard director since 1998 till present. I have developed many new snowboard programs, supervised our snowboard staff, developed our seasonal training programs. I have also been an AASI Ed Staff member for the past three years.

Statement of Philosophy & Direction:

Over the past 13 years as a member of PSIA/AASI organization, my desire to become more involved has been on going. If elected as your representative, I will work hard to ensure that the needs of our members will be heard. I believe my ability to listen and understand your concerns is what I can best offer the skiing/snowboard Industry along with my ability to communicate members needs.

As a director in the industry I’m aware of the ongoing challenges that face management. I realize that we need to keep building strong relationships with our resorts as well as our customers keeping our organization a viable commodity. If elected I will work hard to maintain this relationships as well help develop programs to benefit and serve everyone.

Over the past three years as an Ed –Staff member I’ve had the privilege to meet and work with many of our members. I have met with many ski school directors and staff and I wish to keep strengthening these relationships as your representative, to be able to bring your concerns and issues to the board. I believe that communication between members and management is the key to success in any organization. If elected I hope to bridge the gap between members and management in all disciplines.

Region 6 Board Candidates



Region 6 Board of Directors: Scott Allard – Alpine 3, Nordic 2, Snowboard 2

*Alpine BOE – Education Staff Employee
Gore Mountain, NY - Instructor*

Statement of Background & Qualifications:

The Allard name has a long history in the ski industry and now after 30 years as a member, I am able to continue to add to that history. I started skiing at age 2 at Gore Mountain and later went on to the North Creek Ski Bowl for several years before returning to Gore Mountain. During my time at The North Creek Ski Bowl I completed a level I Freestyle program and developed a love for the winter sport. At Gore Mountain I joined PSIA-E and over the years and a few exams later, I became fully certified as well as a Staff Trainer. I then moved on to West Mountain to become the Director of the Snow Sports School and Director of Snowboarding. While at West Mountain, I developed in three different disciplines. On the Alpine Educational Staff, I attained Examiner then moved on to the Level II Nordic Down Hill. In AASI I attained my AASI Level II. As well as continuing to expand my disciplines, I have sat on several committees in our industry over the past years. The AASI Steering Committee for 2 years, Region 6 Ski Area Representative for 4 years, and Currently your Regional Director of 2 terms, and finance committee member.

Statement of Philosophy & Direction:

If re-elected my philosophy and direction are in line and in keeping with the mission of our organization to “Create lifelong skiers, and riders. Connect our guest to our lifestyles and passion. Challenge ourselves to innovate and to celebrate success!” With my years as a Snow Sports Director as well as a member of the education staff and a current member of the Board, I feel that I do and have instilled many of our guests, members and staff with the fun, excitement and passion the Snow Sports Industry offers. Not for the moment but for a lifetime. I challenge them all to expand and explore all the wonders that our Snow Sports Industry has to offer by continuing education and exploring new disciplines. With my background in multiple disciplines and positions I've held, I feel that not only will I be the ears of the members of Region 6; I will be a loud voice for their ideas and concerns at the Eastern Division, as well as, our National Association level. I will continue to stay abreast of the new trends in the industry as well as being instrumental in the development of new educational programs for our guest and our members. Being a member of past committees has given insight to the development of our industry and the growth model for both guest and members. I will continue to work for the member's benefits and development of educational materials. I look forward to the opportunity to serve and support the members of Region 6 in our drive for “Safety, Fun and Education!”

Region 6 Board of Directors: Jeremiah Dixon – Snowboard 3

*Hunter Mountain, NY –
Director of Snowsports*



Statement of Background & Qualifications:

I have worked full time in the industry for 11 years. I spent the early years in competition, Park Building/Design and Instruction. I slowly began devoting all my energy to the coaching

and instructing side of the industry while staying active in the competition world as a certified Pro/Am Judge and Event Technical Supervisor for USASA competition

series. I worked my way up the ladder at Hunter Mountain from 1999 to present, from Instructor to Staff Trainer to Snowboard Director and ultimately my present position of Director of Snowsports. I served on the Board of Directors for the Hunter Mountain Race Foundation as well. I am a level 3 member of AASI and have been a member of PSIA for 10years. I currently sit on the AASI steering committee.

Statement of Philosophy & Direction:

I am interested in improving the accessibility of both PSIA and AASI training and certification events to its current and future members while also working to increase the organization's reputation as the source of education and skill development in our industry. I pride myself in constantly improving the product that is delivered to our guests through training and education. As a board member, I would work towards an even distribution of events throughout our region. I am also dedicated to learning the budget process and making efforts to ensure that member dues are used effectively. I hope to use the knowledge I have acquired in the industry to make good decisions and improve the quality of the organization and the status of our region. Thank you in advance for your support.



Region 6 Board of Directors: Jack Jordan – Alpine 2

*Belleayre Mountain, NY –
Instructor/Trainer*

Statement of Background & Qualifications:

I have been an active member of the Belleayre Mountain Snow Sports School for over 20 years and PSIA member almost as long. I have Level II Alpine Certification and have been a full-time instructor since retiring from the education field

five years ago. In addition I have been a member of our very successful staff training team and will serve as Line-up Supervisor this season. My wife Kathy is also a full-time instructor at Belleayre as well as staff trainer. We have attended numerous PSIA workshops and events and have participated in Pro Jam for the past ten years or more.

I believe my professional background outside the snow sports industry helps support my candidacy. I taught high school social studies for 17 years, coached two sports and was president of the teacher's association. I later became a high school principal and eventually superintendent of two school districts. I was a member of the Professional Golfers Association for 12 years, editor of the “New York Sportsman” magazine for 20 years, basketball referee and currently serve as an elected councilman on our town board.

Being retired affords me the time necessary to devote to skiing and PSIA-E/AASI.

Statement of Philosophy & Direction:

Skiing and teaching have been lifelong passions. I would like the opportunity to share my love of the sport, knowledge and enthusiasm with more of my fellow PSIA-E/AASI members. I believe we need to do more to promote our sport and share among ourselves to a greater degree. I have observed an “us against them attitude” among various individuals, skiers and boarders and more importantly administrators at “competing” ski areas. This is detrimental to the entire industry and I would work to overcome any such animosity. I would encourage and promote more interaction among our Region 6 membership. This could include organized socials as I experienced as a PGA professional. As an example, we would regularly play as a group at neighboring courses. Using this experience as a model, we might consider doing this periodically. This would allow us to become better acquainted and familiar with each mountain's characteristics, staff

continued next page

and operational procedures. I would encourage the sharing of ideas to improve all aspects of the snow sports industry. I would also like to help organize a summer activity among our membership such as a golf tournament/outing.

I believe my educational background, communication and people skills as well as experience in a elected position would be beneficial to our organization and look forward to representing each member openly and fairly in a responsible way. Thank you in advance.

