

Regions 3, 4 & 7 Election Issue

PRO



A new convert to the sport gets a big welcome from the staff at Sugarbush, VT. Thanks Snowsports Director Russ Kauff!



Blue skies, fresh snow and a great message flying in the wind - thanks Massanutten Resort, VA and Learning Center Manager Paul Crenshaw!



More than 30 Eastern Division snowsports schools & resorts are waving the flag and sending the message that "We make winter more fun" all season long!



Pico Mountain, VT looking great with the combo of snow falling and the Eastern flag waving! Thanks Snowsports Manager Katherine Rockwell MacLauchlan!

Thank you to Wendy Frank and Holimont, NY for this pic and spreading the word that "We make winter more fun!"

inside

Executive Tracks	3
Around the Regions	10
Region 3, 4 & 7 Elections	14
Your Turn	32

president's message

ERIC JORDAN



As everyone knows, it was a rough start to the season here in the East. Like many of you, my home resort was not open for the holidays so we had to revert to plan B. We were

fortunate that Santa answered the kid's prayers and dropped off some last minute plane tickets to Utah. My wife and I instantly packed up the kids on Christmas day and headed to the white Christmas we were all dreaming of the night before.

As instructors, we are usually so busy working at our home resorts over the holidays that we never get to experience what it is like being the customer and having the huge expectations that a family ski trip brings with it. It was great to sit back and be the customer but it also drove home the fact of how important our roles are as professional snowsports instructors.

We are a family of four and have two kids, Brynne age 7 and Billy age 5. Both kids are solid skiers but still young enough that they need some help carrying their gear. That being said, we got to experience all the pros and cons that come with being a young ski family at a busy resort during a holiday week. Just getting the kids to eat breakfast and get dressed for skiing without several pillow fights was quite a daily chore. Then you have the trek over to the base lodge, the ticket line to deal with and finally the much anticipated wait in the lift line.... All this is rather stressful and quite frustrating at times. But then its go time and the next chair was ours and all those hassles were a distant memory. Watching our kids' faces as they looked around at all the towering peaks from the chairlift made me remember why we made this journey in the first place. Skiing is one of only a handful of sports that the entire family can enjoy together and my family certainly was certainly going to make the most of this trip and hopefully create some lifelong memories.

Throughout the week, the experiences racked up and we had many firsts for the new season. We had our first crash, first hockey stop, and the first but certainly not the last lost glove of the season. Each and every time we experienced a first, it created a new memory and a story that we will be sure to remember and share for many years to come. Then it dawned on me how important our role is as professional snowsports instructors in creating these memories. Since we have the most one-on-one interaction with the guest, we ultimately have the greatest ability to create the most lasting memories. If we do not seize that opportunity, we have clearly not done our jobs and risk losing that family from being lifelong skiers and riders. Quite simply, the more

memorable the experience, the more likely they are to catch the fever and make family ski and ride trips part of their regular routine.

The next day our kids were scheduled to go into the mountain school and my wife and I were looking forward to spending the day skiing together. To say my kids were excited was an understatement, it think they had enough of skiing with mom and dad. That being said, it set the bar pretty high for their instructors and made me a bit nervous that they made be disappointed if they didn't get quite what they were looking for from their day. As kids, the expectations can be quite different than adults but in the end, we all want to have fun and create lasting memories that we can dream of until our next trip. I think sometimes as instructors, we need to be careful and not get caught up in the day to day grind of teaching that we forget about the expectations of our customers and especially our younger customers. We are really in the business of creating memories which in turn will inspire people to have a passion towards snowsports. Yes, the teaching element is important but for my family and I suspect many others, the memories and experiences from a day in the mountain school mean more than coaching tips.

I am happy to report that the kids had an absolute blast during their day in the mountain school and they came out of that day with as many if not more memories and experiences that all the previous days combined. So much so that they are already talking about wanting us to sign them up for multiple days on our next trip! I cannot thank their instructors enough since they provided an amazing experience for our kids and created a tradition that is sure to last well into the future! Actually, upon returning home, my daughter said she had such a good time in the mountain school that she wanted to enroll in a seasonal program at our home area. Obviously, the mountain school instructors did their job and motivated her to want to ski more and add more memories to the bank!

I would encourage all of us to remember how important our roles are in creating positive memories and embrace that responsibility so that we can insure that more and more families like mine make ski and ride trips part of their family tradition. ☞



The "First Family" at Snowbird.

SNOW Pro

Volume 42, Number 3

Michael J. Mendrick, Editor

The official publication of the Professional Ski Instructors of America-Eastern

Education Foundation

1-A Lincoln Avenue

Albany, NY 12205-4907

Phone 518-452-6095

Fax 518-452-6099

www.psia-e.org

General Information

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

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

SnowPro is published four times per year by the Professional Ski Instructors of America-Eastern Education Foundation. Permission is hereby given to all National and Divisional publications to copy original material from this newsletter providing credit is given to PSIA-E/EF and the author, and the material is not altered. Articles that contain specific copyright notices may not be reprinted without written permission from the author.

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

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



PSIA-E
Education Foundation &
PSIA-AASI Eastern

Staff

Michael J. Mendrick
Executive Director
Don Haringa
Director of Education & Programs
Sue Tamer
Director of Operations

Board of Directors

President
Eric Jordan
Vice President
Ross Boisvert
Immediate Past President
Ron Kubicki
Region I
Director – Peter Howard
Representative – Peter Holland
Region II
Director – Ted Fleischer
Representative – Katherine MacLauchlan
(Treasurer, PSIA-E)
Region III
Director – Dave Beckwith
Representative – Dave Welch
(Secretary, PSIA-E)
Region IV
Director – Bob Shostek
Representative – Steve Martin
Region V
Director – Wendy Frank
Representative – Dick Fox
Region VI
Director – Brian Smith
Representative – Jack Jordan
Region VII
Director – Paul Crenshaw
Representative – Ty Johnson

Committee Chairpersons

Alpine Education & Certification Committee
Peter Howard
Snowsports School Management Committee
Doug Daniels
Alpine Education Staff/BOE
Keith Hopkins
Children's Committee
Sue Kramer
PSIA Representative
Steve Kling
Adaptive Advisor
Kathy Chandler
Nordic Coordinator
Mickey Stone
AASI Advisor
Brian Donovan
Race Programs Committee
Brian Smith
Area Rep Program Coordinator
Joan Heaton
Membership Promotion Committee
Walter Jaeger

executive tracks

MICHAEL MENDRICK,
EXECUTIVE DIRECTOR

Who We Are & How We Are Changing: An Eastern Perspective

By Michael J. Mendrick, Executive Director

The following is excerpted from a presentation made last evening to about 70 Eastern members at our Annual Membership Meeting (held during ProJam at Killington, VT).

Who we are (Eastern Division snapshot as of June 30, 2015):

10,807 members as of June 30, 2015

9,786 "active" (662 inactive, 393 Eastern Life)

68% Male; 32% Female (70/30% in 2007)

79% Alpine, 14% Snowboard, 4% Adaptive, 3% Nordic

How we are changing (in just the last 8 years):

2007: 10,362 active members (dues paying, education updates)

2015: 9,786 active members (Down -5.5%)

2007: 3,029 of Eastern members in 16 – 39 age group

2015: 2,839 of Eastern members 16 – 39 (Down -6.2%)

2007: 21% of Eastern members in 40 – 49 age group (2,174 members)

2015: 12% of Eastern members 40 – 49 (1,179 members) (Down -45.7%)

2007: 51% of Eastern members in 50 & older age group (5,216 members)

2015: 60% of Eastern members 50 & older (5,743 members) (Up +10.1%)

2007: 21% of Eastern members in 60 & older age group (2,120 members)

2015: 32% of Eastern members 60 & older (3,138 member) (Up +48%)

Challenges in the Coming Decade:

Retention and (or) involvement of the 16-39 age group must improve:

- 2014-15: 511 dropped their membership
- 2015-16: 653 not renewed as of Dec. 31, 2015
- 27.8% more drops this year vs. last year

Education options must evolve to include more online, off-season and limited travel/expense events as demand for on-hill decreases (the following segments not required to take update events):

- 2006: 360 Inactive; 2015: 662 Inactive
- 2006: 74 Eastern Life; 2015: 393 Eastern Life

Large segments of current members aging out:

- 803 current members now in their 70's & 80's likely aged out by 2025
- 703 currently in 60's age group will grow to 2,335 in their 70's by 2025 (more than tripled)

Steps we are taking to build value in the membership:

Making it easier and less costly for staff instructors to become a member.

- A "joining event" no longer required. Initial training at home area.
- In-House Level 1 exams available to schools (no travel costs for members)
- \$30 student discount (\$20 Eastern/\$10 National) upon joining for 16 – 23 year old student members.

Making it easier and less costly for instructors to stay and grow as a member.

- 90 scholarships granted for 2015-16 season. Scholarship pool \$15,000 annually.
- Possible expansion of discounted dues to larger demographic (16 – 29).
- Proposed change in dues collection timetable and process to either fall collection or monthly debit.
- Adding more online and one-day partial update program options.

Building stronger recognition of certified snowsports instructors and the FUN of learning & teaching.

- In 2013-14 new MORE FUN STARTS HERE!
- In 2014-15 "Ski with us. Ride with us." launched the Push for Public Awareness Campaign
- In 2015-16 "We make winter more fun!" marks third year of PPA program.

We continue to work closely with our committees, volunteer leaders and the national PSIA-AASI leadership to develop and introduce new ways to meet the needs of our members. If you'd like more details or insight on any of the information above let me know at mmendrick@psia-e.org. We're in it for the "long game"! ☞

zipperline

STRAIGHT TALK FROM THE ASSOCIATION

DCL/Dev Team Information Update

By Don Haringa

Director of Education and Programs

If you were looking for the Alpine DCL (Divisional Clinic Leader) exam on the Eastern Event Calendar, you've probably discovered that we are not holding one this season. Instead we are holding a Dev Team (Development Team) exam, even though we had a Dev Team exam last year. So, what's going on?

Over the past several years we have been looking closely at how our organization attracts, retains and develops the next generation of Educational Staff. You may have heard about some of the changes. For example, instead of separate training days for each branch of the Ed Staff, we brought the whole staff together for training to expose the DCL, DEV, and ACE Teams to the highest level of training available and to keep our message consistent. You may also have heard about or experienced a different approach to our tryouts last year. The bottom line is that we can and will do a better job at growing our future education staff. This focus on improvement allowed us to take a closer and open view of the Development Team and DCL squad and as a result we feel that our largest impact can start with some tweaks in these how we select and utilize these teams.

At the Development Team Tryout we have traditionally chosen skiers with very high level skiing skills, along with great teaching skills, and put them in an understudy program with the plan that they will develop into future examiners. As such they get a lot of training, but not very much work teaching clinics. With DCLs we have a selection process that has focused more on finding clinicians with great teaching skills and good skiing skills, who when provided with a small amount of training are ready to conduct Level I exams. As a result the selection process is geared toward finding clinicians that are "ready to go" more so than to develop their talent with the prospect of progressing toward examiner status.

Often, we see talented skiers at the DCL tryout who are from regions where we need more clinicians, but they need more development before we could use them, and as such they are not selected. Even though many DCLs eventually end up making the Dev Team, the training and understudy opportunities for DCLs are limited since the DCL track is not considered to be a future examiner track. The result of this is one team, the Dev team, that gets training and understudy days but seldom gets work, and another team, the

DCLs, who often get a lot of work but receive significantly fewer training opportunities. This just doesn't make sense. It is time to change the model.

So, in consult with the Alpine Steering Committee and with the endorsement of the Eastern Board, we have decided to change the structure of these segments of our Alpine Ed Staff. Instead of a DCL squad and a Development team, we are going to begin to move toward one team, which for now will still be called the Development Team, but the role that team plays will be changing. Along with that the selection criteria to become a Dev Team member will also change. The lens through which we score the skiing will be opened to encourage a broader range of skiers to try out, and a greater premium will be placed on potential development, and on clinician skills. This will allow us to do several things. By moving to one team we will be able to offer training and understudy opportunities to the team members who are seeking it. We will also assign work opportunities to the team members as they become ready for those assignments. Everyone will be eligible to follow an examiner track, and the team members who have the desire to do so will get that opportunity.

There will also be opportunities for those who do not necessarily want to follow the examiner path, but still want to work as a clinician and a Level I exam conductor. Moving to one team also provides us with an easier way to manage the size of the team, which for now will be larger than the current Dev Team.

Many of our current DCLs are in their last season as a DCL. We are encouraging them to try out for the Dev Team, even if they do not wish to become an examiner. There are still other current DCLs who are not in their last year on the DCL team, and they may

remain a DCL through the 2017/2018 season. We are encouraging them to try out for the Dev Team, as well.

So where do you fit in? Well, if you had an interest in being a DCL, you should strongly consider the Dev team tryout. The focus has shifted slightly and we are looking for talent that can be developed. Great skiing skills are still a bonus, but good skiing skills with the ability (and willingness) to make changes will be considered strongly.

This year, the Alpine Dev Team exam will be held at Stowe, VT on March 23-24. The Alpine Dev Team term will remain a four year term. If you are interested in trying out for the Alpine Dev Team, here are the requirements:

- Must be a current PSIA Alpine Certified Level III member.
- Must be actively teaching skiing.
- Must submit an event application, using the regular event application form, which can be found in the Early Fall or Fall issues of the SnowPro, or at the PSIA-E website: www.psia-e.org.

Included with your application you must submit:

- A letter of introduction stating why you desire to be on the Development Team.
- A ski industry focused resume and two letters of recommendation, one of which is from your snowsports school director or immediate supervisor.

Your letter of introduction, resume, and letters of recommendation will be scored and will count toward your final exam score. The registration deadline for all of the materials listed above, plus the event fee (\$220), is March 2, 2016.

For more details feel free to contact me at dharinga@psia-e.org. Good luck to all interested in being a part of our Alpine Education Staff!



Mick O'Gara and Paul Brown receiving the Joe Wood Examiner Emeritus Award during PSIA-E Alpine Education Staff training at Mount Snow. Congrats guys! Pictured left to right: Eastern Director of Education Don Haringa; Mick O'Gara, Eastern Alpine Education Staff Chairperson Keith Hopkins; Paul Brown. Joe, we miss you and think of you often!

"Give It Here, I've Got It!" The Value of the Level II Instructor

By Walter Jaeger
Membership & Marketing
Committee Chairperson

Who is the Level II instructor? He/she is a Mountain Pro, that's who. These are the staff who attend line-up faithfully; always have an encouraging word to other instructors; greet their guests with a certain "panache" knowing they have the ability to teach and ski/ride most anywhere on any mountain. The LII teaches the beginner and the intermediate mountain skier/rider with a welcoming and knowledgeable smile, and if experienced enough, they'll even send an advanced student away with a smile. In many respects, the Level II's are the workhorse and real mountain professional of the snowsports school. It's who they are: "Give It Here: I've got this one!"

The LII is a significant and real asset to the school. They've earned their way, studied hard, endured evaluations, taught under fire, and skied or ridden to be recognized. They've had fun getting there - every sweating step and evening study hour along the way! LII's run the gamut of age also - there are those who embraced the profession very early and received the silver pin quickly. Enthusiasm and athleticism were major assets in reaching their goals! LII's might also be older when the silver pin comes to their chest. Stick-to-itiveness, experience, wisdom and a certain grace characterize their journey. Some try more than once - but it's ok - you knew the goal required real effort and it morphed into a journey of excellence rather than merely a pin. Some tried many times before success was achieved, but each validation opportunity was viewed as a means to greater understanding and accomplishment. No LII came away from a certification experience with less understanding than when they entered the process.

PSIA-E and the industry needs and wants the LII skier, snowboarder, adaptive, and telemark instructor. Your comrades value your efforts and look up to you. Directors count on your professional performance and are appreciative. You participate in your organization to make it better each year. And, most important of all, the chances of a skier returning to your mountain, or becoming a snowsports enthusiast, are greater when you teach.

The LII is wise enough to understand how much more there is to grow as a skier/rider and instructor, but also realize they have real knowledge and value for each and every person they teach. You do not achieve this certification without commitment and effort and the results are obvious!

The Membership and Marketing Committee respectfully wish to encourage LII's to tell your story to new members of your school and to share your experiences in this *SnowPro* publication. We want you to define the best of the LII for this and the next generation of LII's. You remain excited about the sport, please share the excitement as only a LII can! <<

Eastern Board passes revision to Eastern Life award criteria

In October the Eastern Board of Directors passed a motion that beginning in 2016-17 Eastern Life membership will be awarded on merit only (not longevity of membership) based on nominations made to the Member Recognition Committee (made up of the seven regional Board reps) and considered by the Board.

Since 2001-02 Eastern Life membership was granted to all members completing 40 years of consecutive membership. Below is the impact of that policy on the Eastern Division.

YEAR	NEW EASTERN LIFE MEMBERS	CUMULATIVE TOTAL	Cost to Division in Foregone Dues
02/03	6	26	\$1,170
08/09	25	123	\$7,257
11/12	37	204	\$13,464
15/16	63	393	\$25,938
16/17 (projected)	79	472	\$31,152

In the 6 years between 2001-02 and 2006-07 the Division averaged 13 new Eastern Life members per season. That increased dramatically to 64 new Eastern Life members this season and a projected 79 in 2016-17.

"As well intended as this policy was it is no longer sustainable financially without serious delegated financial hardship on the balance of the membership," said Eric Jordan, Eastern Division President. "With nearly 400 Eastern Life Members now this change to a merit-based award is something the Board felt was needed and it reflects the life membership policy of other divisions and the national PSIA as well."

National Life Membership is typically awarded to 10 or less members nationwide annually.

If you have any questions about the policy change or nominations you would like to submit for Eastern Life membership consideration please contact Executive Director Michael Mendrick at mmendrick@psia-e.org.

next >>



Welcome Elaine!

The Eastern Division welcomes Elaine Cannell to the division office. Elaine will be replacing Director of Finance Sue Tamer when she retires in June and is working in partnership with Sue during this transitional phase. Elaine was previously the Director of Finance at the Alzheimer's Association of Northeastern NY. Welcome Elaine!



Your Nordic and Alpine
Supply Company

**Reliable
RACING**
SUPPLY, INC.

www.reliableracing.com

Visit our expanded website
or call us today for a free catalog.

1.800.223.4448

Are We The Way or In the Way?

By Peter Howard

Education/Certification Chairman

PSIA -E

The race kids are making high edge angle turns. The park/pipe gang are jibbing, spinning and jumping. The big mountain folks are straight running the groomers on the way to the trees. And we (the professionals), in some ways are just in the way. For much of the public, skiing has become relatively easy due to good grooming and properly fitting modern equipment. It begs the question: "What is it we have to offer?" Well many of us are involved in children's instruction and novice zone teaching and that is fine; but watching the skiing public we know there is so much we could offer if only they would avail themselves of our services. To compound the dilemma, the media image of the sport is significantly different than the type of skiing most of us are usually involved in. What could possibly inspire adult members of the public to seek professional coaching for a fairly easy sport with no losers and limited consequences?

The way I see it, we need to teach extremely well so word spreads about the value of coaching. Secondly, and coincidentally, the key to interest in our image is one of the measures in the National Skiing Certification Standards and that is - Accuracy.