Region 6 Board of Directors: Ken Sauer – Alpine 3

*Alpine ETS – Education Staff Employee
Windham Mountain, NY*



Statement of Background & Qualifications:

I've been a member of PSIA-E since 1982. Worked my way through the certification levels and onto the education staff. Was chairman of the education committee prior to it combining with the certification committee. At Windham Mountain I will be celebrating my 25th season, staff training, coaching and general lessons fill up my time there. I also run a home remodeling company and am retired from the NYC fire department. I have been involved in the ski business for many years. During this time I've had the pleasure to travel throughout our division as a member of the educational staff. Using the experience I have outlined above I will serve the membership with an open mind and with the understanding of what it takes to get the job done in a fair and balanced manner.

Statement of Philosophy & Direction:

Since day one, I've been a Co-Career person. The term part time never worked for me because skiing teaching was my passion. Always trying to manage my schedules to get as much snow time in as possible. In the Eastern division I have plenty of company. Our division covers a large geographical area and a very diverse population, even more so with teaching all Snow Sports as our inherited task. So it is imperative that we have a constant flow of ideas coming into the board of directors to keep the organization current and moving forward.

I strongly feel at this time that we direct ourselves toward training our members in the area of taking our new customers whatever they may be and whatever they may ride into making snow sports a life long form of recreation. There are tremendous amounts of ways to inform and connect with people today these areas need to be taken advantage of. So that for years to come, there will be smiling faces moving about the snow covered mountains.

Region 6 Board of Directors: Galen Seerup – Snowboard 3

*Gore Mountain, NY –
Snowboard Supervisor/Trainer*



Statement of Background & Qualifications:

I grew up on Long Island where I learned to ski and enjoyed the many ski trips to the Catskills Mountains. I continued skiing through college and got involved with a youth skiing program in my town after graduation. I passed that love of winter sports on to my three children. They taught me how to snowboard and I have snowboarded ever since. Twelve years ago my eldest daughter and I tried out to become instructors. I have taught several other sports including Tae Kwon Do but nothing else compares. I am now certified level 3 and my daughters are both level 2 and my son level 1. It has been a great experience that I could not have accomplished without the help of the Gore Mountain Snowsports School and all of the dedicated AASI staff.

I have been employed as a correction officer for the past 27 years working at a "Shock Camp" for the last 22 years. I am a member of the Shock Development Training Team which trains all employees who work at the 5 facilities in New York State. I am a 20 + year member of Putnam Planning Board and now sit as Chairman. I have sat on several boards including Putnam Central School Board, Putnam Fire Department and President of my local union.

Statement of Philosophy & Direction:

I support the PSIA/ ASSI program and work hard to get as many of our instructors to join and enjoy the benefits of our organization. The educational benefits alone sell the program but there is so much more. We at Gore Mt. have had as many as 64% of our staff certified and we are currently looking to increasing that number. What I have to offer to the organization is my intense passion for these great sports and my ability to be a great team player. We are into some hard economic times and we as an industry need to be aware that we must provide the very best product. It is to that end that I am seeking a seat on the Board of Directors for Region 6. I believe that I can help our organization by listening to all in our region and working with their concerns to bring action that will benefit everyone. Please keep our organization strong and voice your concerns and comments and most of all vote. Thank you for your consideration.

Region 6 Board of Directors: Brian Smith – Alpine 3

*Alpine BOE – Education Staff Employee
Gore Mountain, NY; Whiteface Mountain,
NY – Trainer*



Statement of Background & Qualifications:

Learned to ski: Oak Mountain Ski Center NY 1970
Skiing: 39 years

Gore Mountain Ski Resort North Creek
1984 to Present
26 years affiliated
1999 to present: Alpine Training Supervisor 11 yrs

Whiteface Mountain Lake Placid
2008 to Present
Alpine Trainer and Instructor (Children programs)

Professional Ski Instructors of America Eastern Division
Member since: 1986
Alpine level 2 1988
Alpine Level 3 1993
PSIA-E Development Team member 1999
PSIA-E Examiner 2001 to Present
Eastern Demonstration Team member 2003 to Present
National Children's Education Accreditation
National Team Tryout Candidate 2004 & 2008
PSIA Eastern Alpine Race Programs Committee Chair 2004 to Present

Statement of Philosophy & Direction:

Focus on the youth within region 6 who are involved in snow sports. This is paramount for creating a membership base. It is important to encourage the continuation and/or creation of programs such as: learn to be an instructor, apprentice programs, and junior instructor teams.

Brian Smith, continued

Share the value of being a PSIA member and what it means to you. Become involved with your school or organization and the people within.

It is time to get out and get face to face with our members in region 6. The use of social technology to share the information from these meetings is important too.

Manage the region like we teach, interactively and with active participation from the Regional Director and members.

Directions:

- Creation of a Regional Director and Rep Tour program, whereby the Regional Director and the Regional Rep visits as many regional schools as possible while in term.
- Contact and/or visit Snowsports schools that are not as closely affiliated with PSIA as others and find out why.
- Listen to Snowsports Director's needs for education at their resorts.
- Help find support for our scholarship program.
- Review the traditional methods for offering events and explore the expansion of the in house concept.
- Explore the idea of having a Region 6 on any-equipment race for fun combined with a ski and ride in the park the same day.
- Explore the use of the PSIA-E website and create a regional community page where ideas can be shared and viewed by region 6 members.
- Promote fiscal responsibility.
- Stimulate "outside the box" thinking as to membership retention, promotion and educational product development within the board of directors.

There are many ideas we can share. I believe it starts with a name, then a face, followed by an experience. As regional director I believe I would be a useful traveling resource as well as an advocate on the board of directors for region 6.

Your involvement in this election and in general is the most important catalyst toward the direction of PSIA-E. I thank you for your time and dedication to the industry and your considerations toward my candidacy. ■

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“I don't know if it's just me or everyone, but the whole vibe with skiing is not so much thriving on competition against others as it is against myself and the clock.”

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Upcoming *SnowPro* Copy
Deadlines

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

Spring 2011: April 15, 2011

Writing Guidelines

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

The Life of a PSIA-E Area Rep

by Joan Heaton

Area Rep Program Coordinator

Appointed by the snowsports school director, a somewhat "regular-type" instructor becomes the liaison between the PSIA-E office and his/her staff members of the snowsports school. Suddenly, this new Rep is part of a network of some 130 Eastern Division snowsports schools whose main responsibility is to find out what is going on in the PSIA world and to disseminate that information to his/her staff members. PSIA-E Area Reps immediately become part of an e-mail network tied in with the Coordinator of the program. This network makes it possible for the Reps to receive direct e-mails with pertinent information about PSIA, and reminders of their responsibilities. Although ALL members are encouraged to visit the Eastern and National websites, and to read the *SnowPro*, Area Reps do the same but then need to find ways to disseminate that information to their staff members.