Accuracy has different faces. Do you know a skier who skis very well slowly? Do you know a person who looks the same no matter what terrain or conditions they are skiing in? Do you know a person who looks slow but when you follow them you realize they are "taking it down the hill"? Do you know a skier in their 70's or 80's that has a touch on the snow that reveals the miles that have traveled in their boots? These are the faces of accuracy.

I am reminded of St Paul's description of the nature of love that is often read at weddings. Accuracy has rhythm. Accuracy is measured in its response. Accuracy does not distinguish between good defensive and good offensive skiing. Accuracy has control of the duration, intensity, rate, and timing of movements. Accuracy has autonomous feel for the ski snow interaction. Accuracy picks tactics well. And like Clint Eastwood, accuracy knows its limitations.

We are creatures of comparison. We compare past experiences to the present and try to draw conclusions for future actions. We compare the look and performance of others to ourselves in the hopes

we measure up. Is accuracy enough to turn heads? Can it change the makeup of lesson sales? It may and it may not but it can't hurt to try. So if you've got it - flaunt it, if not, go get it. Let's give the public a good look at the way to ski.

Sincerely,

Peter Howard Education/Certification Chairman
PSIA -E

ODE TO ACCURACY

Accuracy has rhythm.

Accuracy is measured in its response.

Accuracy does not distinguish between good defensive and good offensive skiing.

Accuracy has control of the duration, intensity, rate and timing of movements.

Accuracy has autonomous feel for the ski/snow interaction.

Accuracy picks tactics well.

Accuracy knows its limitations.

Green Mountain Orthotic Lab

GMOL

Because ski boots are NOT supposed to hurt...

- Stratton's Original Boot Lab • New Ski Boot Sales
- Voted One of the Top 15 Boot Fitters by *Ski/Skiing* magazines
- Custom Boot Fitting and Footbeds for all New & Used Boots
- MasterFit Certified Master Boot Fitters on staff

Two Convenient Locations

Bromley Mountain Base Lodge and at the bottom of the Stratton Mountain Access Rd.

www.thebootguys.com • 802 875-1122

**Pro pricing on all in-stock boots!
Please call for an appointment.**

2016 National Team Selection

Adopt an Eastern Team Member & Get an All-Day Private Lesson!

The PSIA and AASI 2016 National Teams selection will be held April 17 - April 21, 2016 at Breckenridge, Colorado. Once again, after an arduous selection process, the Eastern Division will be represented at the National Team Selection by a highly talented group of our members. These Eastern Team members have been training for years in preparation for this exciting opportunity. The National Team Selection is a comprehensive process to select the nation's best instructors to represent PSIA-AASI at the highest level. The outcome of this process will be a team that embodies inspirational educators, lifelong learners and inspirational athletes. Our PSIA-E/AASI members who make the National Team will be in a terrific position to share their focus, their national and international experience and their expertise with you, the member.

A total of 90 candidates representing this nation's best Alpine, Alpine Freestyle, Snowboard, Telemark, Cross Country, and Adaptive instructors will be

invited to the National Teams Selection. The names of the 90 candidates will be announced on February 15, 2016. The first stage has been completed. Each division's potential candidates have submitted an application packet to the PSIA National office. This packet contains a cover letter, resume, references, a video interview, a written instructional tip, and in most cases an endorsement letter from the candidate's division. While their applications are being reviewed the candidates are preparing diligently for this exclusive opportunity. These candidates have put in thousands of hours of training and have made significant sacrifices to reach this point in their career. Not only does the cost of time and energy to prepare add up, but training sessions, the registration fees, travel expenses, lodging, and meals make this National Team Selection process a very expensive endeavor. Our PSIA-E/AASI Eastern Team training fund can cover some expenses, but not all.

You can make a HUGE difference in those expenses by supporting our Eastern Team candidates

for the 2016 PSIA/AASI National Team Selection by donating your frequent flyer miles to a team member of your choice. In return, you will receive a full day private ski/snowboard lesson with your adopted team member. In addition, your name will be listed in the Spring 2016 *SnowPro* Newsletter as a supporter of the Eastern Team. You will work directly with the team member you choose to make flight arrangements as well as the details for your one all-day private ski/snowboard lesson during either this season or the 2016/17 season at the eastern team member's home resort or your home resort.

The candidates invited to the National Team Selection will be announced on February 15, 2016. Check the Eastern Division website for a list of these candidates along with their profile. Call 518-452-6095 or email Melissa Skinner at miskinner@psia-e.org to adopt the team member of your choice. Adoptions will be made on a first come, first served basis. Supporting the Eastern Team is a great way to make a difference! <<



Alpine Spring Academy & Spring Rally at Killington, VT!

**National Freestyle Specialist
Ryan Christofferson coming to
play in the park!**

Hot feet or laid back -- there is something for everyone at this year's Eastern Division's Spring Academy & Rally at Killington, VT!

PSIA-E Alpine Spring Academy - March 31-April 3, 2016, Killington, VT

The seasons not over yet! Our very own Eastern Tech Team members are ready to take your skiing and teaching to the next level. Focus on the five fundamentals of skiing and see for yourself how these affect the learning experience while improving your own skiing. This clinic will focus on techniques and tactics to deal with the conditions du jour which helps prepare skiers for a broader range of conditions. The groups will be small with a maximum of eight members per coach. You can expect plenty of ski time and lots of individual feedback at this event! Four skiing filled days will provide a fun, dynamic and educational event for the end of season. The Spring Academy registration deadline is March 16, 2016.

PSIA-E Spring Rally – April 2nd & 3rd, 2016, Killington, VT

Once a year we invite ALL PSIA and AASI members for one final "hurrah on the hill"! All Alpine, AASI, Adaptive and Nordic members are invited. 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 Annual Spring Rally race (optional) will be held on Sunday. This is a fun non-competitive race for

all levels and abilities. Start now to gather up your friends and colleagues for this end of season hurrah in March at Killington! Register online NOW at: www.psia-e.org/ev/feature-events/spring-academy-spring-rally

Freestyle group new this year!

NEW this year we are offering a Freestyle group with National Alpine Team Freestyle Specialist Ryan Christofferson. Ryan skied for the University of Washington ski team and taught skiing for Fiorini Ski School. After graduating from UW, he moved to Tahoe, California. He works for Northstar Resort in California, currently serving as the head freestyle coach. He was also a competitive diver through high school and has spent years incorporating those mechanics learned from diving into freestyle skiing and coaching.

Killington has five unique parks encompassing a total of more than 130 features for your jibbing and jumping enjoyment. There will be plenty of coaching, tricks and Freestyle skiing in this group! Space is limited to ten participants, group will be filled on a first come first serve basis. If you are interested, register quickly, as this new Freestyle group will fill fast!

What is spring skiing without an après ski party?!

Saturday afternoon mingle with other participants in Snowshed Lodge for an Après Ski Party and Spring Celebration beginning at 4 p.m. Drinks and hors d'oeuvres will be available. And of course, it wouldn't be Spring Rally without the Norwegian Party for Nordic Spring Rally Participants!

Killington Grand Summit is offering discounted lodging for PSIA AASI members. There are also many other properties offering discount lodging as well, please refer to the Eastern Website for complete listing under "feature events."

Event 254 – Alpine Spring Academy	– March 31- April 3	\$355
Event 255 – Alpine Spring Rally	-- April 2-3	\$200
Event 462 – AASI Spring Rally	-- April 2-3	\$200
Event 568 – Adaptive Spring Rally	-- April 2-3	\$200
Event 681 – Telemark Spring Rally	-- April 2-3	\$200 <<

next >>

Snowsports School Management Awards Banquet



Nearly 300 Eastern snowsports school directors, trainers, members, ed staff and sponsors were in attendance at the annual Snowsports School Management Awards Banquet at Mount Snow on December 1. Honorees included (left to right) Susan Smoll of Bear Creek, PA (winner of the first-ever Ron Kubicki Staff Appreciation Award); Doug Kaufman of Mount Snow (Einar Aas Award for Excellence in Snowsports School Management co-honoree) and Gwen Allard of the Adaptive Sports Foundation and most recently Hole in the Woods Adaptive Program (also honored with the Einar Aas award). Congrats to all!



Here it is, the first "Ronnie" award! The Ron Kubicki Staff Appreciation Award is a tribute to Ron's legacy of being a strong advocate and advisor for his snowsports school staff at Holiday Valley, NY. First-time award winner Susan Smoll of Bear Creek, PA received 24 nominations from her snowsports school staff members!

National Report

Steve Kling, Eastern Representative on the ASEA Board

At the moment of this writing there is not all that much new to report from your National Board or office that you haven't already seen via the biweekly Member Services broadcast e-mails that originate from the National office. The major focus of our Board activity has been the search for a new Executive Director to succeed Mark Dorsey (who resigned in July, 2015). As I reported before, we appointed a Search Committee (our Eastern President, Eric Jordan is one of the members) and then retained the services of an Executive Search firm, Sterling Martin Associates. The ASEA Board has approved the job description for the Executive Director and if you check the Sterling Martin website you can see the qualifications we are looking for at www.smartinsearch.com. Our goal is to have interviews completed and a selection made by early April. One bit of good news is that there is a substantial amount of interest in this executive leadership position. At least 31 individuals have been identified to date as interested in the position, and that is before the formal search process has begun.

We have a Board meeting the last weekend in January. At that meeting I am hopeful that we can start the process of addressing some of the concerns with ASEA governance that the Eastern Division has raised in recent years. This will include issues such as proportional voting and possibly making Divisions members of ASEA. We also will begin reviewing the results of the most recent National membership survey (conducted in November) and looking at alternative ways of accommodating our members via a more convenient or flexible dues collection process.

I look forward to being able to provide more information about substantive issues in my next report in the spring issue of the *SnowPro*.

Steve Kling <<

Peak Performance Gazette another resource for snowsports instructors

Dr. Witold Kosmala, PSIA Alpine Level III is the editor and publisher of the *Peak Performance Gazette*. Witold has been kind enough to promote PSIA-AASI Eastern via the PPG and we thought we'd return the favor.

According to Witold, the main purpose of *Peak Performance* is to promote snow sports to the best of the abilities. This gazette is not controlled by any organization. It publishes outstanding educational articles pertaining to sports (snow sports in particular) as well as articles pertaining to skiing technique. There are 9 monthly issues per year: July and September thru April.

Peak Performance Gazette can be found at www.peakperformancegazette.com or on Facebook at www.facebook.com/peakperformancegazette. Check it out!



Eastern Division president Eric Jordan was featured on a recent cover of the *Peak Performance Gazette*.



2015-2016 PSIA-E/AASI - NEW MEMBER APPLICATION

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

Fax# (518) 452-6099

Call (518) 452-6095 for information only. Applications cannot be accepted via phone.

This application is valid to be used between July 1, 2015 and June 30, 2016.



Rev. 01/26/2016-N

As a Registered Member of PSIA/AASI - Eastern Division, you will become a member of PSIA-AASI, the largest organization of professional snowsports instructors in America. PSIA and AASI operate under the umbrella of American Snowsports Education Association (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.

Please print clearly and fill out ALL sections. This application must include payment and must be received BEFORE OR AT THE SAME TIME as registering for a PSIA-E/AASI event to ensure the member event price.

Have you included an event application (ex.: Level I Exam) with this application? Yes No

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

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

YOUR DATE OF BIRTH: ____/____/____

Please circle one:

Male / Female

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

MAILING ADDRESS: _____
Street/Box City State Zip

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

E-MAIL: _____ CELL PHONE: (____) _____

SNOWSPORTS SCHOOL NAME _____ FULL TIME / PART TIME / OTHER

Please check all that apply - areas of interest:

- Alpine Snowboard Adaptive Telemark Cross Country Children's Freestyle Adapt. Snowboard

TOTAL NATIONAL & DIVISION DUES AMOUNT INCLUDED: **\$ 133.00**

TOTAL STUDENT NATIONAL & DIVISION DUES AMOUNT INCLUDED: **\$ 103.00**

PAYING BY: CHECK #: _____ OR charge: MasterCard or Visa

EXP. DATE: _____ SIGNED _____

OFFICE USE ONLY	
Date Proc.	Initials _____
Ck/CC Num	_____
Batch Num	_____
Mem Num	_____

ALL APPLICANTS MUST READ AND SIGN THE FOLLOWING MEMBERSHIP AGREEMENT:

- I am aware that the "membership year" for PSIA-E/AASI runs from July 1, 2015 - June 30, 2016 (or June 30, 2017 if joining on or after February 15, 2016) and that membership dues are non-refundable.
- 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 are required for active Certified Members. Active Certified Members, under the age of 65, must obtain 12 credits every 2 seasons to maintain good standing. 12 credits (CEU's) equal 2 days of clinic credit.
- **If a full-time student, age 16-23, I may pay the discounted student dues of \$103.00, for this season. I will be required to verify my student status each season I renew, and obtain educational credit every four seasons, while a full-time student.**

APPLICANT'S SIGNATURE _____ DATE _____

around the regions

Region 1 Report (NH, ME)

By Peter Howard
Region 1 Director

Since the holiday season, cold temperatures have enabled snowmakers to improve the snow quality and trail count across the region. As of Jan 9th there are 8 areas in operation in Maine.

Several of the smaller areas have seen improvements over the summer. The potential sale of Saddleback in Rangeley Maine is still not finalized. We all hope this large beautiful area will come online soon.

CNL Lifestyle Properties is contemplating putting several of its resort properties on the market including Sunday River and Sugarloaf. CNL has an on-going management contract with the Boyne Resorts management group so any potential sale would have limited impact on resort operations.

The first Level 2 alpine exams are to be held at Waterville Valley NH on Jan 28th and 29th.

A job description for the new PSIA-AASI chief executive officer has been written and the search for a new executive director will be underway shortly. So if you want to move to the PSIA-AASI National Headquarters in Lakewood, Colorado, and drive a Subaru with a fancy paint job, send in your resume.

By the time you read this another thaw-freeze cycle will be history. Keep your edges sharp and the accuracy high until things soften up.

Region 1 Report (NH, ME)

By Peter Holland
Region 1 Representative

Our apologies for no report in the last issue. Peter Howard was busy writing articles for the *SnowPro* and I quite honestly forgot. By the time I realized it, the due date was long gone. Sorry about that!!

The season in NH got off to a very slow start as it did in most of the east. Warm temps through Christmas limited snowmaking and many areas did not open until well into December. As I write this, we have a few days of some 10 to 20 degree temperatures coming; great for snowmaking although there is not much help from Mother Nature on the horizon. We've all been here before, just need to go with what we got and make the best of it.

In the spirit of the USSA/PSIA collaboration agreement, I can report that we had the 9th annual New Hampshire Coaches Clinic staffed by PSIA-e Ed Staff at Bretton Woods on December 10th and 11th. About 80 coaches attended each day. The event was staffed by Sue Kramer, Jeb Boyd, Matt Boyd, Keith Hopkins, Terry Barbour, Dave Capron and Troy

Walsh. We were very fortunate to have this staff and they did an outstanding job. The clinic is run much like a workshop clinic with a focus on lots of skiing, sharing ideas on coaching athletes, some drills, and more. The event has grown every year and has been well received by the coaching community in NH. Our thanks to Bretton Woods, Ski School Director Steve DeBenedictis, and Race Program Director John Pawlak, for their help hosting this event and providing the venue.

I know many snowsports schools are responsible for their area's NASTAR Program and we have had several reports that NASTAR's new software program is not quite complete. Single course and non-team scored events have the least amount of problems. As of this writing, however, the dual course, team scored competitions are not able to be run with the software. Fixes are in the works.

We have a Region One Meeting coming up at Waterville Valley on the 1/27 at 4 PM on the third floor of the main lodge. Director of Snowsports Peter Weber has graciously provided the venue. Thank you, Peter.

Well that is about it. Pray for cold and some of that white stuff.

Region 2 Report (VT)

By Ted Fleischer
Region 2 Director

Vermont had a wicked tough start to this season. We fared better than many other regions in our division; however, the challenges regarding natural snow, and temperatures that were not low enough for snowmaking, kept the number of open resorts well under a dozen until the New Year Holiday period. In addition, many of the resorts that were open didn't offer the normal levels of terrain. Most notably absent was beginner and novice terrain and this is what resorts need to operate their snowsports schools effectively. As Yankees do, we innovated solutions, made do with what we had, or did without. Much fell into that last category.

The New Year's holiday week brought a much anticipated change to the predominant weather pattern and as resorts got both natural snow, and temps low enough to fire up the guns, the open trail count climbed. This created an enormous difference between the conditions and the variety of terrain that was open to guests just a week prior.

Regarding PSIA/AASI events hosted by Vermont resorts, there is an obvious correlation with the weather and event registrations are down significantly over normal expectations. This may be attributed to several factors: weather, lack of open resorts, and an uninspiring natural snow fall. Additionally, there is a dynamic in place that may affect us well into mid-February. Generally, instructors need to earn money prior to committing to and paying for an event. Event fees are due 3 weeks prior to a scheduled event. Instructor paychecks generally arrive 1-2 weeks fol-

lowing work. The math is easy, in a "normal" year, the winter holiday period creates the first real add to an instructor's income. If an instructor signs-up for an event as soon as they get their holiday paycheck it will be for an event held in the first or second week of February, at the earliest. This season, it might be wise to forecast a later start to the PSIA/AASI event season. Hopefully, as the weather turns around, the outlook for the season and member participation will as well.

By mid-January, arctic air had placed itself over the state and allowed the longest period of round-the-clock snowmaking so far this season. The recent state sponsored incentive to upgrade to more efficient snow guns is likely paying dividends for participating resorts who are now spending a lot of resources blowing snow following lower than average holiday revenues. Days are gradually getting longer and business has been growing. Perhaps Old Man Winter has just been away on holiday and we will see his arctic wrath compressed into the remaining portion of our season. Think Snow!

Ted Fleischer – Region 2 Director

Katherine Rockwell MacLauchlan –
Region 2 Representative

Region 3 Report (MA, CT & RI)

By Dave Beckwith
Region 3 Director

I once heard a business class college professor make this statement: "Never get involved in a business that depends on the weather, people and large capital expenditures." Well sorry Prof, the ski and snowboard business certainly hits all three of those marks and we are firmly entrenched!

Like the rest of New England, Region 3 was affected by the warm temps and rain that led to a slow start of the 2016 season. As I write this report, snow making temperatures have been favorable and snow is in the forecast allowing many areas in Region 3 to finally get to 100% capacity.

While I don't have a lot to report to you all at this time, I would like to take this opportunity to recognize and thank the Region 3 Area Reps. These folks, led by the wonderful Joan Heaton, are your immediate source of PSIA/AASI information at your respective areas. They are an outstanding resource and I'm sure they would love to hear from each and every one of you. So here they are:

Blues Hills	Michael Harrington
Bousquet	Patricia Merz
Jiminy Peak	Gary Rivers
Mohawk Mountain	David Yeagle
Mount Southington	Dave Beckwith
Nashoba Valley	Laura Bourne
Otis Ridge	Bob Crowle
Ski Bradford	Sandy Pomer
Powder Ridge	Grant Kellfkens

Butternut	Darcy Victory
Ski Sundown	Jon Chasson
Ski Ward	Alexander Halachis
Wachusett Mountain	Jeff Korajczyk
Yawgoo Valley	Patty Harrington

We are in the process of planning a regional meeting. The details have not yet been finalized but all Region 3 members will be notified via email. Be on the lookout for the meeting announcement.

It is an election year for Region 3 so please vote!

We are always interested in hearing directly from you; feel free to contact us at the following email addresses:

Dave Beckwith (Regional Director)
davelee26@sbcglobal.net
Dave Welch (Regional Representative)
dbwelch317@att.net

Give your students miles of smiles! Think Snow!!

Region 4 Report (PA, NJ)

By Bob Shostek
Region 4 Director

Greetings Region 4 members, hopefully by the time you receive this *SnowPro* newsletter your area has finally opened for the season. As I write this article on 1/5/16 my home area, Elk Mountain, has finally opened and the word is most areas in our region are also planning openings for this week. Mother Nature has been very challenging to us in the entire Eastern Division with warm temps and rain. Most areas in the East had very little open for the Christmas/New Year holiday week--the biggest business week of the year. The East has enjoyed normal temps and snow for the last three seasons so let us not get down from one slow start, there is a LOT of season left.

Here are some suggestions on how to make the best of the season remaining. Early February to early April the Division offers many educational events and exams, including events in our region. Get out the schedule and start talking about a road trip with fellow members from your area. As you know, travel and lodging expenses are a lot less when shared with fellow skiers and riders. Connect with your home Area Rep and have him/her get in touch with the Area Rep from the area hosting your event. The local Area Rep can often direct you to the "best deals" for lodging and food, and maybe even connect you with locals that have rooms available. If our office staff has any knowledge of lodging or other deals they pass that information on, so check your email and this newsletter.

As for training on limited terrain, which is the scenario right now, consider focusing on running gates, reviewing exam tasks and their WTLF (What To Look For), and playing with SkillsQuest activities that USSA coaches use for developing athletes. These are some examples that will enhance your skills and balance using limited terrain. The Division also offers "in-house" clinic options that allow YOU to choose

the clinic content while also receiving educational update credit.

Remember, the Division also offers the end of the season Spring Academy, Spring Rally, Alpine Level III College, Level II and III exams for skiing, riding and adaptive - all at Killington, VT in early April. There is a LOT of season left for skiing and riding, and the Division has what you need to make the best of it.

It's also an election year in Regions, 3, 4, and 7. Be sure to review the candidacy statements and cast your vote! It will be greatly appreciated when you participate in electing the candidates that you feel will best represent members of your Region.

Lastly, THANKS to all members for your ongoing support, dedication, and event attendance! We also would like to give a BIG THANK YOU to ALL our Eastern Resorts who host events, especially during this challenging season!

Hope to see you skiing or riding soon. Have a great season and remember there is a LOT OF IT LEFT!!!

Questions, suggestions or concerns -- feel free to contact Steve Martin or me, your Region 4 BOD reps at any time.

Region 5 Report (Western NY)

By Wendy Frank
Region 5 Director

The Eastern US had quite a challenging start to the season, as we all know, but who didn't love Mad River Glen's video about Patch Skiing . . . nothing like a great sense of humor to lift our spirits. Those of you who were unable to get your pre-season on snow training can take advantage of the many PSIA-AASI events that are available in Region Five, or arrange to have an In-House Clinic at your area. For those of you looking for Region Five clinics and workshops early in the season, Labrador has an Alpine Level I Exam, and CS1 - January 30-31st; Kissing Bridge is offering Alpine - One and FUNdamentals on February 7th, and Alpine - Movement Analysis, Workshop Clinic, and CS2 on February 10 & 11th. Bristol is hosting from February 8-11th; Alpine - Development Series, Slalom and GS, Workshop Clinic and Masters Series, AASI - Level I Riding Exam, and Riding Concepts. Check your PSIA/AASI calendar for Region Five events later in the season.

Debbie Goslin, Director at Kissing Bridge is very excited to announce that the Snowsports School has taken over management of the Terrain Parks. They worked incredibly hard, and managed to have the park ready on opening day. No small feat considering the lack of cold temperatures and natural snowfall! Tommy Morsch was at the area and gave helpful suggestions to the instructors who will be building and maintaining the terrain parks this season. Debbie and crew are looking forward to a FUN season.

Joe Hazzard, Snowsports Director at Greek

Peak, speaking of the season's slow start, says, "It's been a battle, but we're finally winning. We are in full operations mode, and have a wide variety of terrain available. With the Hope Lake Lodge, Indoor Water Park and our Adventure Center, we have been fortunate to have customers continuing to enjoy the Greek Peak experience. With the cold weather and efforts of the snowmaking crew, now we can really enjoy some of the best skiing in Central New York. Our staff is like the team waiting for the kick-off, and everyone is really ready to get into teaching, skiing, and snowboarding.

Ellen Arnold, Assistant to the Snowsports School at Swain reports that they have been doing lots of indoor training with their staff, but are looking forward to being on snow. Swain had major flooding during the summer which required major renovations including a new Children's Learning Center, a remodeled Snowsports School Desk, new equipment and a new process in the Rental Building, and they moved the Magic Carpet and reworked the beginner terrain. Now they are ready to roll!

HoliMont opened Christmas Eve, but was closed on and off due to weather conditions until January 7th. One of our HoliMont Team Leaders was recognized at the *SnowPro* Jam at Killington for receiving the Kare Anderson Free Heel Award which "Recognizes the extraordinary commitment to promote free heel skiing and inspire others in living the Nordic life." Congratulations go out to Rick Berry, one of HoliMont's favorite 'Nords.' Also, congratulations to Jane Robinson, Region Five Snowsports Management Committee representative, and Area Rep for HoliMont who completed her Part Two Regional Resort Trainer course at the Snowsports School Management Seminar in December. HoliMont is looking forward to holding an In-House Adaptive Level 2 Exam prep this season, and many PSIA/AASI Alpine, Snowboarding and Adaptive events this season.

Buffalo Ski Club experienced a record number of "lesson plan" participants last season, both children and adults, as well as record numbers of single day lessons given according to BSC PSIA Area Rep, Tom Liptak. The ski area with over 300 skiable acres and 42 trails, extensively added to its snowmaking capabilities with the purchase of 20 new snow guns during the off-season. In addition, during the summer and early fall months, dedicated instructors regularly got together at the Club for "glade clearing" projects, greatly expanding the area's gladed terrain. Buffalo Ski Club welcomes visiting instructors, and offers 50% off all lift tickets any day of the week including holidays, with a valid PSIA/AASI card.

Holiday Valley joined with more than 120 ski/snowboard resorts across the country to host a Guinness Book of World Records event in pursuit of the record for the Largest Ski and Snowboard lesson. The event took place with 67 participants at

10 AM on Friday, January 8th, and is the kick-off for the Snowsports industry's January Learn to Ski and Snowboard Month. Lisa Densmore's "Your Turn" Women's Ski Clinic is scheduled for February 11 and 12th. Director, Bob Armour, said "Holiday Valley has been open since December 20th for group and private lessons and had a successful Christmas Race Camp. In December, I had a chance to attend the Snowsports School Management Seminar at Mt. Snow. I thoroughly enjoyed the event, and thought that the individual sessions were very informative. It was great to meet up with old friends and make new ones. I am honored to be following in Ron Kubicki's footsteps here at Holiday Valley, but they are very big shoes to fill. It is exciting to be involved in all the activities. Here's to the start of a great season!"

Steve Howie, Snowsports Director at Bristol is happy that all his programs are a 'go' including night programs, racing and all lesson programs despite the slow start. Weather like this presents many challenges, but those of you who attended the Snowsports Management Seminar know that even without a lot of snow, we still managed to learn a lot and have fun while doing it.

Many thanks to the Region Five Directors and PSIA/AASI Area Reps who sent in information on what is happening at their resorts, we really appreciate your input. Also, put this on your calendars... Our Region Five Annual Meeting will be held at HoliMont on February 29th in the HoliCenter. Beer, pizza and wings will be provided. We hope to see you there! Feel free to send us questions, comments, and suggestions any time to the email addresses below. We hope all Snowsports Schools are helping to promote the value of taking a lesson from a pro!

Wendy Frank, Region Five Director, wendy@holimont.com

Dick Fox, Region Five Representative
dfox@wmf-inc.com

Jane Robinson, Region Five SSMC
Representative, Jane@holimont.com

Region 6 Report (Eastern NY)

By Brian C. Smith
Region 6 Director

Hello and Happy New Year to all of our members in Region 6 and the entire division. I think it is obvious to say that we have had better snow conditions at this time in years past. Skiing in the Eastern Division throughout November and December was at times challenging to say the least. However, there is still a lot of winter left to experience and the Eastern Division has a lot of great educational opportunities for pros of all levels and abilities.

Region 6 ski areas, like others, are doing their absolute best to maintain what skiing they have to offer. At this year's Pro Jam event in Killington, VT it was impressive to see crews of snowmakers walking

the slopes mixing and moving snow guns to maximize their ability to make snow. It was worth stopping a group of them when I was skiing and thanking them for their tireless work. Despite a weak start to winter, I'm confident that the season will turn around and there will be good skiing to come.

On the national front of PSIA/AASI, the job description and the process of looking for a new ASEA Executive Director has begun. This is an opportunity to hire someone new who can work to complete existing projects and offer a fresh new perspective. Now that the affiliation agreements have been signed and there is an updated governance policy in place, hiring a new Executive Director at this time will hopefully make it easier to transition into our model of business. This can be helpful for all divisions to have a seamless transition for new leadership in the ASEA office.

Surveys? Many of you are well aware of the Eastern office's and ASEA's use of surveys to gather information for various reasons. I have heard from time to time some comments about the fact that there seems to be a constant barrage of survey emails coming our way. I encourage all members to not brush off an opportunity to share your opinion by filling out these surveys. The Eastern BOD reviews the outcome of these surveys and uses the findings as influencers to make important decisions in the best interest of you the member. Think of it as voting. If you want things to change, and ideas to foster, then being part of the solution is to give your feedback in the surveys. A lot of relevant and important information has come out of these surveys especially related to attracting and maintaining younger members. The surveys also help us learn about the demographics of all types of members and how our formula for memberships affects each segment of population and also how it affects the division financially.

It is no secret that our Eastern membership is aging. Those of us who have been members for more than 20 years probably remember smaller locker rooms and a ski school culture that was more like a fraternity than a business. I remember key individuals in my career that took notice of my abilities and offered a helping hand as mentors to help me gain a solid foundation within the PSIA-Eastern division. Whether it was loaning me a 100 bucks to be able to sign up for an event, or loaning me a car to get to the event, the point was somebody helped. In those days there were no divisional programs to attract young members there were just older members helping younger members and that's how this association got its roots. I have said it before and will say it again, take notice of the young people around you. They are putting on boots right next to you - they are teaching skiing or riding on the same trails. Lookout for them, watch how they teach and ski/ride, and offer your support. Paying it forward is both rewarding to the beneficiary and those giving the assistance. It may seem 'old' school, in a world of technology and program based solutions, but it works. I have per-

sonally experienced the satisfaction of helping many young members with direct assistance and all of the young instructors I have helped over the past 10 years are still members today. Starting scholarships or reward programs for outstanding performances in teaching are a couple of ways to create and maintain a culture that promotes internal interest in young instructors.

It will take all of us to improve the vitality of the membership within our division. What can you do? Think of a young person, or a young family, that at this very moment could use some help staying involved or becoming a member? Give it a thought while you wish for snow. Have a great season and make the best of everyday you ski/ride!

Please note the dates of the regional meetings below. If possible please contact me ahead of time if you plan to ski at Gore that day and attend the Gore meeting. (Skisimith68@yahoo.com)

Gore March 2nd Santinoni Room Main lodge.
4:15 pm.

Belleayre March 21st 4pm. Contact person Jack Jordan (jjordan12465@gmail.com)

By Jack Jordan
Region 6 Representative

Winter has finally arrived! As I write this it is -7 degrees and the roar of snow guns across the valley at Belleayre are going full blast. In spite of the still limited terrain the snow enthusiasts have been eagerly flocking to the mountain, anxious to feel the thrill of skiing/riding again or for the first time. New equipment, or a new experience, make this an exciting time on the slopes. As a staff trainer, my fellow clinicians and I have been busy assisting our staff in realizing the fun, yet responsibility, of providing quality instruction to our customers. In addition, promoting the value of PSIA/AASI is an integral part of our efforts. The training and valuable education provided by PSIA/AASI is the thing our trainers emphasize the most, along with discounted lift tickets and equipment help.

Speaking of new equipment, take it easy when getting accustomed to new skis, boots or boards. Just today I tried a new pair of skis early in the morning before my first lesson. One ski was not performing as it should, fortunately, a fellow instructor who was accompanying me was able to see that the factory installed binding was not properly secured. A quick trip to the rental/repair shop fixed the problem and I avoided the potential negative consequences.

Early season terrain limitations and crowded slopes makes class management of utmost importance. Drills/tasks which require traversing trails are currently out of the question. I also find it best to ski behind my students on many occasions, particularly in private lessons, not only to observe but to run "interference" from incoming skiers/riders. While this is common sense to most of us, it needs to be instilled in our new instructors. In nearly all of my

lessons to date I have had new instructors “shadow” and if time permits we review the lesson together afterward.

If we want to encourage new members we need to do what we can to provide help and support. In addition to working directly with them, my wife Kathy and I “pay it forward” by sponsoring at least one new PSIA/AASI membership each season. This helps the new member afford membership as well as helping assure the continued success of our organization.

Our annual Southern Region 6 meeting is scheduled for March 21st at 4:00 PM at Belleayre. If you are not participating in a scheduled event at Belleayre that day but are interested in skiing, send me a message (jjordan12465@gmail.com) and I will try to make arrangements for you.

Hope for renewed snowfall and lots of eastern powder days!

Region 7 Report (States south of NJ & PA)

By Paul Crenshaw
Region 7 Director

As I begin to write this report in early January I am so thrilled to finally see snow guns running at my resort. We were open one day in mid-December and then, like everywhere, summer returned. We all missed Christmas Week business and will not be able to make up that loss. Such is life and so we all push on. The cold finally arrived in the east and spirits have greatly improved. People are sliding and laughing as they should be. I hope your resort is likewise now in a “good place”.

Ty mentioned in the last Region 7 Report about the exciting events being held in our region. We are all hoping the Alpine Level 3 Exam happens at Snowshoe this season. This could be the start of a regularly scheduled event in our region, not every season, but on some type of schedule. Let's support it and hopefully have more Level 3 instructors in our region. Another important event is the Eastern Trainer Academy 101 & 201 held at Wintergreen Resort this year. At this event we will hold a Region 7 Meeting during the afternoon of January 25, the first day of the event. The time of the meeting is 4:30 PM and the location is the Windsong Room at The Edge. Please try to attend our meeting even if you are not attending one of the events. This is your chance to voice any questions or concerns you have about our organization.

This season Trish Wade, formally from Wintergreen Resort, has stepped down as the Region 7 representative on the Children's Education Committee. Trish has held this position for many years even though she has been working outside of our Division for several years. I want to thank Trish for her many years of service to our region and hope she returns to teach in Region 7 again. Pierce Byrd, also from Wintergreen Resort, has agreed to take on this representative responsibility.

Have you been keeping up with the Open Forum on line? Many of our members from the east have contributed and the discussions are quite interesting. If you haven't had a chance to view it I encourage you to get involved. The forum is informative and includes feedback from members nationwide.

This winter ends a term of service for your present Region 7 representatives on the Board of Directors. When voting begins, please take a minute to vote for your representatives. All voting is done online so it is quick and easy.

I hope the rest of your season continues to improve and everyone has lots of lessons to teach and many miles to ski or ride. If you ever have questions please direct them to Ty or me at the following addresses:

Paul Crenshaw, Director
pcrenshaw@massresort.com
Ty Johnson, Representative
stycman55@gmail.com ☐☐

In Memoriam



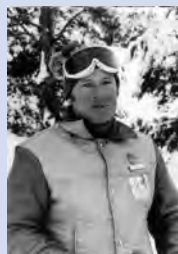
George Burke, longtime Communications Director and trusted confidant of U.S. Rep. Gerry Connolly (D-11), passed away Saturday at his home after a long battle with cancer. He was 64.

“For more than 30 years I have been fortunate to call George my close friend,” Connolly said in a media statement. “We will all miss his stories, his unwavering optimistic approach to life, and his love for his friends and family. His loss will leave a great void in all our lives and I will miss him dearly.”

Mr. Burke was born in the Bronx, N. Y. in 1951. He attended the University of New Hampshire, where he met his wife, Sharon. They were married in 1973.

A life-long ski enthusiast, he travelled to Europe, Jackson Hole, and all over New England to pursue his sport. He was a licensed ski instructor and taught at Ski Liberty for many years and a 31-year PSIA member.

“What was remarkable about George was that last winter he arranged his chemo for Mondays so he would be in good shape to teach by the following weekend. He did not miss a weekend all year,” said Steve Kling, Technical Director at Liberty Mountain Snowsports School.



George R. Story, Jr. 92, of Vernon, NY passed away unexpectedly Tuesday, November 10, 2015 after a short illness. He was born on June 21st, 1923 in Schenectady, NY. George was employed by Rudi Kuersteiner as a Ski Instructor in the Snow Ridge Ski School in Turin, NY. He received his White Pin certification (USEASA) at Pico Peak, Vermont.

George was a Director of the Snow Ridge Ski School for a few years. He received his Fifty (50) Year Pin, Alpine Level III, from the Professional Ski Instructors of America a few years ago in Aspen, Colorado. He was very proud of this accomplishment.

George was a Ski Instructor and Supervisor until the age of Ninety (90) at the Snow Ridge Ski Resort. He skied throughout Europe and the West. There was a Celebration of his Life on Saturday, November 21st, 2015 at the Snow Ridge Ski Resort, when over 100 hundred friends paid tribute to him. George will be greatly missed.

Submitted by PSIA member Bud Bennett



John J. Tatro, 79, of Easthampton MA passed away peacefully at his home on January 25th. Jack worked most of his life in the construction and ski industries. He was certified in 1961 with a White Badge from USEASA (currently PSIA-AASI). He was involved in the early construction of the Killington ski area and taught skiing there. Later he worked for the O'Connell Construction Company and was involved in building the Mt. Tom ski area in Holyoke Massachusetts. He taught skiing there under Jules Eberhart and later becoming the Assistant Manager under Cal Conniff.

In the 1990s he went back to teaching skiing at Killington. He leaves a skiing family; his wife of 52 years, Harriet Donais Tatro, his daughter Harriet DeVerry and son John H. Tatro, both Level III PSIA certified, a U19 alpine racing grandson Devin DeVerry, and son-in-law Ray DeVerry, Educational Staff.

Regions 3, 4 and 7 Board of Directors Election

Voting Rules, Instructions and Candidate Profiles

There are two (2) candidates running for the PSIA/AASI Eastern Board of Directors in Region 3 (CT, MA, RI), two (2) candidates running in Region 4 (NJ, PA) and three (3) candidates running in Region 7 (states south of NJ & PA). The Board candidate receiving the most votes in each region is 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, 2016 and end on March 31, 2019. No write-in votes for any positions are accepted. Only one candidate identified as an Education Staff Employee may be elected in each region per the Eastern Division Bylaws.

Voting for the 2016 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 11, 2016.