A bulletin board, or a convenient place where notices can be posted for staff members to see and read is one way to communicate. Another way is to make announcements at line-ups. Probably the best way to disseminate information is to have access to an e-mail listing of all staff members. Telephone networks can also be set up to disseminate this information, and it provides the opportunity to socialize a bit and become better acquainted with the individual needs of staff members. Hands down, the most important thing that should happen is that the staff needs to be informed of just who their Area Rep is and what that person's responsibilities are. This done, staff members know what to expect from their Rep and also whom to go to with their PSIA concerns. Since the school's director made this initial appointment, it would be best if the director would introduce and/or inform the staff members that this particular person will be the Area Rep for their school and, then, share with the staff the responsibilities the Rep will be assuming.

Area Reps who attend the Snowsports School Management Seminar are asked to attend a meeting held sometime during the course of the Seminar. At this time, the Reps come together, meet one another, and share ideas. In turn, the Coordinator submits these suggestions to the Albany office for consideration. This season, for the first time, Area Reps who attend ProJam will come together in a meeting to meet, greet, and share ideas.

The motto shared by the Reps is **Stay in Touch**. This done, being part of the PSIA-E Area Rep Program can and does promote a sense of "team" and camaraderie. If your school does not have an Area Rep, speak with your director. Volunteer and jump in - the water's fine! ■



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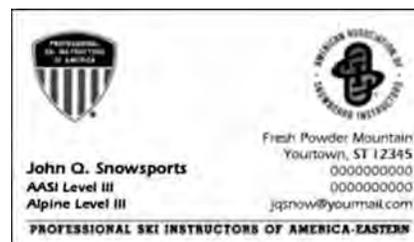
Angus C. Black, Jr., of Peru, VT, passed away October 10, 2010, at the age of 87. He was a Nordic Level III member of PSIA-E, having joined in 1975. He was awarded Lifetime Membership in 1992. He taught at Wild Wings XC Ski School, VT.

William H. Ginn, Jr., of Alexandria, VA, has passed away at the age of 82. He was an Alpine Level I member of PSIA-E, having joined in 1999. He taught at Whitetail Resort, PA.

Bijan Izadi Jr., of Potomac, MD, has passed away at the age of 67. He was an Alpine Level I member of PSIA-E, having joined in 1997. He taught for SCWDC (Ski Club Wash DC) Ski School, VA.

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

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AASI Eastern Team Tryouts

by Ted Fleischer
Eastern AASI Advisor

This spring, on March 31 and April 1, at Stowe Vermont, AASI will choose its new Eastern Team! This is an important and exciting event that happens only once every four years. We will choose a few very highly qualified, dedicated instructors, who can also “ride the talk” to go out west in the spring of 2012 to try out for the AASI National Team. The six-person National Team is the group of dedicated professional riders and instructors that really helps guide our organization within the industry. The Eastern Team is the group of individuals that our division has chosen to represent the East at the National tryouts. We, as an organization, assist this group financially in realizing their goal of trying out to become an AASI National Team member.

Our last tryouts were a HUGE success. This is underscored by the fact that we have TWO eastern members, Dave Lynch and Tommy Morsch, on the National Team. That is a third of the team! This is an outstanding number when you consider that there are NINE divisions competing to get members selected to the National Team. It seems we must be doing something right here in the East, and much of it is due to folks like YOU! So, come represent yourself, your home mountain, and the rest of the eastern riders at Stowe this spring and become a part of this highly regarded group of riders.

Tom Vickery, our Eastern Division Examiner Coach and a selector at the 2008 National Team Tryouts pointed out long before the famous words, “Go West, young man!” were uttered, that we heard echoes of the not-so-well-known quote, “Go to Eastern Team Try-Outs, young Rider!” Tom continues to say, “We have always had a great showing at the National level, and this was made possible by the many Eastern riders/teachers that were willing to be a part of the Eastern Tryouts. A great turnout in the East ensures a good Eastern representation at

the National level. “The registration deadline for the Eastern Team Tryouts is **March 9, 2011**, and you must be a Level III member. Come join us and meet other highly dedicated and skilled professional instructors - try out for this epic Team. The opportunities are only limited by your love of riding and teaching! ■

Smart Style Your Exam Prep

by Chandler Simpkins
AASI Examiner

The other day I was reading the “Smart Style” sign for the umpteenth time to some students new to the park. It occurred to me that the Smart Style ideas could be applied to the preparation for AASI Certification Exams. Yes, I know, too many chairlift rides by myself, but check this out:

Have a Plan

When you go into the new season with the goal of attending a certification exam you should have a program laid out for the season, hopefully with the help of a trainer. This plan should include preseason training goals, study sessions for the written word, riding performance goals, and a path to achieve these things. Set out a calendar with achievable goals.

Look Before You Leap

Attend the required prerequisite course. Exam prep courses are best, since the subject is the exam, including the opportunity to practice teaching in an environment of one’s peers and receive feedback. Also, examples of riding at the appropriate level can be provided, riding can be assessed, and a better idea of the expected riding level can be shared. When taking any prerequisite course in preparation for an exam, let the course conductor know that’s the reason you are attending.

Easy Style It

When working with riding and information, make sure the basics are solid before moving to more complicated moves and concepts. In riding, this would mean that switch riding is established before 180s are attempted, or 180s are understood before 360s are done. With the teaching styles, for instance, a candidate would have a good understanding of command, task, and reciprocal/small group styles before moving on to the more challenging guided discovery and problem solving.

Respect Gets Respect

In the park, I ask students to respect the other folks in the park (waiting turns, calling drops, stopping in good places, etc.) but I also suggest they respect what the park elements can do as far as hurting them. This works with exams, too. When going to an exam, the other members of the group can work together with respect and everyone does better, or they can “disrespect” each other and not help out their fellow members. It’s the group’s call. And, as far as the exam goes, we all respect the emotional and physical roller-coaster that is preparing and going to an exam.

So, as you think of wearing that next shiny pin, Smart Style your preparations. Have a plan for how you’re going to prepare, look before you leap into the exam itself, easy style your personal learning curve, and respect others that are participating with you in a challenging environment. In the end, both we as individuals and the larger sport of snowboarding gain respect with the increase in our knowledge and abilities.

Chandler Simpkins is an AASI Examiner, and is PSIA-E Alpine and Nordic Level III certified. Currently he is the Alternative Supervisor at Sunday River Ski Area in Bethel, ME, overseeing the Snowboard, Freestyle, and Nordic Downhill Perfect Turn programs. ■

AASI Steering Committee - Get Involved!

by Ted Fleischer
Eastern AASI Advisor

Several times a year, the AASI Steering Committee meets. We discuss items of business such as how to best serve our members, the direction the organization takes with clinics and exams, and even the mundane, such as the design of exam score cards and feedback sheets. We discuss the items that need to be addressed by more than just one person’s viewpoint. For that reason, the Committee is seated with a dozen people that have different roles within our organization. Two of those seats are specifically set aside as “Member-at-large” seats. This helps provide some very important feedback for AASI from “the field”.

Currently, the two member-at-large seats are held by John Eason and Jeremiah Dixon. Both of

continued next page

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them have been extremely generous, not only with their valuable insight, but also in the donation of their time and expenses to attend meetings. Spring of 2011 marks the end of John Eason's two-year term. His seat will be filled by a new member prior to the Fall 2011 Steering Committee meeting. His successor will be selected by the committee from a list of interested members. These members will be nominated by their peers from among persons suggested or otherwise identified as interested in volunteering their time in exchange for helping us move our organization forward. If you are interested in helping out more, or know someone who is, please have the interested party send a short letter of intent to us. The address to use is: ecarr@psia-e.org or via snail mail to PSIA-E/AASI, 1-A Lincoln Ave., Albany, NY. Both types of correspondence should be addressed C/O AASI Steering Committee and needs to be received prior to March 8, 2011.

The Steering Committee will announce its decision in the *SnowPro* following the Spring 2011 meeting. In the meantime, keep your edges sharp and bases waxed, and don't forget... left, right, left, right, gnar, spin, repeat. See you out there! ■

Adaptive Airtime



The Slider to be Integrated into the Exams

by *Kathy Chandler*
Adaptive Advisor

Many of the Adaptive Programs around the country use The **Slider** for their students who have difficulty standing for long periods. It is a relatively new piece of equipment, but has been tried and tested with many different people and has added value for many of our participants. It is similar to a walker on skis, but extremely versatile and adjustable for those people who want to stand up to ski, but have significant balance issues. In many cases The Slider is used as a teaching tool or stepping stone for skier

development. For the person who needs a little extra support to get started, they are able to understand the concept and internalize the feeling of sliding on skis and be able to move on to ski with outriggers, or unassisted. For some, using the slider in the morning is great exercise, but because of fatigue issues they need to sit down to ski in the afternoon.

This is the first year that we will be including the knowledge, understanding and use of The Slider in our Adaptive Exam Modules at all levels. It will be included as a part of the Four Track Module. In the Four Track Exam, when working with the adaptive equipment, candidates will be expected to:

- know who might use it and the disabilities associated with it;
- set the equipment up for any adult or child and make adaptations that will enhance performance;
- load it on the lift safely for everyone involved;
- tether it, allowing for the participant to achieve success and be as independent as possible.

It is imperative that candidates come to the exam with some knowledge of, and experience in using The Slider. Most Adaptive Programs have one, but if not, be sure to visit a program that does and do all the reading you can on the uses and set up of The Slider. If there is any question, please contact me at (kcability@abilityplus.org). ■

Kids. Kids. Kids.



Jr. Spark "Wrap it Up" Event coming to Killington

(To run in conjunction with the Spring Rally weekend on March 26-27, 2011)

The end of the season Junior Spark "Wrap it Up" event is a great way for the kids show off their skills learned and mastered this season. You can expect to:

- try out different equipment, always a good thing to get on any gear,
- spend time in the park which seems to be the favorite place to ski and ride!
- Rip up the challenging terrain that Killington is famous for
- Oh, yea, there is some educational stuff in there too....

Check out the Junior Spark event application on the Eastern Division website in the "Forms" section – Look forward to seeing you there! ■



**PSIA-E/AASI
2010-2011
Event Application**



OFFICE USE ONLY	
Date Rec'd _____	Event\$ _____
App 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 subject to 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: _____ If a non member, check box. **Primary Discipline/Level:** _____ / _____ **Date of Birth:** _____

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

NAME: _____ Male / Female
Last First Circle one

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

HOME PHONE: (____) _____ **WORK PHONE:** (____) _____ **CELL PHONE:** (____) _____

EVENT #: _____ **E-mail address:** _____

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

AMOUNT: \$ _____ **PAYING BY:** CHECK # _____ **OR charge:**
 MasterCard or Visa

OFFICE USE ONLY
Date Proc _____
Auth # _____
Initials _____

_____ - _____ - _____
Exp. Date: _____ Signed _____

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:

Recognizing that snowsports can be hazardous, I hereby release PSIA-E, PSIA-E/EF, AASI, the host area, and agents and employees of each from liability for any and all injuries of whatever nature arising during, or in connection with the conduction of the event for which this application is made.

Signature _____ **Date** _____

If applying for any certification level, your Ski/Snowboard School Director must complete the following:

As Director, I attest to the following: This applicant is a member of my staff. If a candidate for any level of certification, the candidate has received exam training and preparation. If a candidate for 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 _____ **Name of School** _____

ADMINISTRATIVE CHARGES FOR NO-SHOWS, CANCELLATIONS AND RETURNED CHECKS
TRANSFERS: Up to one week prior to original event\$10.00
During the week prior to original event (notice no later than 4:30 PM on last business day before event).....40 % of fee
NOTE: Transfers to another event must be before the three week deadline of that event.
NO-SHOWS: Regardless of reason75% 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.



with loose heels

Early Season Update

by Mickey Stone

PSIA-E Nordic Coordinator

There is Snow on the ground in New England and a snowy start for the 2010-11 season. We have kicked off a good year with all of our early season events. The Instructor Cross Country Training Course at Bretton Woods had a dozen coaches, with Laurie Gullion, an Outdoor Leader expert/educator and one of the founding members of the original PSIA Nordic Squad leading the event. She was joined by Jeremy Nellis, Gould Academy Nordic Coach. Special thanks to Peter Smith and the Bretton Woods staff for hosting our yearly event. We would like to thank Mount Snow, Sunday River and Seven Springs for our early season Telemark events.

NET, or New England Telemark, is managed by Biff Higginson, Matt Dibenedetto and Robin Roaf. These individuals have created a non-profit educational business that spreads the Telemark gospel. They are linked with the manufacturers, are a certified PSIA Telemark School and travel around New England hosting festivals for folks to try this exciting and unique sport. We would like to thank them (Matt D and Chris Downy) for hosting our Wednesday Telemark Day at the Pro Jam this year. Go to their website and check them out and head to one of their festivals; they are fun and enriching - a cast of characters and a free beer ticket comes with it (www.netelemark.com)

MIDSEASON EVENT DESCRIPTIONS

NORDIC DOWNHILL

Level I/Upgrade/Alpine X-over/Learn To at Hickory, NY, Seven Springs, PA, Gunstock, NH, and Mount Sunapee, NH. Beginner progressions and movement analysis along with skier improvement will be the focus of these events. Utilizing the Telemark Components and understanding the many ways to introduce and learn the Telemark turn are the goals. Lots of skiing and practice teaching to

insure the participant can tele, understand and teach the sport upon completion are our goals.