Official results will be announced by March 30, 2015 via broadcast e-mail, the division website, Facebook and Twitter accounts and subsequently via the SnowPro.. The terms of the new Board members will begin on April 1, 2016, providing the opportunity for newly elected representatives to communicate with constituents prior to the June 2016 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 3, 4 and 7 as of December 31, 2015.
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 3 Board Candidates



*Dave Beckwith – Alpine 3, CS1
Area Rep, Technical Director
Mt. Southington, Southington, CT*

Background & Qualifications

- Current Region 3 Director
- PSIA member since 1987
- Alpine Level 3, CS1, Area Rep
- Technical Director Mt. Southington
- New England Society of Explosive Engineers – Board of Directors

Philosophy & Direction

I am seeking a third term as Director of Region 3 and ask for your support.

The current direction of Region 3 is very positive. We have had several excellent regional meetings at varying areas throughout Region 3, a Region 3 Facebook page has been established and by utilizing the existing Area Rep program great strides have been made to improve communication and camaraderie in Region 3. It is imperative that we continue on this path and continuously address the needs of our members in Region 3.

As your current Region 3 Director, I have experienced the commitment and passion that each member of the Board of Directors contributes on behalf of the members they represent. Something I wish every PSIA / AASI member could witness first hand. My commitment and enthusiasm to both the sport and organization inspires me to work with this dedicated group of Snow pros.

PSIA/AASI is not without its challenges. Membership growth, membership retention, value, educational programs, services and opportunities are all topics we have before us. To meet these challenges and keep the organization moving forward, we'll need leaders that have the same commitment, passion, creativity and foresight that has brought the organization to where it is today and continue in its growth and development.

As an instructor and Technical Director, I am on the snow, involved and have the same perspective as you all do. With your support, I will assure you that your voice will be heard and I will work passionately to represent Region 3. Thank you for your support.



*David Welch – Alpine L3
Staff Instructor, Otis Ridge, MA*

Background & Qualifications

Service on the PSIA/AASI – Eastern Board of Directors from 2002-2012 and 2015-2016. During the 2002-2012 time period I first served as Region 3 Representative and later as Director and also held the office of Secretary on Executive Committee. Presently I am the Region 3 Representative and hold the office of Secretary on the Executive Committee. My other duties on the board have included serving on the Governance Task Force, Finance Committee, Scholarship Review Committee and as Chairperson of the Membership Recognition Committee.

My snowsports industry background includes the positions of instructor, supervisor, staff trainer, training director and school director. Currently I work as an instructor at Otis Ridge in western Massachusetts.

Philosophy & Direction

Having been elected to the eastern board well over a decade ago I have been a part of the many challenging issues that our association has faced. In that time I believe that we have made very positive changes to the way we govern ourselves, become much more efficient and up to date in our business practices and are by far more in touch with the needs of our membership and the mounting challenges that we all face in the future.

If chosen to represent our region for another term I will continue to lend my ideas and support to the development of programs, services and educational opportunities for each of the disciplines and their respective education staffs. Some of the challenges we are facing right now that must be addressed are; Retaining our younger membership (ages 16-39), reducing the costs of becoming a NEW

member and developing new educational programs that don't require as much time/travel and are less expensive than our traditional educational updates. We must also be vigilant in promoting ourselves to the public and continually see that we are appealing to the needs of all the age groups within our membership ranks.

Our future success also depends on how we conduct ourselves on the business front so here I will continue to weigh the financial health and needs of the organization vs. what is in the best interest of the membership and work to strike a balance that satisfies what's best for everyone in the long run.

It is my belief that a "Professional" organization like ours needs to be continually nurtured in order to continue to be a viable asset to its membership and the industry it serves. Yes, we do face some challenges and also some hard decisions in the near future but being willing to take action sooner rather than later will only help make our organization stronger and more relevant for future generations of snowsports enthusiasts!

Finally I would like to thank all Region 3 members for your support of the Eastern Division, your passion and energy are what makes us great! Thank you for your consideration.

Region 4 Board Candidates



*Steve Martin - Alpine L3
Director of Mountain Services & Golf,
Liberty Mountain, PA*

Background & Qualifications

My name is Steve Martin. I am a Level 3 certified ski instructor and have been teaching skiing for 34 years at Liberty Mt. Resort - the first 20 years as a part time weekend warrior and the last 14 on a full-time basis. In addition, over the past several years I began teaching snowboarding. During my tenure as an instructor I have performed just about every job possible in a school; children's instructor, adult instructor, season long programs, line supervisor, and technical director.

I just completed my twelfth year as the director of this large school of just shy of 400 staff members. The school that I lead is one of the most active in PSIA/AASI in the Eastern Division. The percentage of our staff that maintains membership is consistently above 80%. Our staff is incredibly active participating in educational events throughout the season but especially Pro Jam in December. I share those school details as I believe it displays a commitment/leadership on my part to believing in and promoting our organization. In addition to my responsibilities as the Director of our schools I also oversee other key departments here at our resort and am a part of our small resort leadership team. In that role I have daily contact with our General Manager and am an integral part of our decision making/leadership team. Finally, I believe that my work outside the ski industry in the past has significant connection to our organization. I hold a Masters Degree in Educational Administration and served as Associate Superintendent of one of the 100 largest school districts in the United States - managing a staff of over 5000 and a budget that exceeded \$20.5 million dollars.

Philosophy & Direction

I strongly believe in the philosophy that organizations like PSIA/AASI exist almost entirely to serve the needs and interest of our members. With that said, being an active listener to feedback from our membership is essential and the most important role for a member of the Board of Directors. In addition, I continue to be an active instructor working with our customers at all levels and from all walks of life, this continuing experience keeps me grounded in instructor needs.

I very much support our efforts as a Division to hold National more directly accountable for their interactions with the Divisions and their services to our membership. There is clearly a need for better financial oversight, better collaboration and communication with Divisions and more accountability by National to meet the needs of members. I also believe that as a National Organization and Division we need to develop a stronger partnership with the owners and operators of our resorts. I believe that NSAA provides us with the avenue to develop this

stronger relationship and that only through strong efforts in this area will PSIA/AASI members get the respect they deserve as valuable and vital contributors to our great sport.

I am always proud to say I am a member of this organization and particularly this Division. I have served three terms on the Division's Snowsports Management Committee where I have learned a great deal about the operations of many different schools. As a lifelong educator, I am continuously impressed with and will always support the extremely high quality education program that we offer to our members. I am very hopeful that we will find ways to engage more of the younger staff members across our Division in membership, event participation, and leadership roles. This is a group we need to engage in meaningful conversation to make certain we are developing the future of our organization.



*Bob Shostek - Alpine L3, CS2
Alpine Examiner - Education Staff Employee
Elk Mountain, PA*

Background & Qualifications

The following summarizes my experience in the industry and with PSIA-AASI:

- Member of Elk Mountain Snowsports school 1973 to present.
- PSIA-AASI member 1974 to present. (41 years)
- Seasonal/Full-time Course Conductor/Examiner 1990 to present. (26 years)
- Member of the PSIA-AASI Eastern Alpine Steering Committee 1995 to present.
- Member of PSIA-AASI Eastern Board of Directors (BOD) 1991-2011 and 2013 to present.
- Awarded with Eastern Division Joe Wood Examiner Emeritus 2014.
- Honored with PSIA-AASI National and Eastern Life membership 2011.
- Children's Specialist 2 (CS2) certification 2011. CS1 in 2010
- Past President of PSIA-AASI Eastern Board of Directors (BOD) 2008-2011.
- President of PSIA-AASI Eastern Board of Directors (BOD) 2005-2008
- Vice-President of PSIA-AASI Eastern Board of Directors (BOD) 2003-2005 and 1996-1999.
- PSIA-AASI Eastern Educational Foundation President 1995-1998.
- PSIA Eastern Alpine Team member 1992 and 1996.
- Eastern Examiner Training Squad (ETS) Coach 1995-2005.
- Eastern Regional Clinic Leader Coach (now DCL) 1990-1995.
- Elevated to Board of Examiners (BOE) in 1989.
- Examiner Training Squad (ETS) member 1988.
- Development Team member 1985-1987.
- Certified in PSIA 1977.

Philosophy & Direction

The current direction of the Eastern Division and Region 4 is still positive even though the challenges are greater than ever to our profession and business. When elected for the first time in 1991, Region 4 members had concerns about membership cost, service and educational opportunities. Since then, representing "your voice", (more so now with the present state of our profession and business challenges), I have worked with fellow Region 4 volunteer leadership along with divisional staff, to make high quality educational and member services a reality.

Region 4 members have asked for more exams and variety, and for the division to cover all disciplines in the region. In the last election, I said if elected this would be a priority. An example of how your voice is being heard is this current seasons schedule with Region 4 hosting 90+ events at 12 different resorts with educational coverage for all disciplines, including Alpine and AASI level II exams. Also since the last election, members now have the ability to hold school-specific in-house clinics with attendees receiving the required two year up-date. This service drastically lowers event costs to meet requirements for continued membership.

In response to strong request from our members, the division recently held the “Push for Public Awareness” campaign that resulted in some success. Member feedback was positive in response to this initiative and to the promotion of our members to the public. Recent surveys indicate members are also looking for more recognition from ski areas themselves. I believe it is time we strengthen our alliance with other organizations in the industry (National Ski Areas Association, State and Regional Ski Area Associations, etc.) that could help promote the value of the instructors and coaches to the owners/operators of individual resorts. Maybe it’s time for a “Push for Instructor and Coach Awareness” campaign? This, or a similar campaign may help retain and gain younger members -- something needed throughout the teaching profession. I am willing work with fellow BOD members, staff and industry organizations to support and promote these types of requests from our members

As you can see, I have been listening, and more importantly, focusing on getting a response to your voiced concerns and issues. As a full-time examiner/course conductor who enjoys an “on-hill” relationship with fellow members, I understand your concerns firsthand. Over the past 26 years of full-time coaching with the division, I found the passion to be your advocate as strong as ever. That said, with your continued support, I will continue to bring your voice to the BOD, to discipline coordinators, and to the appropriate committee chairs. In advance, I sincerely thank you for your vote. Have a great season. See you on the snow!

Region 7 Board Candidates



*Paul Crenshaw – Alpine L3, CS2
Massanutten Snow Sports Learning Center
Manager
Massanutten Resort, VA*

Background & Qualifications

- Member of PSIA-E since 1980
- Instructor at Massanutten Resort for 39 years
- Member of PSIA/AASI Eastern Board of Directors 10/08 to present
- Held every position from Instructor to Manager in the Learning Center at Massanutten Resort
- Have Adaptive Level 1 Certification, Children’s Specialist 1 & 2, former member of the DCL Squad and completed both the Eastern Trainer 101 & 201 programs
- Presently oversee 185 senior and junior instructors and all inside and office staff
- B.S. and M.Ed. degrees in Teaching Special Education
- Taught Special Education for 30 years in public school system

Philosophy & Direction

Being on the Board of Directors of PSIA/AASI Eastern Division is a very “eye opening” experience. This position encompasses so much for our organization that it does take some time to adjust to the process and to understand how to go about proposing and making any changes. Dealing with the budget each year is a large part of the process every Board member works and worries with. I have found my time on the Board to be enjoyable as I have been able to be a member at the time we have needed to deal with many challenging events, most have dealt with our National partner, ASEA.

My job on the Board is to represent members of Region 7 and to try and provide the best for our members. This includes trying to get the events in our region our members are interested in, holding one or more Regional Meetings during the season and keeping all costs down. I am always available to any member who contacts me with questions and concerns. In my “younger days” I had a few older members who helped me along and I enjoy helping anyone I can. My greatest joy of any season is still the thrill I receive from teaching the public and staff. With your vote I would very much like to continue to represent our Region 7 Members and I always invite your suggestions and questions.



*Walter Jaeger – Alpine L3
Staff Instructor/Trainer
Massanutten Resort, VA*

Background & Qualifications

An 18 year Alpine LIII member of PSIA, I taught at Canaan Valley for 7 years and Massanutten, VA for the last 12 years. I served 3 years on the Board as a Region 7 Representative and currently serve as Chair of the Membership and Promotions Committee for PSIA-E. Along with Paul Crenshaw I created the 1st LII/III Indoor Prep Clinic for Region 7, compiled the first survey of our region’s instructor demographics and sought an increase in the number of events held in Region 7.

Philosophy & Direction

As a Board representative, I pushed hard to increase recognition for members. This effort culminated in a report to the Board on Membership and Promotion in 2012 and the establishment of a permanent Membership and Promotions Committee of PSIA-E the same year. The fruits of this effort are now in the infancy of development. For the average member this effort on behalf of your Division for recognition has been a long time coming, and should remain an urgent matter before your Board representatives.

Members are just beginning to benefit from a proactive promotion of the value of PSIA to the skiing public due to the Membership and Promotion Report, Membership and Promotion Committee efforts along with the creative work accomplished by Eastern’s Office Staff. A tremendous amount of work remains yet to be accomplished. Our Board absolutely should establish an annual Promotions line item in the Budget. PSIA-E needs to proactively engage with Resort management on behalf of our members, particularly regarding PSIA-E’s increased requirements for member certification (CS-1 & 2) along with the meaning of the hours of time and study involved in ongoing PSIA-E training. Our Board must strive to utilize every means available to heighten the awareness of the skiing/riding public regarding the professionalism, training and hard work represented by those who wear the “pins”.

Efforts to enhance the perceived value inherent in Levels I, II and III to the public and Resort industry require Board Representatives committed and contributing to this cause. I am asking for your vote so I may better impact this critical effort for all of us.

Promotion of PSIA members to the public is a stated purpose of our By Laws. Because PROMOTION is a challenging task it is easy for the Board to ignore among other pressing issues. Electing me to the Board will keep promotion of members in the forefront of your Board’s goals. As a Board member I will assist Steve Kling (current representative to PSIA National) in a consistent push for PSIA National to take on a much greater role in the promotion of all members. Did you know not even 1% of National’s budget is designated for member promotion? National must do much more – but so does the Eastern Division along with all other Divisions.

I remain fully committed to PSIA-E’s educational and certification missions, but there comes a time when voices committed to members’ Interests to the Public and Resort Management must be elected. Today PSIA-E faces significant challenges: In the last nine years Event registrants are down 15% and membership is down 5.5%. Such negative trends are worrisome and consequential to the aspirations of our members and our organization. If PSIA-E is to continue to excel and innovate these trends must be reversed.

Elect someone who is committed to thinking outside the box to resolve the issues facing PSIA-E.

Elect a Representative who will drive your organization forward!

Thank you for your consideration: VOTE



*Ty Johnson – Alpine L3
Staff Instructor
Wintergreen Resort, VA*

Background & Qualifications

1. Level III Alpine instructor – done over multiple tries so I understand the trial, tribulations and cost (both monetary and emotionally) of the exam process.
2. Managed several hotels and restaurants for the last 25 years so familiar with budgets, policies and performance evaluation.
3. PSIA Member since 1996 – always in Region 7.
4. Former Supervisor, Training Director, present Trainer and instructor at Wintergreen Resort for 19 years.
5. NCAA College and High School Football Official for 25 years –so I know how to deal with adversity and pressure on the spot.
6. Attended the National Academy, PSIA-E Full Spring Rally, Southern Snowsports Management Seminar (twice), ART and Snowsports Management Seminar.
7. Race coach/Course setter/Timer for UVA NCAA race team for 7 years although never USSA certified.
8. The Fitness and Wellness club that I work for as a Manager full time has been a long time user of the “Net Promoter Score” that NSSA and ASEA is starting to use for data input, so I am very familiar of how that survey works and how that can be used to benefit PSIA/AASI-E instructors.
9. Passionate about standing on snow (would do it 365 if I could but Region 7 is the south after all!) and teaching students to see the “light bulb” come on!
10. Was a Manufacturer’s Representative (both equipment and clothing) in the ski industry covering the states of Utah, Colorado, New Mexico and Wyoming for 3 years and attended the SIA National show as a rep and model for 8 years. 1978 thru 1985.

Philosophy & Direction

Having finished my first full elected term on the board as your representative, it would be a great honor to be reelected. By listening to you, the constituents of region 7, much was accomplished during this term, both on a National and Regional level. In the National picture, the signing of an amended affiliation agreement, change in governance procedure in regards to our national representative, appointing a new national representative, and change in ASEA leadership are some key occurrences. On the Region 7 stage, I strived and was successful in providing greater training and more diverse events in the region. This made travel less expense and training more readily available, through your area trainers and the Eastern Demo Team.

As your representative, I will focus my attentions on the following points:

- To bolster the importance and recognition of certification by our customer base, Snow Sports School and Resort Area Management. On both a divisional, regional and national level.
- Continued integration of PSIA/AASI and USSA, as each organization has much to offer one another, we can develop a strong standard of mechanics, knowledge and terminology - which will provide a clearer and consistent picture to all parties involved.
- Continuous improvement of training and event opportunities for/and in Region 7.
- More representation on the National Board for Eastern, as we are the largest division.
- Retaining and attracting younger instructors who have a passion for learning, teaching and sliding– the ski bums like me are getting long in the tooth.
- As a collective board we’ve made major strides in this last term, achieving continuity with the current members will help us continue to move in the right direction.

Listening – really listening - is an acquired and valuable skill; I am a good listener. I will be open and seek to communicate with as many of you as possible. I

know every instructor in Region 7 has great ideas. Each one of you can contribute, discuss and implement your ideas through me for the betterment of PSIA/AASI-E.

The main premise of my management career has been “Take care of your associates and they will take care of your customers” – to me, you are my associates and if I can help provide you with the tools that you need to be an exceptional instructor, I will be doing my job.

Region 7 has a very diverse, educated and outdoor active population base; and from that we are able to pull many full and part time snow ports instructors. I feel they need to have their voice heard on the board. The passion, voice and dedication of each of you is exactly what will make the sliding public, snowports industry and area operators in Region 7 take note of what it means to be a certified PSIA/ASSI instructor. Once again, I would be honored to be your director or representative on the board. Remember to vote – this is the first step in letting your voice be heard!

classy-fied

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

AVALANCHE

Only the best for ski areas. Nothing less.

AVALANCHE IS PROUD TO OFFER A NEW SELECTION OF HIGH PERFORMANCE SKI CLOTHING ESPECIALLY FOR

Over 20 years experience working with ski area disciplines, operators, administration and safety. And now servicing ski schools around the world. We look forward to working with your ski school. Contact us to get a proposal.

GREAT SAVINGS! UP TO 40% OFF*

Special product selection with logo shield PSIA-E members at www.psia-e.org. Made with the latest in fabric technology and durable, easy-care components. Avalanche clothing is designed for the most severe weather conditions.

EASTERN DIVISION MEMBERS

3M Thinsulate INSULATION PRIMALOFT Teflon HYDROFLEX® Entrac® Dermizax-MP

For contact information regarding quantity discounting for your ski school go to our website and call your representative

HEAD OFFICE: AVALANCHE SKI WEAR INC.
Tel.: 418.877.5584

WWW.AVALANCHESKIWEAR.COM

absolutely aasi

AASI Update

By Brian Donovan
Eastern Division AASI Advisor

Greetings!
After many of us experienced one of the warmest recorded Decembers in a long time, I think I speak for all of us when I say we are anxiously awaiting winter's full-on arrival, resorts to be 100% open, and to get to spend some time riding in the trees! As Mother Nature's sights target in on us and we are checking out which events on the AASI calendar catch our eyes, I encourage everyone to pay attention to the registration deadlines listed with the events on the Event Schedule. Getting your event application and registration fee in on time will not only ensure that you don't have to pay any late registration fees, but will also give the Eastern Division Office the best snapshot of projected numbers of attendance for events and minimize the amount of events that get cancelled due to low registration numbers. A lot of the time, if all the members who tried to sign-up for events at the last minute had actually signed up prior to the deadline, events would not have been cancelled and multiple groups within the same event could actually be formed.

If you find an event that you really want to attend on the Event Schedule, and you want to make sure enough members sign-up to have the event run, I encourage you to help spread the word! Recruit fellow instructors in your locker room and at line-up to register for the event. Hop on social media and let other members know that you're signing up, and jump on the PSIA/AASI Community forum and see if anyone wants to join in on the fun. You never know what excitement you might help generate. Instructors who haven't looked at the Event Schedule might think it's a good fit, you might get the attention of a fellow instructor who needs an update event, you might find someone to split travel and lodging costs, or you might find a convenient couch to crash on. Help us make sure the events you would like to attend get enough people signing up so they aren't cancelled.

If you haven't done it already, hop onto www.psia-e.org and check out the AASI Event Schedule. Find an event you want to attend, get your application in on time, and travel in groups. The mega-weeks at a few resorts this season have events from multiple disciplines all at the same location. These events make it convenient for members to travel together, save money, and make connections with each other! Get out there and beat the drum to ensure members are signing up for events so you can maximize the benefits of being a member!

I hope Mother Nature treats all of you with plenty of snow and I hope to make turns with you soon! Stay safe, have fun, and jib everything!

New event added!

Due to the slow start to the season and needing to cancel the Riding Retake / Assessment that was scheduled at Elk in January, we have added the following event to our schedule. If you need an AASI Riding Retake, here is another opportunity!

Event #472 AASI Level II Riding Retake / Assessment

Wednesday, March 9th at Blue Mountain, PA

Cost is \$125

To register: <http://www.psia-e.org/ev/schedule/sort/> and enter event #472.



Hang On A Mogul...

By Todd Ainsworth
AASI Examiner Training Squad

During a trip to Wyoming and Colorado this past season, I was reminded that being able to successfully ride bumps, moguls, and variable terrain is crucial to snowboarding. While this wasn't a new realization for me, it was reinforced thanks to a particularly lean amount of snowfall and above average temperatures. Although we may actively try to steer clear of bumps, sometimes there is just no avoiding them. Examples of unavoidable scenarios I've seen, include: the end of a busy day during president's vacation week; the afternoon of a powder day; and above tree-line steep bowls that haven't been groomed or seen snow in a while. These situations, and more, may find us having to ride bumps, so here are a few handy tips that I found useful.

Where are we looking? Often, particularly on steep terrain, I find myself looking at the bump directly in front of me, my feet, or down the fall-line wondering what I've gotten myself into. Ninety-five percent of the time this causes my whole body to lock-up and my movements to become reactionary. To ride bumps in steep terrain it is crucial to look two to three bumps ahead of where we are and out over where the board's nose is pointing. This allows us to plan our line and anticipate our movements slightly ahead of when they are actually needed. If

we are traversing the bumps the same tactics apply, look across the hill and when we choose to make our turn be sure to finish looking in our new direction of travel.

Where are we turning? Different types of bumps and moguls can have a distinctly different tactics. Seeded moguls tend to force us to ride the troughs a little more; whereas, natural bumps can sometimes feel like a mini boarder-cross track with the banked turn sensations. One of the challenges with natural bumps is their lack of uniformity which forces us to be adaptable. Flattening our board in the trough, making our turn on the top of the bump, and then breaking down the backside on our new edge is a handy tactic for the seeded style of bump. For natural soft bumps, making our turn on the side, or backside of the bump, and traversing the trough can be a handy tactic. This approach would look like short snaky turns if viewed from above.

Are we collapsing or extending? Regardless of how well planned we are, when tackling a bump line we occasionally have an "Uh-oh" moment. How we manage this can be the difference between terrified gasps or elated hooting and hollering from on-lookers on the lift. When we need to hit the brakes, are we straightening our back leg, like the sure thing stop we know it is; or are we collapsing our back leg and moving our center of mass (CM) to the tail of our board to gain control? I challenge all of us to do the latter. A collapsing move does a few important things: it continues our CM's travel downhill; allows us to move into our next turn already compact so we can extend through the belly of the turn for additional speed control; and most importantly, it leaves the option open for a styling tail block mid-bump run.

The above tactics helped turn what could have been an exhausting time, into an amazing time, on some very challenging terrain. Slaying bumps is a fun aspect to our sport, I challenge you to play around in them and explore these tactics. Hopefully I'll see you at the next AASI steeps, trees or off-piste event. ☞

The Crux of the Snowboard Climb

By: Eric Wright

AASI Development Team

Staff Trainer, Loon Mtn, N.H.

I love snowboarding! Over the years, however, teaching a great lesson has proven to be even more satisfying. Though I enjoy teaching everyone, I take the most pride in the retention of the “soccer mom”. Let’s face it, snowboarding has a bad rep, because sometimes the learning curve can be...painful. Beginners and veteran snowboarders alike, all understand the intensity of a heel-side edge catch. The question is, “As long-term professional instructors, how can we help to change these first experiences?”

First, we need to make sure the new rider experience is fun and not physically punishing. For fun to be the result it is very important to identify the physical ability and learning style of the students. For example, a ten-year-old boy might be able to take a crash. The “soccer mom,” on the other hand, may never try again after one hard slam. A seasoned instructor can pace the class based on the ability of the students, instead of moving them through a cookie-cutter progression. While a new instructor may not understand these physical and mental differences, it is very crucial to consider them.

A good solid progression is one that can be adjusted based on skill. Using slow speeds, with assistance for those students lacking certain physical abilities, has proven to greatly reduce fear. On our learning terrain at Loon, I use a one-footed traverse well before the board goes directly down the fall line. The student then becomes aware of edge pressure, and how to control it, while still having the freedom of a back foot to prevent crashes. Then we can work on stance and timing at transition. This awareness of control, while riding slowly with one foot strapped in, can greatly reduce edge catches once both feet are strapped in. Sounds simple right? Reduce the hard slams and more people will snowboard. We need to focus on making our guests’ first experiences addicting ones, not painful ones.

Training programs are perhaps the best way to ensure a good product from any snow sports school. New hire instructors primarily teach the lessons that have the most crucial role in retaining new riders. The industry needs a shift. Too often I see a trend where instructors get experience, get certified, and then stop teaching. This is what needs to change. New instructors don’t have the experience, and their skills aren’t developed enough, to teach a really great, fun, Intro Lesson to the “soccer mom”. Adults pay for the lessons we teach. If we have more successful intro lessons, our retention rate will change.

My proposal is this: As high level instructors we need to take advantage of training, and be will-

ing share our wealth of knowledge with new hires. Then the best, most certified instructors, should be the ones teaching Intro lessons whenever possible. If we keep letting the least experienced instructors teach the most important lessons, I’m afraid we are not helping the industry, or our guest’s first experiences. Level threes teach ones!!!! <<

“Creating The Connection”

By Toby Burrows

AASI ETS

We teach many students throughout the winter. This number grows season after season, and year after year. To keep yourself and your information fresh, the best thing I have found is to create a bond with your students. By doing this you will never teach the same lesson twice. Instead you tailor your lesson specifically to that individual, or group, and keep them connected with your program. Here are a few key steps that I have used to get my students connected.

1. **Greeting** - First impression is everything in the service industry and ours is no different. A warm friendly greeting that showcases your enthusiasm and does not overwhelm the guest is the best method. To do this, I remove my goggles and introduce myself with a firm handshake. I want my students to know that I am going to be fun, trustworthy, and personable.
2. **Investing** - My Dad is described, in what I believe is the greatest compliment ever received, as “a man who is invested in you the moment he meets you.” When you meet your students, focus on who they are and their passions, rather than their ability level. To accomplish this, one of my favorite questions is “What do you do for fun?” Typically this will get a person to open up to you and tell you about something they excel in or enjoy. In addition, students may be nervous to try something new and unfamiliar. Reminding them of other fears or challenges they have conquered may be helpful and demonstrates you are investing in their success.
3. **Tailoring** - When you are aware of someone’s passions, you can tailor the movements you are teaching to their prior experiences or learning. The more familiar they are with a concept, the greater the probability of success. For example, I once used curling to help my students understand the movements needed to achieve fade turns. Our students will have more success if we relate the concept back to something that they already know. Also, new movements by nature are foreign; thus, the old saying “new movement old terrain, old movement new terrain” is also key.

4. **Talk TO Them** - I cannot stress this enough... the single most important element of creating a bond with your students is to never talk down to them, instead talk TO them. Use words your students will understand and remember they do not want to hear all of the technical jargon we can rattle off. Students want to understand what they are learning. It is best to convey your message in simple terms they can understand and relay to their parents or friends. Also continue getting to know your student throughout the lesson by talking to them on the side of the hill or the chairlift. At this time you may check-in on their emotional and physical wellbeing, as well as showing them that you are invested in their experience.

Our industry is driven by guests, specifically return guests. It’s a great feeling to reconnect with students time and again. Ideally, we remember their names; however, remembering the activities or passions that they have shared with us makes it much easier to connect. Continuing all of these steps will help the bond grow year after year, and make the season better for both you and your students. <<

next >>

*There’s no waiting
for friends on
powder day.*

—Anonymous

SKI A Ski Trainer
Train Dynamic Balance Skills FAST

-45%
Pro-Offers
PSIA



skia.com
thesnowpros.org/proforms/skia

PROFESSIONAL
SKI INSTRUCTORS
OF AMERICA

Not Skate Away

By Jean-Marie Vajda
S1, Belleayre Mountain, NY

A few years ago, I watched one of my staff trainers gliding down the mountain with the unbridled joy of a little boy. While I had done many training sessions with him on the snowboard, this was somehow different. I watched with awe at the free, uninhibited style that only a snow skate can bring to riding.

I very tentatively inquired about how difficult it was to stay on, and more important to this old lady, how hard it was to take a fall. In true fashion, Chance Caswell, took me by the hand and brought me to the beginner slope to find out. When I say took me by the hand, I mean he literally had to hold my hands while standing on the skate because of the fear I felt. Within 10 minutes, my fear became a giggle. Within 20 minutes, I made the first series of turns, and the giggle became a "WOO HOO!!" Each day at the mountain, I would spend time just playing on the skate. Something amazing happened. When I got back on the snowboard, my riding was better. I felt more fluidity, more ease in the turns, and a willingness to push the limits. By the end of the season, I bought my own skate.

Last season, I was thrilled to see AASI offering four snow skate events. I was due to take an event to maintain certification so I carefully looked at what was offered. The first event I signed up for was cancelled due to lack of enrollment. There was one later in the season at Liberty Mountain in PA. I continued to train but as the day was getting closer, I began having doubts about my ability and whether I had lost my mind, and was simply in the search for the fountain of youth. As an instructor, I recognize the importance of trust when students are trying something new. As a "newbie" on the skate I was reminded how truly important that trust can be.

March rolled around and it was go time. I met Terry Duffield, the examiner who was leading the event. Luckily, the group was large enough that my staff trainer, Chance was there as well. As we gathered, we talked about our home mountains and our previous experiences on the snow skate. It was a cold, crisp March morning so the conditions were firm, to say the least. The participants from Liberty were gracious and welcoming. They were incredibly helpful in choosing appropriate terrain for the conditions. On the first chair ride up, I had to forewarn my colleagues that I had not yet mastered exiting the chair on the skate. To my great relief, two others replied, "me either". We managed to all get off the chair with body parts still intact. This was due to feedback from trainers, as well as peer coaching and observing other members of the group. The dismount had a great deal to do with timing, as well as foot position. The warm-up run allowed Terry and Chance the opportunity to see ability levels and comfort levels so crucial in training. There were



various levels of certification in the group, from level I through III, and some working on becoming examiners. The feedback and little tweaks on the way down made it clear we were all in good hands. As the temperatures rose, so did the level of excitement and confidence. The positive vibe was visible. There were several events going on at the mountain that day. Each run we took, was met with enthusiasm and inquiry, not just from the group, but from groups watching from the bottom or the chair lifts. The joy was infectious.

After lunch and a quick warm up run, we were told we were going to the backside of the mountain. My immediate thought was, "does that mean I will be on my backside?" The terrain was definitely more challenging than the front-side. I am a firm believer, however, that riding with people with more developed skills enables you to learn and improve your own riding. To get to the next level, you have to explore new terrain. Terry and Chance knew exactly which trails would push us to new limits without freaking us out. There were some butterflies in my stomach, but not terror. There were falls, but not wipe outs. There were tears, but from laughter, not pain. At one point the group was split as some were ready to tackle moguls. The rest of us continued to work on improving new found skills like shifting weight throughout various parts of the turns, as well as making adjustments to accommodate the changing conditions. Some of us continued to work on moving our mass across the skate to engage the new edge.

The two day event left me re-energized and excited to try some of the more challenging terrain on my home mountain. Some of the skills I developed, I incorporated into my snowboard lessons. The training I received from Terry and Chance allowed me to introduce the skate to other instructors, as well as customers. The saying "March comes in like a lion, and out like a lamb" proved to be just the opposite for me. I went to the snow skate event timid like a lamb, but left with the pride and confidence of a lion.

This season my home mountain, Belleayre, is hosting a snow skate event February 1 and 2nd. I strongly encourage anyone to sign-up if you: need an event, are looking to improve your riding and teaching, or you are looking for something new and exciting. Belleayre has amazing terrain for the beginner; intermediate terrain with various progressions of difficulty; as well as black diamonds and glades. I can tell you from experience, it will make you look at any trail in a whole new light. Hope to see you there. <<

\$2 per order
donation
to PSIA-E
scholarship
fund

Jane Skipro

Ski & Snowboard Instructor: Certified Level 3 Alpinist, Level 2 Snowboard
Specializing in lessons from ages 4 to 84 - let's go have some fun!

(727) 456-7830 cell
(727) 195-6112 home
jvov@psia-e.org
www.snowportal.com



EASTERN DIVISION MEMBER

THREE PEAKS RESORTS SKI & SNOWBOARD SCHOOL
Belleayre (727) 456-7830 x123 www.3PEAKSRESORTS.COM

Get 250 Pro Cards
with personalization options,
PSIA-AASI logos and
FREE SHIPPING
for just \$49.

Eastern members order
online! Details at
psia-e.org/cards



Pro Sites: You're a pro on the hill
and it shows. Promote yourself
and your school. Use signup code
"PSIAE50" for \$49/year and save
another \$20 on pro cards!.

School Sites: Launch a portal in
60 seconds. Take schedule
submissions, track clinic
attendance, create documents
repository, host staff forums and
more! Starts at \$399/year.

Pro Profiles: Create a searchable
public profile with links to book
lessons with your snowsports
school. White label branding
option for schools, too.



Trusted by these and other resorts



Find out all the details at

snowportal.com

adaptive airtime

Adaptive In More Ways than We Expected

By Allan Miller
L1 Adaptive, CS1

The Adaptive Pro Jam was held December 14-18, 2015. The event turned out to be a real test of our ability to “Adapt” as the weather was not what we wanted it to be. Fortunately, we had two knowledgeable and expert leaders, Geoff Krill and Augie Young, and seven eager participants. Five of the participants from Vermont Adaptive were Maggie Burke, Tom Alcorn, Norm Staunton, Olivia Joseph, and Kelly Walsh. The other student was David Trudel of the Wintergreen Resort in Virginia. My area is Double HH Ranch in Lake Luzerne, NY.

One of the excellent benefits of concentrating for a week on adaptive skiing and riding was the breadth of discussion that took place. All of us had differing levels of experience. As a result, questions and discussions, ranged from the very basics to some really difficult situations and student challenges.

When the week began on Monday morning, we all knew the weather would present an opportunity to show how truly adaptive we were. We started by taking advantage of the reasonably good spring conditions and the fact that many in the group were on skis for the first time this season. While we skied every open trail, we also spent time talking about how conditions affect our decisions related to where to take our students and how to approach teaching in the constantly varying terrain and surfaces we were on. Looking ahead at Tuesday’s rainy forecast, we decided to take advantage of Vermont Adaptive Sports’ excellent facility in the Andrea Mead Lodge at Pico Mountain and planned the day to become familiar with the adaptive equipment they have for their students.

While we never got on the snow Tuesday, it was a really good day. The discussions took us through bi-skis and mono-skis of several designs. We reviewed how to properly fit the equipment to the student. We talked through various teaching progressions on each piece of equipment and some of the successes and difficulties that we have experienced.

Wednesday had more favorable weather so we took Tuesday’s discussion to the snow. Using both the bi and mono-ski equipment, each of us spent part of the day acting as the student or instructor, both learning and teaching. Throughout the day, we received valuable coaching from Geoff and Augie.



Participants (left to right): Allan, David, Tom, Olivia, Norm, Geoff, Maggie, Kelly. Not in Photo: Augie

Thursday, we again used the bi-skis on the snow. This time, we all had the opportunity to refine our tethering skills. The time spent getting expert input to help improve our technique was incredibly valuable.

Thursday evening was the banquet. We all sat together and were joined by Gwen and Ray Allard, Kathy Chandler as well as Erin Fernandez, Director of Vermont Adaptive. At the dinner, several notable awards were presented. Geoff Krill presented Tom Alcorn the 2015 Adaptive Pro Jam Award for his contributions to the Vermont Adaptive Sports Program. Kathy Chandler presented Gwen Allard, the title of Examiner Emeritus, for her lifetime contribution to PSIA and the growth of adaptive programs throughout the country.

Friday, we wrapped up with a discussion of other aspects of adaptive teaching: visual impairment, developmentally disabled, and three- and four-track skiing. While we had no riders in the group this year, we also discussed some of the equipment and techniques being used to teach riding to students with disabilities.

This was my first Adaptive Pro Jam. My motivation to attend was to accelerate my learning curve as an adaptive instructor. Our season at HH is short. It was clear to me, from the beginning of this amazing adventure, the most effective way to become a good adaptive instructor was to interact and teach with as many other instructors as possible and gain from their experience. Geoff and Augie’s guidance and input, and the opportunity to work with the other six participants during the week, made a significant jump for me toward my goal.

Overall, it was a great week. I hardly noticed the rain and lack of trails to ski. I expect to attend this program again as there is still so much to learn.

I thank PSIA for the partial scholarship that helped fund my participation in the Pro Jam. Thanks to all the participants in the Adaptive week who were incredibly supportive of each other and also helped edit this article. <<

The Problem Student – How EECs Can Help

By Leslie White
Adaptive Clinic Leader
Adaptive L3 Alpine L2
Liberty Mountain Resort
Blue Ridge Adaptive SnowSports

You just finished a group lesson, exhausted. You had Jamie, this one student who just wasn’t “getting it”. He consumed your energy, and you weren’t able to fully focus on the other students in your group. No one won in that lesson – not Jamie, not the other students, not you, or your resort. The lesson was frustrating and you may have several disappointed, unhappy guests.

Classes like this are happening more often, as evidenced by people asking for support during the Snowsports School Management Seminar’s sessions on “Essential Eligibility Criteria (EEC)”. These students are often disruptive and a serious challenge to the instructor and school.

Sometimes the “problem student” might just be a kid who doesn’t want to be there and is making everyone’s life miserable. But often the student has valid reasons for having difficulty such as having a learning disability (auditory, visual or speech processing problems); attention deficit hyperactivity disorder (on or off their medications); being on the autism spectrum; or having a “hidden disability” (e.g., multiple sclerosis, cerebral palsy, stroke, traumatic brain injury, PTSD, etc.). Many instructors believe these students should be in an adaptive lesson but that is not your call. A well-trained instructor, with the proper policies and practices in place, can make such a lesson work for all of the guests.