Teaching/Skiing at Ski Sundown, CT, Elk Mtn, PA, Catamount, NY and Whiteface, NY are for participants that have at least a novice and above understanding of telemark skiing. This event will review the components of a telemark turn and how these basic movements can be taught successfully to diverse styles of students. Creative activities, small progressions, exercises coupled with movement analysis to target the concerned areas of students will allow people to learn to teach effectively. The group's level will dictate the areas we teach; all levels will be explored. You can obtain a Level I at these events. In the Teaching/Skiing clinics an equal component on skiing improvement will be included, as well as your own needs for this upgrade.

Video Ski Improvement at Okemo, VT and Timberline, WV allows the telemark skier to specifically be coached on their level of telemark skiing to date. Movement analysis, personal lesson plans with activities crafted to meet your needs individually is our goal. Visual cues and markers for feedback that you can control as you improve will be taught. You should be able to negotiate blue square terrain before arriving (you might have some stance issues, but we're used to that). We can share why and what we did with others in the group, or it can be all about you! A great clinic to improve your skiing. Lots of video and skiing with the focus just on you.

Intro to Glades/Bumps at Bretton Woods, NH and Belleayre, NY. These mountains have some fantastic blue square tree lines all over the place. If you are a blue square telemarker and thinking about getting into the trees, this is the clinic for you. A relaxed pace, lots of feedback, personal coaching, skiing improvement, safety and picking negotiable routes are the syllabus for this course. Wide-open spaces and uncrowded conditions will add to your fun.

Glades/Bumps at Saddleback, ME, Killington, VT, Jay Peak, VT, Mad River Glen, VT and Sunday River, ME. These are premier ski areas for skiing in the trees all day. These events are for intermediate and advanced skiers. More of a performance-based teaching style will be utilized here. Skiing with feedback, along with an occasional activity or drill to help will be our style. Lots of exploration and searching for the best snow quality and how to read a mountain will also be part of this event. Safety measures and efficient skiing utilizing a high degree of visual acuity will be explored.

Premier Off Piste Intermediate/Advanced at Killington, Mad River Glen and Jay Peak, all in VT. Though there will be some resort skiing, both these mountains have hidden glades and challenges all

over it. Plus, they possess numerous routes outside the area to explore. When we say exploration, that is what we mean. Be ready to hike, tour and climb. Our goal is to find the best snow and trees somewhere on or near the surrounding mountain environment. There are always two groups to take care of the pacing needs. Safety and endurance are strictly adhered to in these clinics, and at times suggestions will be made for your enjoyment. A great way to improve your off-piste skiing performance. Normally, this clinic is more of an experiential learning environment as opposed to a task-teaching environment. The advanced group will be looking to find the best spots all day. Your skis could be in some rough places so come with the attitude that they are merely a replaceable tool (that is a disclaimer if the snow is low). Usually, tips/suggestions and then ski is the common model we use. Intermediate to advanced, Solid Blue Square and above. Be prepared with a small pack for water and grub.

Exam Prep at Stratton, VT. There will be a mock or practice exam for Level II, III, Development and DCL Team. A written test and review, skiing tasks and teaching scenarios will be offered, with feedback so you know where you are in your education. Of course, this will be done in the traditional Nordic experiential fashion where testing can be fun and rewarding.

Exam at Sugarbush, VT, Level II/III, DCL, Dev. See Study Guides on the website for more detail.

Spring Rally at Killington, VT. Anything goes here. Level I to advanced, to off piste, bumps or the park, we will service any of your needs. Telemark race included and the Norwegian Party will be there. Usually this event is fun and light hearted; you dictate the amount of info you want. Let's get a HUGE turnout for this!!!

Norwegian Tele Fling at Sugarbush, VT, is a unique and fun way to wrap up the season. Norwegian food, spring conditions, a big party. Plus, ski with more than one Telemark Examiner. We will have most of our staff there for small group interaction and the ability to change from one clinician to another. It was a blast last season!!!

NORDIC TRACK/SKATE

Level I/Upgrade at Mtn Top, VT, for skiers to become Level I certified or to attend and upgrade if already certified. Level I explores teaching, skiing and professional knowledge of Nordic Track Skiing and the upgrade can be geared specifically to the participant's needs. Both classic and freestyle will be covered. The Gunstock event is more of a teaching event to train instructors how to classic and skate ski.

Classic and or Skating Ski/Teach at Gunstock, NH and Waterville Valley, NH. At these events you can acquire a Level I upgrade or exam prep. Teaching scenarios, activities, progressions, and kid's games for each classical discipline will be shared. Time will be set aside for you to teach your group and gain practice, preparation and feedback on your lesson plan and delivery. Skiing improvement, movement analysis and creating teaching programs will also

tip/tail 70-85 ¾ edge (your choice, no matter) are recommended. Climbing, descending and traveling in off-piste snow will be covered in the technique area as well as fitting equipment. What should go in a daypack and how to use will also be covered. A long day tour or two tours depending on the situation will allow us to practice the parts we will be detailing. Climbing, traveling, descending, transitioning, hydration, energy, timing and orienteering will be topical areas we will cover in greater depth before departing, or en route. To bring: Wax or waxless skis (bring wax no matter what), daypack, hydration, food, clothing, repair kit, first aid (we will have for all), compass and map. Garnet Hill in the Adirondack Mountains makes this a beautiful and diverse area for us to explore. Strategies for overnight will also be reviewed.

Exam at Gunstock, NH, Level II/III, Dev. See Study Guide on the website for more details.

BACKCOUNTRY ACCREDITATION

Collecting Data 1/29-30 at Maple Wind Farm, 1035 Carse Rd, Huntington, VT 05462. This is the site where we will be climbing, testing snow conditions, traveling and getting everyone oriented with transceivers. This is the second part to the BC Accreditation and the introductory portion to all the dryland info we covered at Mount Snow. You will be in the Camel's Hump region and Bolton Valley. We will be emphasizing leading, traveling, pacing, skinning, snow conditions, downhill skiing and route finding skills. There is a yurt on the property where you can stay for this event - call 802-434-7257 ahead for booking.

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

be reviewed. As always your questions and topics will guide the direction of activity.

Skating Ski/Teach at Waterville Valley, NH. See the above, but in the skating discipline only.

Advanced Skiing w/Video at the Olympic Sports Center (Mount Van Hovenberg), NY, and Whitegrass, WV, uses video as a tool for the participant to improve all aspects of their Nordic package. Individual coaching and personalized lesson plans will be delivered to you. There will be many chances to see yourself on film so you can see the changes we can develop together. Both disciplines will be covered. It's a great way to change your skiing and understanding of what you are doing. Waxing and fitting gear will also be reviewed. Intermediate to above skiing level.