Why is This Person in My Class? The reasons are varied. People new to snowsports know very little about the sport. Their view is distorted by watching the Olympics, X-Games, World Cup competitions, and extreme skiing and riding videos. Many First Timer Guides prepare guests for their first trip to the mountain, but few of these guides identify the physical and cognitive abilities a person needs to ski or ride. Hence, newcomers have no way to evaluate whether or not a new snowsport is for them.

Many children with special needs attend classes with non-disabled students through “mainstreaming” or “inclusionary classes.” Parents of children with special needs, especially if their kids are mainstreamed, may assume that a snowsports school can accommodate their child – whether or not the parents disclose their child’s special needs.

Also, people with disabilities are aware of their legal rights. Any resort operating under special-use

authorization from the U. S. Forest Service is required to comply with both Section 504 of the Rehabilitation Act of 1973 (Section 504) and the American with Disabilities Act of 1990 (ADA). If not on federal land, for anyone that meets the Essential Eligibility Criteria (EEC) the ADA requires all places of public accommodation, including private ski areas in certain circumstances, to provide integrated access to their programs and activities. Therefore ski and ride schools cannot deny a person with a disability the ability to participate in any program or activity available to people who don't have disabilities, unless that person doesn't meet the Essential Eligibility Criteria for that program or activity. The EEC applies to everyone.

Why Essential Eligibility Criteria? The purpose of the EEC is to establish who can participate in an activity based on the person's ability to perform the essential skills and abilities, with or without reasonable modifications, required for that activity. The process of implementing EECs helps you determine what, if any, reasonable modifications you need to make for your guests. Plus, your guests have the information needed to objectively evaluate if they can (or want to) participate.

Best Reasons to Have Essential Eligibility Criteria: First, the EEC enables guests to decide in advance if there is a "good fit" between them and the activity, whether or not they have a disability. Guests arrive fully informed about the physical and cognitive skills and abilities needed to both ski or ride and participate in your school's programs. The criteria also helps a guest decide what type of lesson to take - group, private or adaptive. The more informed the guest the better for everyone.

Secondly, the EECs provide a sound foundation and guidance when you have that difficult conversation with a parent or guest about a problem student. A review of the EEC keeps the discussion focused on the skills and abilities required for that activity instead of anyone's assumptions of a guest's capabilities (especially if the person has a disability). The guest will see that you have given serious thought to the topic and not just "off the cuff" decided that the problem student doesn't belong there. It is a great guest relations tool. Together everyone decides if there are any reasonable modifications to be made to enhance the person's experience. Often the best solution to a problem is to ask the person how you can meet their needs. You may be surprised how simple the accommodation may be - but you don't know if you don't ask.

Finally well-written EECs avoid discrimination against people with disabilities due to people's biases, stereotypes, and misinformation about people with disabilities. For example, many non-disabled people don't know that a person in a wheelchair can ski. Development and publication of the EEC for your area's various programs and activities brings you into compliance with one aspect of federal and state disability laws.

It's not hard to establish the essential eligibility criteria for your resort. One excellent resource is the U.S. Department of *Agriculture Forest Service's Accessibility Guidebook for Ski Areas Operating on Public Lands* (http://www.fs.fed.us/recreation/programs/accessibility/accessibility_guidebook_ski_areas_2012.pdf). Even if your area is not on public land the ADA has the same accessibility requirements. The U. S. Department of Justice has a website dedicated to the Americans with Disability Act with lots of good information and resources (http://www.ada.gov/ada_intro.htm). Last the Adaptive Education Staff can help you, so contact us through the office. <<

Try Out the Certification Process

By Kathy Chandler, Eastern Advisor
Level III Alpine, Level III Adaptive

So you have been teaching adaptive for a few years. You've been bitten by the bug that has gotten many of us? Do you love the creativity you have to use to teach someone who only has one leg, cannot see, or speak? Are you looking for more? Not sure where to turn? Where to start? Jump into the certification process, or consider going for the next level. Just thinking about it is the start! Now let's put those thoughts into action. First: Choose your discipline:

Visual Impairments and Cognitive Disabilities, or
Three Track and Four Track, or
Mono and Bi Skiing

Next: I always advise instructors and volunteers to choose the discipline where they are most experienced. Even then, most everyone will have one area they are stronger in, for example, strong in cognitive disabilities and weaker in visual disabilities. Or strong in Bi-ski tethering, but not as much experience with mono-ski. My advice, get some experience and training in the area you lack confidence. For example, if you haven't done a lot of blind guiding, go out and guide your friends or other instructors. Alternatively, if you haven't mono-skied, jump into a mono-ski yourself and have others instruct you.

Step 3: Now get yourself signed up. You have to sign-up 3 weeks ahead of the exam date and you need your Director's signature. If you can talk some of your friends into doing it with you, that helps. If we do not have enough people for an exam, and we like to have at least 4, we may have to cancel the event. We HATE to cancel events, so hopefully there are enough to fill the exam and it's a go.

You are in! Time to focus your training on the exam. You will be tested on your skiing, teaching, and professional knowledge. There are two manuals you can access on the adaptive page of the PSIA-E website that will help with your preparation. One is the "Exam Guide", which walks you through the

whole process for each level. The "Study Guide" is the other great resource for anyone in the certification. Dive in, ask questions of people in your program who have already gone through the process. If you don't have peers that have gone through the process, call one of the Examiners, we are all willing to help anyone interested in the certification process.

For the skiing portion, get some time with the higher level alpine instructors/trainers at your mountain. Learn to do all the demos: straight run, straight wedge, wedge turns, christie turns, parallel turns and get some dynamic turns going for the upper levels. In the exam you will be asked to do some tasks, like funnel turns or hourglass turns; short, medium or long radius turns; stem or step turns; pivot slips, synchronized skiing, hockey stops, sideslips, lane changes, bumps for upper levels, and more. So get some practice.

You will be expected to teach your peers. Come prepared by practicing at home. Get out in front of your peers and teach them something, making it fun and engaging. Work on drawing your students in, getting them to open up, to understand, and to try something that might be out of their comfort zone, but keep them out of the "Yikes zone". We do not want you to tell us what you would do, we want you to do it.

The professional knowledge piece is ongoing throughout the exam. Stay alert for opportunities to let us know what you know. There may be some direct questions or open-ended questions that lead to discussions regarding equipment set-up and uses. The conversation can go in many directions but will always be informative. Be ready to share your knowledge with the other candidates and the examiner. We are all passionate about continuing our education.

The continuing of education is the thing we get excited about. Sharing the passion with others who are in the certification process is fun to be part of and watch. We are here to assist in any way we can, so stop us on the hill, call, text or email anyone of us. And jump in! <<

*A pair of skis
are the ultimate
transformation to
freedom.*

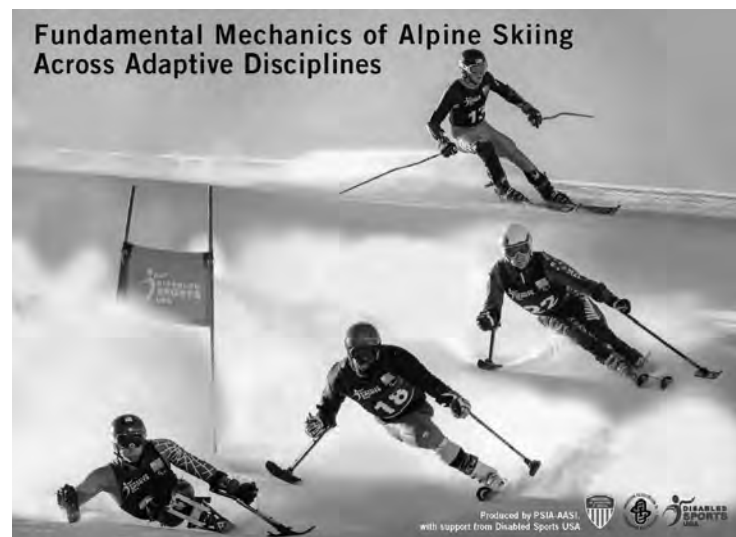
—Warren Miller

PSIA-AASI Adaptive Team Rolls Out New Education Piece

By Kim Seevers

PSIA-AASI Adaptive Team Coach

PSIA-E Adaptive Education Staff member



PSIA-AASI's latest adaptive education training piece is called *Fundamental Mechanics of Alpine Skiing Across Adaptive Disciplines* and was introduced by the Adaptive Team in Ushuaia during the Interski Congress in September. The new piece uses the alpine skiing fundamentals to look at mechanics as they relate to two, three, and four track skiing and mono-skiing. The final pages of the piece relate bi-ski instruction to the five fundamentals. The intent of *Fundamental Mechanics of Alpine Skiing Across Adaptive Disciplines* is to provide adaptive instructors with easily understood graphics that allow them to compare what they may know about teaching one discipline to teaching another they might not be as familiar or experienced with. As an example, many instructors have experience teaching individuals with cognitive disabilities who two track, but rarely teach a three track skier. This guide will allow them to look at what they do with a two track beginner/novice or intermediate/advanced skier (what they know) and compare the same skill for a three tracker. It essentially shows them the slight differences in what they need to teach, but also gives them the confidence to say, "Hey, what I already teach about turning the feet with my students with autism is the exact same thing for a three tracker except the outriggers do some of the same work." The final pages compare teaching progressions for teaching a bi-skier who is learning a rotary or edge focused learning progression with hand-held riggers.

Fundamental Mechanics of Alpine Skiing Across Adaptive Disciplines is a useful education piece for volunteers looking to better educate themselves and can be used as an excellent study guide for instructors headed to certification exams. Use of the guide will also provide a comprehensive tool for use by snow-sports school trainers. An important outcome for adaptive instructors using the guide is the understanding that our students with disabilities are taught the same movements and mechanics regardless of the adapted equipment necessary for them to ski.

Fundamental Mechanics Across Adaptive Disciplines is one of the first PSIA-AASI education pieces to be made available to members and non-members at no cost. It was developed with support from Disabled Sports USA. The piece may be downloaded as a pdf at <http://www.thesnowpros.org/Publications/VideosResources/Resources/AdaptiveEducationalResources.aspx> <<

Get the PSIA/AASI Rate
when you book with
Choice Hotels®



Book at choicehotels.com or call 800.258.2847
and ask for Special Rate ID#00224550



Must be a PSIA/AASI member to receive discount. Advance reservations required.
Discount subject to availability and cannot be combined with any other discount or promotion. Valid at participating Choice hotels through 02/26/11.
© 2010 Choice Hotels International, Inc. 10-282/05/10



WINDHAM
MOUNTAIN RESORT



Expertly crafted comfort and performance
windhammountain.com
518-734-4300 ext. 1193

kids, kids, kids

From Left to right top row: Joe Forte, Keith Rodney, Bonnie Kolber, Griz Caudle, Earl Whitmore, Maureen Drummey, Mark Aiken, Alison Cumming, Mickey Stone, Chris Saylor
Bottom Row: Joel Dewey, Sue Kramer, Jim Polinchok, Ben Craig



Kids' Kube App

By Sue Kramer

Children's Committee Chair

ACE Team Coach

Alpine Examiner

Longtime ACE Team member Tina Buckley often says, "There's an app for that." Well guess what? Now there is. The Eastern Division's ACE and DCL member Jim Polinchok, presented this idea to the Team in November of 2014 and under the direction of Coach Sue Kramer, the team has completed version 1.0. The new app is practical, easy to navigate, and specifically created for children's ski instructors. How many times have you been with a group of kids and you just don't know what to do? This app will help guide the way to providing an effective activity or game, specifically geared toward your students.

The app features activities for 3 distinctive age groups, 3-6, 7-12, and 13-17 years old. Once you choose the age group you're working with, you can choose from 3 different ability zones; beginner, intermediate, and advanced. Easy! From there pick a skill; rotary, edging, and pressure. Again, easy! The videos are all less than 2 minutes and downloadable from YouTube. In some instances there is a written description of an activity rather than a video clip.

As we all know with the direction of technology these days, the possibilities for this app are endless. The Team intends to continually add content including more games, activities, helpful tips, and ideas. There is also a plan to work with AASI to bring this app to the snowboard side. Finally, while some resorts don't allow cell phones at work, this app can still be valuable as a learning tool to use at home or on break. So, whether you're an Apple, Google, or Windows fan, this app is for you! Find out how to sign-up for it by visiting: www.psia-e.org/kidskubee. ☺

A Review of "Hunger for Games" at the Children's Academy

By Gary "Griz" Caudle, ACE Team Member

I was dreaming of a white Christmas, but alas I only had a song to sing; more of a "Song Sung Blue" than "White Christmas".

However several weeks prior to this the Children's Academy was held at Mt. Snow and although Mother Nature tried her best to disrupt things, the crew at Mt. Snow laid down some white where there once was brown and we slid our way into the Hunger for Games. That's right - the Hunger for Games. Yes, a play on the very successful movies, but something you have always wanted. I have attended and worked the Academy for more than 18 years, and each year the number one question from participants is, 'Can we get a bag of tricks?' Where we have offered 'bags of tricks' before, the Hunger for Games was more a call to arms. (pun intended)

It is not sufficient to offer a bag of tricks at face value; something to fill an hour or two lesson. What is needed is a backward design format where we see the outcome desired and create a meaningful set of objectives in order to meet that outcome. Starting with assessment, which drives your instruction, and incorporating the Play-Drill-Adventure-Summary teaching cycle, we create more than a bag of tricks. What we develop is a game or 'Adventure' that encompasses the learning or enhancement of a skill.

Although numbers were small at this year's Academy, the group enthusiastically embraced the Hunger for Games concept. Skills we introduced, games were shared, and adventures were had by all. Instead of the question, 'Can I get a bag of tricks?'; "I never thought of doing it that way", or "Wow, that really worked and was so much fun" was heard. I believe that the sequel will be next December. I am looking forward to Hunger for Games II. After all you cannot have too much fun!

Well it took its own sweet time getting here, but winter has finally arrived. Several days below zero is great for snowmaking. Enjoy the rest of the season; it might be better than you think. See you on the snow. ☺

KIDS' KUBE

snow sports school management

Fun Starts...Where you Find It!

By Doug Daniels

Snowsports Management Committee Chair

Alpine Ed. Staff

Mount Snow, VT

During the first week of December we held the Snow Sports Management Seminar at Mount Snow and we had a great turnout and a lot of Fun! The snow was a little thin, but at that time, who knew those would be the best conditions for a while. Hopefully by now, we are all up and running with great skiing and riding. I know at Mount Snow we have been blessed with some cold temps and our snowmakers are heroes...for sure!

At the seminar, the Snow Sports Management Committee named a few award winners, including the first annual winner of the Ron Kubicki Staff Appreciation award to Susan Smoll from Bear Creek, PA. We also had 2 winners of this year's Einar Aas award, Doug Kaufman from Mount Snow and Gwen Allard from the Adaptive Sports Foundation. I used to think I was a veteran in this industry until I heard both the presenters and the recipients talk about their storied pasts in our sport and industry. Hats off to all the award winners, you inspire me to keep at it.

The opening of this season has been quite challenging for snowsports managers and directors all over our division. A lackluster start to the season with late openings; a challenging - to non-existent - to less than stellar Christmas week; has a lot of managers, and pros, looking down the barrel of some challenging decisions. In my neck of the woods we were lucky to just be open and to keep them entertained. The most important thing was that the folks who did take lessons were very happy with their lessons. Our staff are a true testament to the abilities of an experienced snowsports professional to keep their students safe and engaged even when conditions are marginal. As I am sure any snowsports manager did during the Holiday week, I had many proud moments watching our team knock it out of the park. If you can do it with those challenges, just think what you can do once we get some great conditions.

As I write this, we are dropping into a good cycle of cold temps and I'm looking at little snowflake icons in the forecast. The Adaptive Educational Staff is visiting my resort and doing some training, once again...inspiring is the word that comes to mind. The best weapon against a slow start is a positive attitude. It may not be snowing, and the powder shots may be a few weeks away, but if you can just BELIEVE snow is coming...it will happen. Just before the Holiday week I decided that winter wasn't going to show up, so I was going to act like it was here anyway. This not only helped with being able to lead our staff, but it also helped me get in the holiday spirit. My son appreciated it and even joined me for some sweet sledding on the grass on the hill. Sometimes it is just about the attitude. If you make it Fun, most folks will join you!

All my best to all of you for a GREAT 2016! And hoping for a January, February and March that is full of SNOW! BELIEVE! ☺

Sometimes it is just about the attitude. If you make it Fun, most folks will join you!

—Doug Daniels

NEW THIS YEAR!

ROME SNOWBOARDS IS OFFERING AASI MEMBERS ACCESS TO THEIR PRO-FORM WEBSITE.

EMAIL OPERATIVE@ROMESNOWBOARDS.COM TO GET YOUR ACCESS TO THE ROME PRO-FORM WEBSITE.



PSIA Ski and Snowboard Instructors

Sugarloaf Ski and Snowboard School is looking for motivated, enthusiastic individuals who are looking to learn, grow, and have a lot of fun at a world class resort with a culture of training.

Sugarloaf has 7 PSIA-E Examiners (the most east of Denver) and 2 USSCA Level 400 coaches on staff.

Come ski and train with:

Peter Howard - Examiner, Eastern Certification Chairman, National Team Selector, and past Eastern Team member

Lani Tapley - Examiner, 3 time Eastern Team member

Matt Tinker - Examiner, Eastern Team member **Luke Martin** -

Examiner, Eastern Team member **Tom Bird** - Examiner

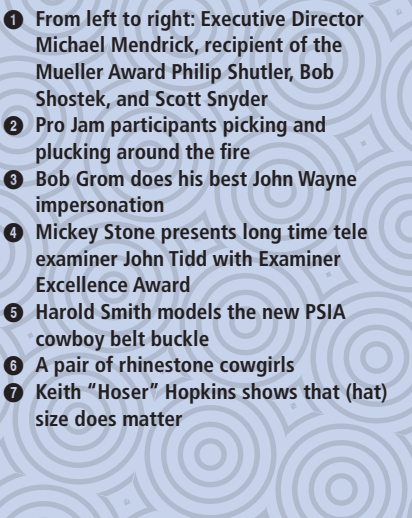
Steve Moore - Examiner

Tom Butler - Examiner & Ski School Director

Scott Hoisington - Development Team & Level 400 USSCA Coach

An exclusive combination of training and teaching will help boost your Professional Skiing career to the next level. If you are interested in this unique opportunity please fill out a Sugarloaf online job application, and we will be in contact for the next steps of this exciting journey. Achieve your teaching and training goals with the Sugarloaf Ski & Snowboard School.

SNOW PRO
JAM
 Eastern Division



- 1 From left to right: Executive Director Michael Mendrick, recipient of the Mueller Award Philip Shutler, Bob Shostek, and Scott Snyder
- 2 Pro Jam participants picking and plucking around the fire
- 3 Bob Grom does his best John Wayne impersonation
- 4 Mickey Stone presents long time tele examiner John Tidd with Examiner Excellence Award
- 5 Harold Smith models the new PSIA cowboy belt buckle
- 6 A pair of rhinestone cowgirls
- 7 Keith "Hoser" Hopkins shows that (hat) size does matter



**PSIA-E/AASI
2015-2016
Event Application**



OFFICE USE ONLY

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

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

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

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

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

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

NAME: _____ Last _____ First _____ Nickname (for your name tag) _____ Male / Female
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**

<p>_____ - _____ - _____ - _____ - _____ Exp. Date: _____ Signed _____</p>	<p>OFFICE USE ONLY</p> <p>Date Proc _____</p> <p>Auth # _____</p> <p>Initials _____</p>
--	--

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

All applicants must sign the following release form:

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

**Applicant's
Signature**

Date

IF APPLYING FOR ANY CERTIFICATION EXAM OR ALPINE RESORT TRAINERS EVENT, YOUR SNOWSPORTS SCHOOL DIRECTOR MUST SIGN.

As Director, I attest to the following:

- ✓ This applicant is a member of my staff and is in good standing with our school.
- ✓ If I am presenting this candidate for any level of certification, I further attest that the candidate has received exam training and preparation. If a candidate for Level I, the candidate has completed the entry level requirements, including a minimum of 50 hours of teaching/training; for Level II the requirement is 150 hours of teaching/training and for Level III the requirement is 300 hours of teaching/training including at least 150 hours at advanced levels.
- ✓ This applicant is a member of our training staff and has my approval to attend, if application is for an ART event.

**Director's
Signature**

**Snowsports
School**

ADMINISTRATIVE CHARGES FOR NO-SHOWS, CANCELLATIONS AND RETURNED CHECKS

	<u>Transfer</u>	<u>Cancellation</u>	<u>No Show</u>	<u>Returned Check</u>
Up to one week prior to original event	\$10.00	\$20.00	75% of fee	\$25 additional
During the week prior to original event	40% of fee	50% of fee	75% of fee	\$25 additional

(notice no later than 4:30 PM on last business day before event – Transfers to other events must be before the deadline)

Please refer to www.psia-e.org/charges for complete description of administrative charges.

xx-ploring

Celebrating Two Eastern Ski Legends

By Mickey Stone
PSIA-E Nordic Coordinator

In December 17, during the Pro Jam banquet, Gwen Allard and John Tidd, eastern ski legends and pioneers were celebrated for their illustrious careers.

We would like to congratulate Gwen Allard for all her duties with PSIA-E and National, and for popularizing the Adaptive Discipline and managing it for all those years.

Our Nordic Discipline celebrated John Tidd for more than 40 years of participation in PSIA. John was part of EPSTI before PSIA-E was created and came from a Nordic coaching background. He then fostered the start of PSIA-E Nordic in 1960 and was a member of the 1960 and 64 PSIA National Nordic Demo Teams who introduced Telemark Instruction to the world. John also started the Telemark branch of PSIA-E in 1986. John owned Mtn Meadow in Killington and is the owner and founder of the TiddTech grooming machine.

John has fostered and guided our Telemark division since its debut and our entire team is happy for his contributions and time together. We are sad that we will not see his presence as much, we have never seen a leader, mentor, or friend quite like John Tidd. Here's to you John!!! <<



Cross Country ITC

By Julie West and Mike Innes
Cross Country Examiners

The three-day 2015 Cross Country Instructor Training Course (ITC) was held at Bretton Woods, NH, December 15th-17th.

Despite the snowless early winter in the northeast, there were almost 20 participants for this event. Bretton Woods was accommodating and we were able to be on snow (which was a first for all this season) at the alpine area. We had a variety of terrain to ski that allowed us to also work on uphill and downhill technique. Course Instructors were Mike Innes and Julie West.

For the course we focused on skiing and teaching skills in both classic and skate disciplines. We shared teaching progressions, drills, tips, and games. Participants practiced teaching and received instant feedback from other attendees and the course instructors. Participants also had an opportunity to work on their personal skiing using video analysis. The three day format is unique in that it really gives participants opportunities to jump start their season and have the time to explore teaching progressions and hone their skiing skills with more depth than a normal two day clinic.

On the afternoon of the first day there was a high school race. We were able to watch the racers and practice movement analysis on young skiers of varying levels. This helped to define the importance of movement analysis as an instructional tool. We then got additional practice with our own video. Cross country skiing articles and other resources were provided. A wax clinic was offered on the final day, and we also discussed different types of equipment for cross country skiing.

The skiers who attended this year's ITC were from varied backgrounds: instructors, teachers/coaches, outdoor program leaders, and crossovers from the Alpine side. Participants congregated from as far as the Maine coast, the Boston area, PA, and the Adirondacks. While the majority of the participants were already PSIA members, the ITC yielded five new members to start off the ski season.

The group of attendees had the opportunity to hone their teaching skills and take their personal ski-

ing to the next level. It was a great sharing event with every participant contributing ideas and knowledge. They left with an array of ideas to adapt to their teaching style and home area. On an exciting note, twelve candidates received their Level 1 Cross Country certification! <<

From Closed to Open Minds of Awareness

By John Russell
PSIA-E Telemark Examiner

What I love most about telemarking is I am in a constantly changing environment. As I adjust my tactics from turn-to-turn to deal with the ever changing terrain, pitch, people, and snow conditions, I must also change the blend of complex motor skills used in telemarking for maximum efficiency and economy of movement. Because of these elements of unpredictability the skills we teach must be classified and taught as open skills

Before I embraced teaching open skills, I would introduce stance and balance by talking about even weight on feet and their spacing in the fore/aft and lateral planes. I would position people with their feet hip width apart in a telemark position, with a countered upper body, and hands up and in front. I was teaching stance and balance as a closed skill, positioning the body regardless of the environment.

Now, I think of the body finding its natural, balanced position as it moves in its environment. The first discussion is how your stance and balance is affected by HOW you make a telemark lead change. There are three different ways to move the feet to create a lead change: 1) step forward, 2) step back or 3) shuffle the feet (move one forward as one moves back). Be aware, however, these three actions, cause five different movements in the upper body that affect where and how we are balanced on our skis. 1) If we step forward, our body weight moves forward. 2) If we push our foot forward, our body weight stays back. 3) If we step back, our body weight moves back. 4) If we push our foot back, our body weight stays forward. 5) If we shuffle our feet, our body weight stays centered between our feet.

Walking is a great exercise to learn how the different ways of lead change affect your stance and balance. Walking is a positive transfer to telemark skiing, as everyone who has walked up to a lesson has already shown they have a kinesthetic understanding of telemark movements, they just don't know it yet. While walking, if you freeze in mid-stride you will be in a telemark position with a natural distribution of weight on two feet in both the fore/aft plane and lateral plane, and with an appropriate amount of countering with the upper body. Walk across hills and up gentle inclines to develop awareness of how the body moves to compliment the different ways we create lead changes and edge angles; how the weight moves from foot-to-foot and edge-to-edge; and how the body is left in different positions depending on

the step used. Walk down gentle pitches and around the corner, being aware of how the inside of the body leads the stepped turn. Note how it is the push off the right foot to move the body to the left, or the push off the left foot to move the body to the right. Include sidestepping and herringbone movements uphill and remember that herringbone movements are skating movements, so skate as well! Walking and skating promote an awareness of how the natural movements we use every day apply to telemark skiing. Indeed, the only thing that has changed, is the feet are now a meter and a half long and weigh two kilograms each!

The second discussion is how your stance and balance is affected by WHEN the lead change is made. There are only two times one can change the lead foot: 1) lead change and then turn, or 2) turn and then lead change. Understand it is a combination of your choice of HOW you lead change, the timing of WHEN you lead change, and your environment that determine where your body is balanced. Yes, show all of these movements from the beginning of the journey. It is about having different sensations to play with!

To explore these two options, stand across the hill in a telemark position (downhill foot in front and uphill foot in back) and take three slow steps freezing in the telemark position each time. Be aware of how the weight changes from foot-to-foot and edge-to-edge and how the upper body compliments the stepping movements. After the third step the uphill ski should be forward so hold this telemark position and add some active steering with the feet and legs down the hill and across the fall line to create a turn. Hold this new telemark position (the downhill foot should be in front and the uphill foot in back) and repeat three steps across and actively turn the feet and legs downhill when the uphill ski is forward. Practice until you are able to feel balanced regardless of which foot is forward in your traverse and you are able to hold the telemark position through the turn. These turns have been created by lead change and then the turn.

Next, play with turning and then lead change by using the movements in a mono mark turn. A simple explanation is the mono mark turn is made with no lead change. While facing downhill, and staying in one telemark position, simply begin to actively steer the feet and legs to both the left and right to create direction changes. Be aware of how the body needs to move slightly from foot-to-foot in the fore/aft and lateral planes as you steer to create easier direction changes. The turn and then the lead change is done by using the mono mark position as a starting point. Stand across a gentle hill in a telemark position (downhill foot forward uphill foot back), then slide forward and begin to actively steer the feet and legs down the hill from your mono mark position. As you create the direction change, and approach the fall line, then begin to lead change. Hold the telemark position through the turn, begin the new turn, and then change the lead foot. These turns have been created by a turn and then a lead change.

By introducing stance and balance as an open skill our body is allowed to find its natural balance.

Where we need to stand to be balanced is a result of our choices of HOW and WHEN to lead change combined with our environment. Natural balance is in a constant state of flux and not found in one convoluted body position, so open your mind to teaching stance and balance as an open skill. <<

Norheim's Dilemma: Monomarking for the Modern Teleskier

By Samuel "Sam I Am" Haverinen
*L1 Telemark, L1 Alpine, L1 Snowboard
Sunday River, ME*

I was so anxious to get started sliding this year but the late start, due to El Nino, let me think about turning more than actually getting out there. I have fond memories of last year's early season turns and it reminded me of the need to fire up my athletic reflexes that have been dormant since 2pm May 26th 2015 when I completed my final turns of the season. I am also reminded that I will have to make an important decision: do I alpine, telemark or snowboard first. I am beginning my second season with PSIA/AASI and have level 1 pins for all 3 disciplines to adorn my lapel. Still the decision before me stands as a grand metaphor of the dichotomy I face countless times every run on my free-heel skis, do I alpine, tele or monomark for my first turns. I wonder if it was the dilemma Sondre Norheim faced while developing the techniques of modern skiing.

Sondre Norheim was a nineteenth century inventor and skier from Norway. He is credited with developing both fixed heel and telemark bindings and the techniques (christiana and telemark) for turning skis while descending slopes. While modern parallel skiing has evolved greatly with improvements to technology, telemark skiing has remained essentially unchanged. Modern telemark skiing, however, does employ many technologies present in alpine equipment blurring the lines of what were once two strikingly different movements. As a result, it makes it possible for an experienced free-heel skier to choose a technique in the moment.

I embrace the freedom to choose the many types of turns you can make on telemark skis. The options of telemark or alpine have advantages and disadvantages. A telemark turn has a slightly longer lead and feels the snow sooner than in an alpine turn, while also providing fore-aft balancing advantages. An alpine turn can offer a more laterally stable base, off of which a skier can affect rapid extension to either keeping one's skis in the snow or propel them out of the snow.

In December of 2014, I had the opportunity to spend a week with the Eastern Division's Nordic Educational staff at Killington. Of the many tasks our group practiced throughout the week, the one that stood out the most was a monomark. A monomark is a sequence of turns, while maintaining a static telemark stance, with no change in the leading ski. It is kind of like a parallel turn in a telemark stance. With

the monomark, the skier must focus on flattening the new inside ski, while it is facing across the slope, in order to progressively steer the skis downhill where it can be edged for more shaping and direction changed. Repeating the movements of edging, to affect direction change, in sequence with the movements of release, to re-align with gravity's pull, forms a sequence of round turns and allows for the most efficient and predictable movements possible.

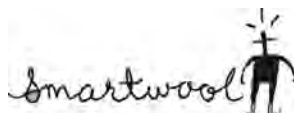
Reaping the benefits associated with smoothly linked turns, on the vastly variable surface of many slopes, requires a continuous adaptation of the turn's characteristics. While looking ahead and planning a line can help prepare you for a successful run, for adapting to terrain, experts often rely solely on reflexes and intuition. When heading out for some early season turns, develop reflexes by practicing with monomark turns. The focus on edge release and engagement, is an excellent way to adopt continuous movement as second nature; thus, freeing the skier to concentrate on fine-tuning lead changes.

To learn a monomark turn, begin on a gradual slope in a telemark stance with skis pointing straight downhill (in the fall-line). While maintaining a balanced stance, without changing the lead ski, slowly guide your skis from one side to the other as you simultaneously roll both skis onto corresponding edges. Steer the skis by rotating the femur, and keep the torso facing downhill. Correct alignment will cause the outside leg to extend slightly while the inside leg will flex. As the skis enter the transition, flex the new inside leg in the ankle, knee and hip to move the center of mass toward the new turn, release the edge, and flatten both skis. Imagine that the ski tips are your favorite fluid spilling out as you tip a pitcher, to flow into the new turn. This movement will allow the skis to once again face downhill where they can be rolled onto the new set of edges. Repeat these movements until they feel natural and can be completed with either leg in the lead, to facilitate symmetrical development. As skill improves, practice releasing and reengaging edging earlier and earlier in turn. On a steeper slope practice side-slipping monomarks in both directions. Also, try garlands on the steeper slope, before moving into linked monomark turns.

When you first return to linking telemark turns, try delaying your lead change until after the edge is released and engaged in the new turn. The ultimate goal is for continuous lead change movements when the edges are released and the feet are passing by one another nearest to the fall line.

As you head out for your first turns of the season I encourage you to fire up your free-heel reflexes by eliminating lead changes and focus on a continuous wavelike movement of the skis. After internalizing the mechanics of ski movement, then you too may address Norheim's Dilemma and choose: telemark, alpine, or monomark. . . "your choice." <<

Thank you to all of our Great Sponsors for their support throughout the entire 2015-2016 season!



Thank You



2015-2016 Pro Shop / Bookstore

Materials available from:

PSIA/AASI - Eastern Division

1-A Lincoln Ave, Albany, NY, 12205-4907

Orders can be faxed or mailed. Fax: (518) 452-6099 No phone orders, please.



PAYMENT INFORMATION:		SHIP TO:	
Please enclose check or money order payable to PSIA-E/AASI, or		Name	
<input type="checkbox"/> Master Card <input type="checkbox"/> Visa Expiration Date		Address	
Card #		City, State, Zip	
		E-mail	
Signature		Member Number	Day phone

MANUALS AND VIDEOS (ALL PRICES AND AVAILABILITY SUBJECT TO CHANGE)			PRICE	QTY	TOTAL
126	Core Concepts Manual - <i>For all disciplines</i>		\$24.95		
152	Park & Pipe Instructor's Guide		19.95		
	Promotional Lesson Cards (Bundles of 50 business card-sized for notes to resort guests)	EF Donation	5.00		
	Exam Guides (please circle choice) - Alpine - AASI - Nordic D/H - Nordic T/S - Adaptive		5.00		

All exam guides (and history of changes) are available to download and print FREE at www.psia-e.org

ALPINE					
124	Alpine Technical Manual		34.95		
124/154	Alpine Technical Manual - with Electronic Version (Bundle)		39.95		
120	Adult Alpine Teaching Handbook, 2 nd Edition	<i>* New in 2015-2016 *</i>	24.95		
120/130	Adult Alpine Teaching Handbook, 2 nd Edition - with Electronic Version (Bundle)	<i>* New in 2015-2016 *</i>	29.95		
149	Tactics for All-Mountain Skiing		19.50		
174	Movement Analysis Pocket Guide, 2 nd Edition (Cues to Effective/Ineffective Skiing)		5.00		
17208	Alpine Cues to Effective/Ineffective Teaching		5.00		
328	PSIA-E Alpine Standards DVD	<i>* INVENTORY REDUCTION SALE! *</i>	5.00		

NORDIC					
127	Telemark Technical Manual		34.95		
127/157	Telemark Technical Manual - with Electronic Version (Bundle)		39.95		
308	PSIA-E Nordic Standards DVD	<i>* INVENTORY REDUCTION SALE! *</i>	5.00		
330	Tele Elements 2011 DVD	<i>* INVENTORY REDUCTION SALE! *</i>	5.00		

AASI / SNOWBOARD					
128	Snowboard Technical Manual		34.95		
128/158	Snowboard Technical Manual - with Electronic Version (Bundle)		39.95		
121	Snowboard Teaching Handbook, 2 nd Edition	<i>* New in 2015-2016 *</i>	24.95		
121/131	Snowboard Teaching Handbook, 2 nd Edition - with Electronic Version (Bundle)	<i>* New in 2015-2016 *</i>	29.95		
122	Snowboard Teaching Handbook (<i>Children & Adult</i>)	<i>* INVENTORY REDUCTION SALE! *</i>	16.00		
129	Snowboard Movement Analysis Handbook	<i>* INVENTORY REDUCTION SALE! *</i>	10.00		
173	Vail Adult Snowboard Handbook	<i>* INVENTORY REDUCTION SALE! *</i>	5.00		

ADAPTIVE					
131	Adaptive Snowsports Instruction Manual	<i>* INVENTORY REDUCTION SALE! *</i>	14.00		
331	Coaching Fundamentals for Adaptive Skiers DVD		15.00		
QC	The Quick Check Pocket Guide: Managing Behavior for Success on the Slopes		5.00		

CHILDREN'S/KIDS					
264	PSIA/AASI Children's Instruction Manual, 2 nd Edition		24.95		
161	PSIA Children's Alpine Handbook		22.95		
153	Children's Ski & Snowboard Movement Guide		5.00		
QT	Children's Quick Tips - Snowboard or - Alpine	(PLEASE <u>CIRCLE</u> DISCIPLINE)	8.00		

PINS					
Registered Lapel Pin - PSIA or - AASI			(PLEASE <u>CIRCLE</u> DISCIPLINE)	3.00	
Certified PSIA Pin - Adaptive - Alpine - Nordic, Level - I - II - III			(PLEASE <u>CIRCLE</u> DISCIPLINE & LEVEL)	7.00	
Certified AASI Pin			Level - I - II - III (PLEASE <u>CIRCLE</u> LEVEL)	7.00	
Certified AASI Adaptive Pin			Level - I - II - III (PLEASE <u>CIRCLE</u> LEVEL)	7.00	
PSIA-E Master Teacher Certified Pin				7.00	

Shipping/handling fees based on total amount of order.		Order total	
Up to \$15.00.....\$4.00	\$100.01 to \$200.00\$11.00	Add S/H	
\$15.01 to \$50.00\$6.00	\$200.01 and over\$13.00	Subtotal	
\$50.01 to \$100.00\$9.00		Add TAX to SUBTOTAL	
Most orders sent via USPS, and some via UPS. Please allow 1-2 weeks for delivery.		TOTAL	
Orders delivered to CT, NJ & NY are subject to state and local sales taxes.			
For CT residents, please add 6.35%			
For NJ residents, please add 7%			
For NY residents, please add 8%			

your turn

So You Think You Can Dance

By Harold Smith
Alpine Examiner
Attitash, NH

In point of fact, no, I absolutely cannot dance. I am painfully bad at all things dance-like and actively avoid them with great urgency. But I have found myself using the gist of the statement in more and more of my coaching and training of other instructors.

To begin with, I see the phrase, “So you think you can dance” not so much as an aggressive challenge, but more in the sense of sequential, stepwise goal-setting: “I see that activity is coming along, let’s try this variation...” And the variation I’ve found the most success with recently is to do an activity or movement in reverse.

My interest in reversing things was peaked last ski season, when I overheard a freestyle skier saying he didn’t really ‘own’ a new move until he could do it switch (backwards). Rather than leaving the fun to freestylers, I’ve been coaching a lot of beginning skiers to ‘switch’ things up.