Adaptive Nordic Teaching at Dexter's XC, NH, will cover Developmentally Delayed Students, Blind, ADHD, ADD and physically challenged students. Cognitive techniques to communicate and engage in a safe manner along with activities for each group will be explored. Pacing, information load, refueling, dress and medicine will all be part of the lesson content. Tailoring the lesson to the student's specific needs and how to get them sliding is the goal.

Lite Backcountry Tour at Garnet Hill Lodge, NY, and Bolton Valley, VT. Light touring gear as compared to performance track gear is recommended. Ankle high boots with support, 75 mm, NNN BC or SNS BC bindings and skis with waist of 50-60 mm and

Intermediate V1 Progressions and Drills

by Mickey Stone
PSIA-E Nordic Coordinator

The following drills and progressions were compiled by the Education Staff at their annual team training in December of 2010. A special thanks to Randy French, Laurie Gullion, Dale Rodgers, Hal Westwood, Julie West, Mark Lacek and John Chiarella.

A. No-pole to pole progression. Assuming the skier has been introduced to the forward body position (falling forward drills to get hips forward):

- Start on the level and ski without poles, focusing on that forward position.
- Skate a gradual uphill without poles not changing the body position at all. Keep ankles flexed with a quiet torso facing forward.
- Do some "air poling," where a slight pole swing is happening (V1 timing), yet the poles aren't touching down. Once again, focus on maintaining body position.
- Starting at the bottom, ski uphill without poles. Add poles at a designated point, being sure to not change anything about the body position or the tempo. In this way, the pole touch should be light and the focus remains on proper body position. Watch that the skier doesn't start using the upper body too much (or bending at the waist), which will cause the hips to drop back and the skis to bog down.
- Then, alternate between no poles and poles, on the hill, focusing on maintaining the body position. This drill should be practiced a lot. If the body position is good, the pole timing will likely take care of itself.
- Once this is all in place, you can focus on adding an effective crunch to increase propulsion from the poles.

B. How slow can you go?

- Practice no pole skating uphill, going as slow as possible. Keep the following points in mind: flex ankles, keep the upper body quiet, and keep the feet moving. Land on a moving ski, push off a moving ski.
- Try getting tall (straightening ankles) and see how this works. Try getting low with very flexed ankles. Being flexed will allow more continuous movement with less effort.

continued next page

Tele day by NET at Sno Pro Jam, Mount Snow 12/15/10



■ nordic, continued

- It's OK to keep a high tempo. The point is to move slowly down the trail; the higher tempo is necessary to keep the skis moving and keep the upper body quiet.
- This will translate to a more efficient V1, and is applicable to V2 uphill as well.
-
- C. Isolated pole drill (to work on offset hand position, if the skier seems to be stuck with stiff and wide arms):
 - Demonstrate variations in hand position, and explain when a more offset poling might be advantageous (offset is less noticeable on steeper hills with higher tempo, which allows a more efficient crunch).
 - Start with only the "lower" pole. For V1 on the right side, this will be the left pole. Use only that pole, varying the pole position and angle, feeling what is more efficient.
 - Now ski with only the "high" pole (the right pole for V1 on the right side). Point out the pole position relative to the head (forehead height), bend the elbow. Focus on leading with elbow to get the hand high. ■

PSIA-E members publish book on skiing

A *Little Book About Skiing Better* by Jim Vigani and Joan Heaton
Reviewed by Franz Krickl, Director, Windham Mountain Snow Sports School, Windham Mountain, New York; long-time member of PSIA and a former member of the PSIA-E Board of Examiners.

"Finally, someone has written down how I think teaching and learning work best. This book puts into words how important, as the authors state, *Feeling the Difference* really is. I am very proud that this effort came from two members of my staff.

I have always thought there was a need to develop sensations rather than trying to get into a *position* when learning to ski. Our *position*, better stated as *stance*, needs to be the result of how we react to what the skis are doing or not doing in the snow. This means we need to *feel* what the *skis* are doing. In most skiing situations, it is a rare occasion when you have time to do anything but *feel it*. The key concept that Jim, Joan, and I seem to agree upon is developing sensitivity and the ability to balance.

Besides explaining the importance of *feeling* while skiing, Jim and Joan have also provided a roadmap for learning and teaching through sensations. The first part of the roadmap is the Kolb Learning Model – an important discovery for all of us to examine. Kolb believes that learning does not really begin until the student actually feels what s/he is doing. This belief goes right along with my way of thinking of how the teaching/learning process should proceed. By guiding the learner through the four stages of Kolb's Model, starting with sensations, Jim and Joan explain how we can actually teach our students to learn in all four learning styles. This approach greatly accelerates the learning process. They have also provided a simple mechanics model and an easy-to-use prescription model that emphasizes what the learning skier needs to focus upon first to get the most bang for their buck.

Jim and Joan freely admit that what they have written is not the "be all and do all" of learning to ski. Rather, it is intended to set a foundation for learning to ski at all levels. A fun and easy read, it is, in my opinion, just what is needed – a plan that puts the focus on fundamentals, while keying in on sensations and leaving the details for later. I truly believe it's a must read."

A Little Book About Skiing Better is available at www.littleskibook.com for \$12.95 plus s/h. ■

Snowsports School Management



Snowsports School Management Committee

by Debbie Goslin
Snowsports School Management Committee Chair

The Snowsports School Management Seminar was held at Killington Resort and attended by an energized, invigorated group of Snowsports School Directors and staff. The weather allowed a great day of on-snow training! The indoor sessions were exceptional and well attended!

I heard from many in attendance: "There are such good presentations, it's hard to choose"! That is a great compliment to the SSM committee and to Mickey Sullivan for all of their suggestions and hard work putting this event together. That said, I am asking that any manager who may have suggestions for sessions next year that may benefit your school, please submit them to us for consideration. Also, if any of you has questions or concerns for your school this year, our committee would be more than happy to assist you this season.

Congratulations to Dave Merriam who was awarded the Einar Aas Award this year. Dave is the second to receive this award and is a great addition to Freddy Anderson who was the first recipient of this award last season. Also, congratulations to Marty Harrison on her Lifetime Membership award. Marty has been such a leader in promoting children's programs and it was great to see her receive recognition for all of her passion. ■



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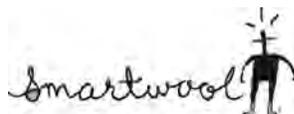
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Learning How You Learn

by *Emily Martin*
PSIA-E Alpine Level I
Pats Peak, NH

The training experiences I've had at my home mountain have developed my skills as a skier and instructor, but they have also helped improve my skills as a student. Yes, I really mean student. We forget that as instructors we are also students, and we must be skilled in the art of learning, not just the art of teaching and skiing. We must teach ourselves how to ask the right questions that will prompt the right answers in a form that helps us maximize our training and time at PSIA-E events!

I have been in school since I was four years old. I like learning, and take it very seriously. I have made a career out of it. While working on a traditional academic education, I have been a life long student of skiing, working with what I consider to be an unrivaled training staff at my home mountain, Pats Peak.

I take the same approach to my skiing education as I do to my academic education: I ask questions. I know how I learn best, and I know how I like to teach, both in the classroom and on snow. I would like to share some knowledge with all of you that has helped me in the classroom, and, more appropriate to this publication, on snow.

Let us start with a brief thought experiment: what kind of learner are you? Remember the learning styles and teaching styles that you studied for your Level 1 exam? I know, this might be a long time ago; it has been almost a decade for me! Are you a watcher? Doer? Thinker? Feeler? I am a watcher, I like to have something to think about on the chairlift, and I need to do a task and receive immediate feedback. I AM NOT A FEELER!

Next, ask yourself this question: What kind of teaching style do I get the most out of? Do you like guided discovery? Command? Task? Buddy system?

Problem solving? Guided discovery frustrates me (which is unfortunate since it is such an effective way of teaching groups!) and I am often dissatisfied with the results of a buddy system approach. I have better experiences when a trainer is commanding the group, assigning tasks, demonstrating the task and providing feedback. I realize this maximizes the amount of standing around, but I often make use of this time by asking questions of other trainers, Development Team members, or fostering discussion among the group.

So, what do you do in a training session or PSIA-E event to accommodate your needs now that you know how you learn best? I certainly don't walk into a session and sit down with my trainer to tell him/her all of my needs as a student. That is neither useful nor appropriate. It is also not the responsibility of my trainer to read my mind. I listen carefully to what a trainer says and ask questions that will prompt an answer geared toward my needs. For example: I ask to see a demonstration more than once. I try to be the first when performing call-downs so that I am, in essence, following the demonstration. I question the timing of movements, or the movement of a particular body part such that I do not have to rely on a "feeling."

Our Level I training reminds us to present to many learning styles with many teaching styles to reach as many students in our groups as possible. Our trainers do the same when faced with a large group of professionals at an event. But remember, just because you are the student in a training session doesn't mean you can forget about teaching. What you know about teaching makes you an advantageous student, because you have gone through much of the same basic instruction as your trainer. You can't leave it at the door when you enter an event; you must bring it with you!

Pats Peak is known for its outstanding trainers, which I have been privileged to work with for over a decade. These training experiences have fostered my active participation within clinic groups (and the classroom) and I find that the more questions asked by participants, the more the group gains from the progression we are working through. As I have spent a lifetime in school I have a firm grasp on both my teaching and learning styles.

My final words to you are: Speak up! Take action! Learn how you learn! You are one person in a diverse group of skiers from different mountains who have different levels of involvement with training and teaching, and they all have something to contribute. It is something to be enjoyed and savored. You are responsible for your skiing education, and by

actively participating in it you are going to get a lot out of your experience. And, best of all, you will be directly contributing to the education of each group member - and isn't learning what it's all about? ■

A Skiing Success Story Off the Snow!

by *Gail Preble*
PSIA-E Alpine Level III
Sunday River, ME

You can imagine my surprise when the first response to my ad for skis on Craig's List was from a lift operator at my home mountain! "I haven't skied since I was a kid but I've recently taken a 'Learn to Ski' lesson and fallen in love with the sport again. Your skis sound just like what I might be looking for. I have Fridays off and maybe I could look at the skis then", he said in his email. He introduced himself as the head lift operator of a particular lift at the mountain and I immediately sensed a note of pride in his mentioning his job as a head lift operator.

When we spoke on the phone that evening, he was a very pleasant older gentleman, definitely excited about being able to ski again. He told me he had taken out rental equipment for a second ski experience and proudly announced he had skied the Dream Maker Trail, a challenging step up from our "Learn To Ski" area. He mentioned he had also seen some boots for sale on Craig's List and asked me if I knew anything about them and if I thought they would be appropriate. As I was not familiar with the boot, I suggested he "Google" the boot model to learn the specifics of the boot and then go into our on-mountain ski shop where he could be properly sized and try on some boots to be able to feel the different flexes of each model. Boot flex was a new concept to him. As we discussed direc-

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tions on where to meet, I became aware that he was not really familiar with the layout of the resort and learned this was his first season working there. Hence, the pride in being a head lift operator in his first season. I offered to accompany him to the ski shop, should he be interested in purchasing my skis, to determine that the bindings could be reset to accommodate his boot size. We agreed to meet Friday morning.

Dick arrived right on schedule wearing a baseball cap with the US Ski Team logo. He thought the skis looked good and again asked me several questions about boots. I suggested we go together to the ski shop and look at some boots after getting the skis checked over. At the ski shop I introduced him to the technicians in the shop as another mountain employee, and they determined the bindings could be adjusted without issue. We then moved into the boot department and I introduced him to our number one boot fitter, who fitted him to the proper shell size. It was a surprise to Dick that his correct size was a size and a half smaller than the rental boots he had been using. He tried on a couple of different boot models, both appropriate for his skiing ability and his future goals. I explained the benefits of proper alignment to him while the boot fitter assessed his alignment issues and added a ready-made footbed to the boots he liked best. He decided to purchase them on the spot. He then told me he had x amount of dollars to spend and he needed skis, poles, boots, helmet and goggles and asked if I thought he could do it for the amount he had set aside. I accepted the challenge. We roamed the ski shop and I continued to introduce him to other employees who helped us pick out the proper poles, helmet and goggles, while the guys in the ski shop adjusted the bindings free of charge. I don't know who was having more fun, Dick or me!

Remembering he was not familiar with the base lodge, or the amenities offered there, I explained the layout of the building and took him to the tune shop, introduced him to the crew there and had them check over my old skis, now Dick's new skis. All they needed was a little rust removal, which the tune shop took care of, and they explained to Dick how he would know when it was time to bring the skis in for a tune.

As Dick and I walked out of the lodge so he could go back to his car to pick up his ski pants he asked me, "What is the routine when you first arrive with all your gear? Where do you put your skis?" I don't think anyone has ever asked me that simple question before and I realized that I wrongly assume that most of our guests have a basic level of understanding of the ski experience. We should never take for granted our guests' comfort level with any aspect of the ski experience.

As Dick and I said good-bye, so he could go change up and get out on the hill with all his

new equipment, he was as excited as a child on Christmas morning. I was happy that I could help someone who was so enthusiastic about the sport get off to a successful start, not just on the snow but off it too. It was also nice to help a fellow mountain employee and I was proud of all the employees who so kindly assisted Dick and me. As ski professionals, we need to realize, and remember, that our depth of knowledge of the whole ski experience, including the equipment and our resort in general, is just as important to our guests as our depth of knowledge of technique and on-snow instruction.

I gave Dick a call that evening to ask about his day, and the joy in his voice said it all: "I saw places I'd never seen before today! It was my third time and I even skied blue trails! I'm going to be out there every Friday!!" I was able to join Dick one Friday, not as a ski instructor, but as a new friend, out on the blue (and black!) trails enjoying the white snow, the blue ski and each other's company. ■

Teaching and Learning Styles

by Bob Venditti
*PSIA-E Alpine Level II
Roundtop Resort, PA*

It's 7:00pm and my supervisor said he has a special person for me to work with. I met Tyler in January 2010, a 9-year-old with Autism. This was Tyler's third lesson, with the first two from a fellow instructor, Tim. Our first run was top to bottom on a green slope. We went to the top and Tyler beat me to the bottom, skiing around trees, bumps, snow guns, fallen skiers, rocks, and everything that wasn't moving. This was not going to be your typical class - finally a skier, a kid with a heart that said "I want to ski". So, we talked about being in control and ways to stop your skies while going down the hill. We played some red light-green light; Tyler directed me, then I directed him. What was Tyler trying to tell me? What was his learning preference?



We spoke on the lift about everything from the bears that live in the woods, skiers on the hill, boarders making big round turns, and counting chairs. At the end of the hour Tyler was squashing

spiders to stop, and experimenting with turning around imaginary bumps while controlling his motion down the hill.

The season continued and I did not see Tyler for a few weeks. Then, one snowy night at 7:00pm my supervisor said he had a special person for me to ski with. Tyler was back; he had had numerous lessons with Tim. Tonight he wanted to ski with poles and play in the bumps. Tyler now skied the entire mountain, and many times out-skied his Mom. Our first run in the bumps was a disaster. We had poles and skis everywhere. Tyler continued his many chairlift talks. What was Tyler telling me? What is his learning preference?

By the third run after Tyler and I spoke about the number of chairs on the lift, and our chair number as we rode to the top, I now understood. This time I asked Tyler to count the bumps by touching the top of each bump to see how many there are in a run. We started to communicate.

Understanding oneself, and understanding learning preferences while connecting with your students, will make a successful lesson.

As Tyler and I made our last chairlift ride we could see the snow in the lights. He put his hand on my knee and said, "Bob, God makes it snow for us". Tyler is truly special. ■

What is Skiing?

by Christopher Weiss
*PSIA-E Alpine Level III
PSIA-E Adaptive Level II
Technical Director - ARISE & Ski
Toggenburg Winter Sports Center, NY*

When I was five I remember stepping into my Cubco bindings (developed in 1950 by Mitch Cubberly - <http://www.heritageaspen.org/tipchp3.html>) mounted on my Volkl Tiger skis, and imagining that I was stepping into my wings. My skis possessed magic and when I stood upon them I had the power to fly. I loved flying (skiing), I loved floating off of jumps and landing in powder or kicking out a spread eagle in the middle of a mogul run or, a few years later, a helicopter. Now, mogul skiers have a set group of shaped bumps with crafted jumps in the middle of the runs off of which particular aerials are expected - this is not my idea of bump skiing.

Skiing has always been a kind of performance art for me; creativity in motion. Whether it was on the groomed trails or off in the woods, my friends and I skied fast and had to think fast about how to go

around, over, under or through the various obstacles. Sometimes we crashed, sometimes we lost a ski, and sometimes we came through as though we had super human powers. Skiing has always provided adrenaline rush opportunities; certainly trying to do back flips, or double helicopters, as a 12 year old, off a super steep jump into some powder really got our hearts racing.

As a young adult I remember my second flight into Corbets Couloir. I came off a bit too fast and a bit too far to the right and my arms did about four windmills before my skis slammed down onto the windpacked snow; my chin came down and slammed into my knee and I lost part of a tooth. What I remember was the flight, though – there I was up in the air wondering when or if I was gonna come back to earth....I did, and it was painful.

But, skiing isn't all about the crazy cliff and cornice jumping, or Tuckerman Ravine schussing; it's also about just the freedom to glide great distances with graceful arcs and little effort – like a bird of prey enjoying the thermals. Whether you're turning a mono ski, 3-tracking down a mountain, or leaning a bi-ski over into a turn, the feel of flight is constant and lovely.

What is skiing? I could give you the PSIA skill definition. I could even discuss the physics and the interacting forces and dynamics. However, if I'm to be at all honest in answering the questions, I'd have to say, "I'm still not quite sure I know, but I do know that I love it." ■

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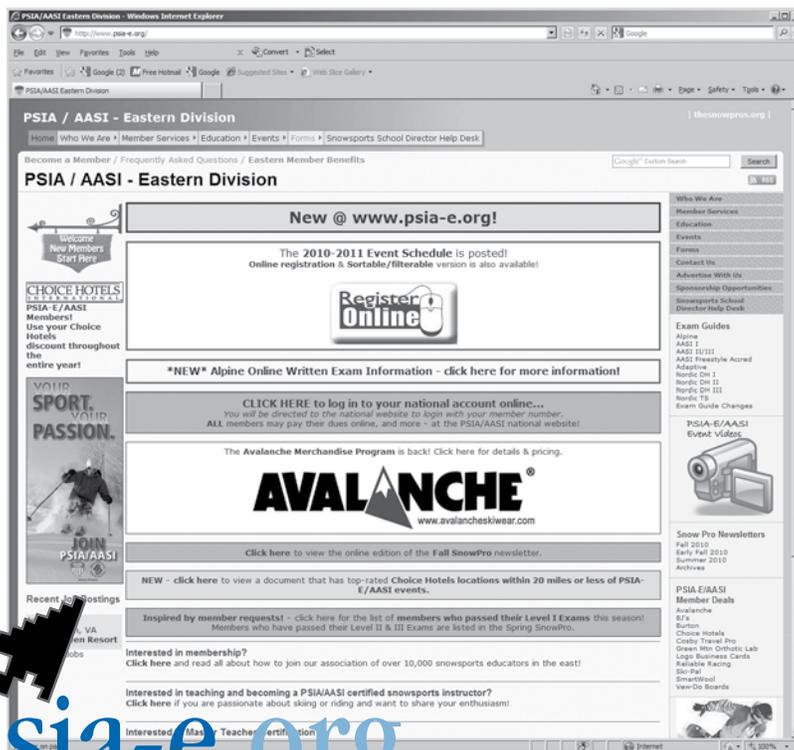
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Fax# (518) 452-6099

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



Rev. 09/07/2010 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 and the division website, 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, 2010-June 30, 2011 (or June 30, 2012 if joining on or after February 15, 2011) and that dues are non-refundable.

If a full-time student age 16-23, I may pay the discounted dues of \$84.00 and verify that status with this signature.

Applicant's

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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.

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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.

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