Because my home mountain has a football-field-sized, very flat area just out the door of the Rental Shop, we have an opportunity to do a lot of self-propelling activities with new skiers. While beginners can quickly learn to coordinate shuffle/stepping movements going frontwards, I’ve found that they learn lots more about balancing movements when I’ve introduced their first, “So you think you can dance” moment by asking them to do the same thing, but moving backwards.

I view the activity of shuffling forward and backward as a great application of one of the five Skiing Fundamentals in the National Certification Standards, namely exploring the relationship between the Center of Mass and the Base of Support so as to direct pressure along the length of the ski. Simply reversing the shuffle challenges the skier to actively manipulate the tenuous connection between ski and snow. This exploration gives invaluable feedback to the skier about movements generating (or losing!) dynamic balance.

In a similar vein, lots of good coaches have beginners walk/shuffle in a figure eight on the flats. Having students shuffle backwards around that same figure eight acutely focuses attention on two more of the Skiing Fundamentals, namely controlling edge angle and in beginning to generate leg rotation independent of upper body rotation.

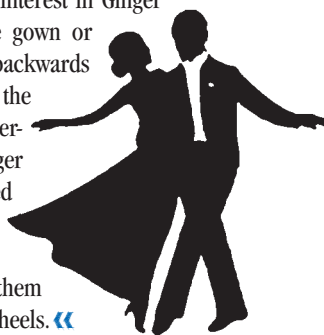
Reversing doesn’t have to mean going back-

wards. I usually have students sidestep up our gentle learning hill, controlling edge angles; but recently, I starting asking if they could sidestep down the hill. I saw beginners get their first feeling of controlled, coordinated flexing of the leg joints. In order to place the downhill ski further down the hill, skiers’ uphill leg joints absolutely must flex, ‘shortening’ the uphill leg, to let the body move downhill.

At some point in beginner lessons, many coaches use a “J”-turn (or a fan progression) to introduce turn shape as a method of controlling speed. Often, we see a “J”-turner succeed so much that they end up facing directly up the hill, only to surprise themselves by starting to slide backwards. I see this as a case of a skier discovering a new ‘dance’, but one in which they need some help with the precise dance step. A bit of exploration, facing uphill with ski tips apart, using edge angle variations to alternately skid or stop the skis, goes a long way toward developing a kinesthetic understanding of releasing and engaging the skis.

Once a skier starts to get comfortable with some controlled backwards sliding, I have found surprising success with letting many absolute beginners explore gentle ‘switch’ wedge turns. Obviously there is a huge responsibility on the coach’s part to help ensure safety for both students and others on the hill. With light traffic, and judicious choice of terrain, doing a few forward wedge turns, then turning around and doing a few switch wedge turns, focuses attention on many of the Skiing Fundamentals including: directing pressure along the length of the ski, directing pressure to the outside ski, and controlling edge angles.

I don’t know why reversing movements seems to acutely re-focus students’ attention on the desired fundamentals; however, I’m reminded of a description of Ginger Rogers, dancing partner to Fred Astaire in films from the 1930’s and 1940’s. Fred was renowned as an especially talented, suave, and skillful dancer. While Fred’s role was to ‘lead’, Ginger’s was to follow; doing the same complex dance moves, but backwards, in high heels, and wearing a floor-length gown. My interest in Ginger isn’t so much the gown or the heels, but the backwards part. Much like the freestyle skier I overheard, I bet Ginger Rogers truly owned the dance steps she performed with Fred, doing them backwards and in heels. <<



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

Be Deep

By Angelo Ross
Alpine Development Team
Snowsports Management
Committee, Region IV
Coach, Western Pennsylvania
Race Club

When I was about nine-years old my friends and I used to do powerslides on our BMX bikes, and they were awesome. The progression went something like this: “Hey, watch!”, pedal, pedal, pedal, pedal, pedal, whip it sideways, inside foot down, back wheel out, whoooooosh, make a “screeeeeeeech!” noise, skid to a stop, check to see how much rubber you left on the road. A bicycle hockey stop, a rite of passage, a status symbol. And it’s the way many people ski: a series of powerslides, leaning into the hill, left and right, full body rotation, skidding out, making “screeeeeeeech!” noises. The purpose not being status, rather, speed control—preservation of life.

We can all visualize those skiers; we can all imagine the sound they make—the skid or the scream. Heck, sometimes we all are that skier. We can recall the feeling of the stiff, vibrating leg and the chattering of teeth. The rusty, trusty outrigger-wedge-skid/stop. As a tactic, acceptable, solid, sometimes necessary; as a lifestyle, not efficient, and not maximizing ski design, and certainly not as much fun as awesome, awesome turns. We’ve all had that student in a lesson. The outrigger-wedge-skid/stop provides an easy visual for me to make my point: We have a job to do. So, how do we go about diagnosing and prescribing for those students? How do we know what to look for? How can we be confident with what we tell them? How do we help them purposely use ski design, make safer, more accurate movements, and have more fun?

Know your stuff.

Visualize the rusty, trusty outrigger-wedge-skid/stop. Throughout those turns, is the center of mass maintained over the base of support? Is the skier moving to the new outside ski early in the turn? Do the angles begin inside the boots at the ankles, and continue upward through the knees and hips to the shoulders and neck? Does the turning of the skis happen from the femur-heads, downward, separate from the upper body? Are pressures and forces created and managed effectively? The answers, clearly, are no. The wording of the Basic Fundamentals of Skiing very effectively associates with clear visuals we can discern through observation of ski turns (description). From the description we can formulate and implement our plan (prescription).

And, where can we learn those things?

I recommend developing an understanding of—a relationship with—the technical manual,



and attending some educational events. This season is off to a rocky (no pun intended) start, but the event calendar is rich in the months to come. I find every event I attend, either as a participant or a course conductor, to be illuminating. I learn something—usually many things—every time. Plan a trip with some instructor-friends. If the budget is limiting, remember the PSIA-E Scholarship Fund, and apply for financial support. Whether your goal is to deepen your arsenal or to increase your certification level, educational events provide a forum—along with clinics at your home resort from qualified instructors and a lot of personal effort—for improvement. The journey truly is the destination.

And when you hit the nail on the head and develop a lesson your students truly benefit from, it's more awesome than a BMX powerslide. ☞

Ski This Way

By John Santelli, PhD

Alpine Level 1

Campgaw Mountain, Mahwah, NJ

When I started teaching skiing more than twenty years ago, I had a doctorate in Biological Psychology and had been a university psych prof for thirty years. Although I still had a lot to learn about both skiing and the brain, I kept thinking that considering their interrelationships would be salutary.

At the time, both psych learning theory and PSIA teaching models emphasized demonstrating skill components. To be sure, this was the preferred input for 'visually oriented' folk, but the procedure was also to use 'command' (auditory) directions and (cognitive) explanations to produce the desired movements and associated sensory and kinesthetic feelings. Once the student felt the skill component, and this was accompanied by external (Yes! You got it! Awesome!) and internal (hey, I'm still upright and turning!) reinforcements, the student would be more able to produce the behavior in similar situations.

In addition to learning how to produce a movement through reinforced mindful practice, higher animals, including skiers of any age, have the ability to imitate. Stick out your tongue at an infant in a crib and prepare to have it done back at you. It is not trivial for a brain to see and then immediately do. Brains have a way of coding complex bodily movements.

And then there's modeling. Alpine skiers have been rescued by St. Bernard teams of three dogs that have learned to have two dogs stay with the skier while a third goes for help. These dogs were trained by having them observe experienced dogs (technically called allelomimetic behavior).

Not only do we have complex, innate, modeling skills, but we also are likely to model behavior with positive, emotional outcomes and avoid modeling behavior with negative, emotional outcomes. Monkeys acquire snake fear vicariously by observing the fearful behavior of other monkeys. So, if we happen to fall while leading a student, should we embrace the teachable moment with some uber emotional display, as well as explaining what went wrong? I leave that to the reader to decide! In any case, modeling works best with real or imagined incentives to motivate the process, as well as traditional verbal instruction in how to produce the action. Modeling via instructional videos of ideal demonstrations or student video self-modeling with a running commentary of 'good' and 'bad' actions are also effective.

Clearly, there is good cause to see the 'follow me' lesson as something more than the instructor just wanting to go out and ski. The power of observation is also supported by research in the neuropsychology of movement. Twenty years ago, Italian researchers found neurons in the monkey brain that 'fired' when the monkey reached for an object (not surprising); but, they also fired when it observed another monkey make the same movement (very surprising!) "Mirror Neuron" theory was born and is yet another reason to invoke the "ski this way" teaching style.

The trouble with mirror neurons is that humans, as well as other animals, may not have them, or if we do, they're part of a complex system. Emerging brain and cognitive science now strongly suggests that instead of the primary motor and premotor cortex, as the site of 'mirroring' activity, a much more complex system of brain areas are involved which include the parietal and posterior temporal lobes. Some scientists call this system the Action Observation Network (AON).

The AON is important for sports instruction because, as was previously thought of mirror neurons, it accounts for seemingly innate, or automatic, acquisition of an observed action. In addition, it's not just motor, but sensorimotor, as it involves activation of previous familiarity with the observed action. Anyone who's taught a never-ever student who happens to be a hockey player knows that it's not just 'transfer of training' that often gets them to Level 5 in a half-hour, they just seem to 'get it' by observing your moves. Fortunately, ordinary folk who are fit,

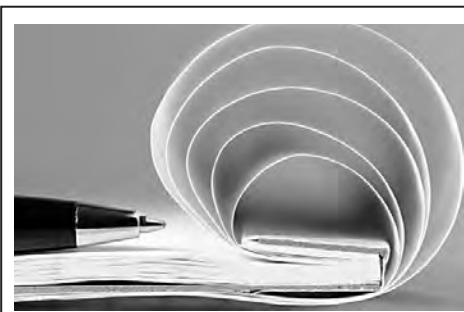
reasonably agile, and not hampered by fear of staying 'forward,' also have some sensorimotor experience that can enable the AON to make it easier to learn to ski.

Some people have argued that students on the autistic spectrum lack mirror neurons; but, I've found many autistic students I've taught seem to learn best by just following and observing. This is supported by the emerging view that the tendency for some autistic folk to focus single-mindedly on specific interests and activities is to reduce the anxiety caused by social interactions. Thus, the use of the AON can more than make up for the difficulty in trying to reach them by enhanced social interaction.

Although I still try to expand and use my fund of teaching exercises, I think that the use of demonstrations, reciprocal teaching, and the often denigrated 'follow me,' should remain, when appropriate, in our armamentarium. Just say "ski this way." And, even if you're not in a lesson, don't forget to ski well because someone, somewhere, is probably observing you! ☞

What would you be doing with your life if skiing had never been invented?

—Warren Miller



Upcoming SnowPro Copy Deadlines

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

Spring Issue: April 15, 2016

Writing Guidelines

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

My MA Template

By Jes Stith

Alpine ETS Team Member

Over the years one of my biggest challenges as an instructor has been to develop my own personal template for movement assessment (MA). When I first began my journey, my understanding of MA was quite limited. I found it challenging to accurately and objectively describe skiers' movements and then come up with solutions that could improve a student's performance. As I began to find success moving through LI, LII, LIII and as an ETS member my skills greatly improved, but more importantly, my application of those skills became more streamlined. When I started teaching my first lessons, I spent far too much time worrying about the movements of the hands and the body. With experience, I have learned to pay more attention to ski performance as a result of body performance, which is the heart of MA.

In my quest to streamline my MA approach, I found it useful to attend events at my home mountain of Ski Liberty and pay close attention to how PSIA Ed-Staff members and clinic leaders, present and share an organized and carefully chosen series of activities based on the performances of the group. It has also been helpful to use our current and past Alpine Technical Manuals as I work to create an approach that is systematic, student centered and relevant. Another tool that I found helpful in narrowing down my approach to MA, and being specific with my observations, is to constantly keep in mind our National Fundamental Mechanics of Skiing. These fundamentals are:

- Control the center of mass to the base of support and direct pressure along the length of the ski.
- Control pressure from ski to ski and direct pressure toward the outside ski.
- Control edge angles through a combination inclination and angulation.
- Control ski rotation (turning, pivoting, steering) with leg rotation, separate from upper body.
- Regulate the magnitude of pressure created through ski/snow interaction.

What works well for me, when I am observing a skier for the first time, is to develop a solid mental picture of the whole skier, have a clear understanding of their desired outcome and goals, and keep in mind how ski performance is affected by body performance. I like to start with a free run to allow time for my students to become more relaxed. This gives me a chance to take a "look see" and get a general idea of overall performance. If the opportunity arises, this is also a good time to change vantage point so I have the opportunity to watch the student(s) from the back, side, and front. At this point, I am primarily looking at fore/aft balance and rotational movements. As I observe the skier, I ask myself whether

the skier's center of mass is balanced over the base of support, and do the feet turn more than the body, or does the upper body turn first. Most importantly, I look at balance and stance, they are key!

I also found success in asking my students to ski a particular task like a medium radius turn, for example, so I can look more closely at turn shape. Are the turns C-shaped, J-shaped or Z-shaped? Once I know the student's primary turn shape, I look at the overall body movement and how that factors into turn shape. Next, keeping the fundamentals in mind, I narrow my focus to see whether the skier can effectively balance from outside ski to outside ski. I also check the skier for evenly flexing joints and the use of the lower body to initiate turning. To be even more precise, I consider 'What' they are doing, and 'When' they do it, as I pay close attention to the Duration, Intensity, Rate and Timing of movements through all phases of the turn.

When the initial observations are done, it is time to figure out the real versus ideal and what needs to be done to achieve the desired outcome. This is when I refer back to the fundamentals of skiing and choose an approach most appropriate for my coaching focus. Let's say I have a student whose goal is to be able to maintain a more consistent speed on steeper terrain, or someone who wants to ski the bumps with more confidence. Working within the framework of controlling ski rotation (turning, pivoting, steering) with leg rotation, separate from the upper body can be a great starting point for a meaningful progression. The exercise line I use may develop from stationary activities to simple, complex and finally to the whole. As an example, I begin by demonstrating good position and stance out of my skis as I mimic a sideslip; then with skis on, we work on sideslips to a stop; followed with pivot slips; and then finish with short-radius turns. At this stage, when you are setting up a task, it is imperative to give a demo that exactly matches what you have described, explain what you are doing, and how you are doing it. While students are performing the task, take advantage of coaching opportunities whenever you can. Offer useful advice in a positive manner, give feedback that is objective and specific to each movement being performed, and constantly check for understanding.

Developing my own template for movement assessment is a constant work in progress. I continue to work on my movement assessment by paying close attention while participating in PSIA events, taking advantage of training at my home mountain, using the resources that PSIA offers in our Technical Manuals, working within the framework of the Fundamentals of Skiing, and keeping it all organized using the step-by-step process of the Teaching Cycle. ❄️

Explain Like I'm Five

By Candace Charles

Alpine DEV Team

Anyone acquainted with the information sharing website Reddit will probably also be familiar with the sub "Explain Like I'm Five" where people ask complex questions and receive answers simple enough for a young child to understand. When trying to own new PSIA concepts I often apply this same process, because if I can explain it in the simplest of terms, then it means I have a full and complete understanding of the material. When I started digging into the five new "Fundamental Mechanics of Skiing", I thought: Explain Like I'm Five.

1. Control the relationship of the center of mass to the base of support to direct pressure along the length of the skis. This seems pretty self-explanatory to us, but try explaining the concept of a Center of Mass to a 5-year old. Instead, maybe we should phrase it this way: "Move your body so you can drive your skis". This might require some experimentation. Ski instructors often talk about the center of mass being like a barrel you're carrying around. What happens when I move the barrel forward, toward the direction of the new turn? What happens if I move it backward as I'm going into the transition? Obviously the first movement is helpful, but the second movement is detrimental. The key is to always make the barrel move in ways that are helpful. A prop, like a block or a toy may help you to demonstrate how you have to move it in order to "direct pressure" in the ways you want.

2. Control pressure from ski to ski and direct pressure to the outside ski. I do not say the word "pressure" to kids. Children generally do not have a concept of what pressure means. In fact, I doubt that many adults could give an accurate description of the forces, momentum, acceleration, and other physics involved in skiing, let alone describe the concept of "pressure" as used by ski instructors. I think a better way to say it is: "Stand on the outside ski". Between turns, your stance will gradually adjust from standing on one ski to standing on the other ski, but in the apex and toward the bottom of the turn, you should be standing on the outside ski and feeling its solidity. One-footed skiing and Javelin turns are good to practice to attain this feeling.

3. Control edge angles through a combination of inclination and angulation. Five year olds don't know what "inclination" and "angulation" mean; however, they may understand the concept of "tilting". I think it is easier to tell students at the bottom of the turn to: "Tilt your skis", and then see what that means to each individual. Some students may achieve the tilting through inclination, and some may combine inclination with more advanced

angulation to achieve the tilt. Then it is more helpful to talk about body position versus mentioning “inclination” or “angulation”. Remember the prop from before? It can be used again here: “Watch me move the block outside my body to achieve the tilt. Look what happens when I tilt my skis, but keep my block over the skis.” Now we’re getting the concepts, but not introducing new lingo. Railroad Tracks are the go-to drill for edging, and they work here, too.

4. Control the skis’ rotation (turning, pivoting, steering) with leg rotation, separate from the upper body. Rotation is a strange word for kids. When I hear rotation, I think: Merry Go Round. The rotation we want is not really that, and turning, pivoting, and steering are close, but still not as simple as we need. I think of rotation as: “Twist your lower body”. Twist makes you imagine a pretzel or Chubby Checker – where the lower body is in a different position than the upper body. I can imagine a kids’ class now, where everybody is dancing and twisting, their legs doing the rotary movements we want, and the upper bodies facing forward. Obviously for this fundamental we are thinking of slightly older kids, as we know from the CAP model that our youngest skiers move their lower bodies and upper bodies together. Linked Hockey Stops, facing the upper body downhill, is a great way to get this feeling on the slopes.

5. Regulate the magnitude of pressure created through ski/snow interaction. There’s that “pressure” word again. Like I said, kids (and most adults) have a hard time with what this word means in skiing. They probably think more of the emotional pressure they feel from challenging bumps or from their friends that are waiting for them at the bottom of the run. I like to tell people: “Be ready for changing conditions.” This might mean anticipating a bump by moving forward; knowing that a hard edge set isn’t really the best tool for powder; or popping off a roller to get some air. I think of this one as the “fun” fundamental because while it’s sometimes harder to teach, it can be honed through practice skiing weird snow, irregular bumps, and challenging terrain. Some drills to try are bouncing and hopping around and playing on berms or natural deviations in the snow.

Every profession creates a specific lingo that allows specialists to communicate and feel connected to their group; however, sometimes this lingo can create a stumbling block in communicating with students of any age. If you ever need to explain a concept to someone whose struggling, or even need to understand a concept better yourself, you might want to remember the simple mantra: “Explain Like I’m Five”. ☺☺

Dreams

By Jay Barranger

Alpine Level II, CS1

Snowsports Director at Ski Butternut

This being the start of my 32nd year as a ski teacher, I’ve certainly had a fair amount of dreams involving skiing and ski teaching.

Some have come to be, some have not, and others are still active. Before joining the education side of the ski industry, I spent 12 years in the retail side, selling, mounting and tuning ski gear. When I first started ski teaching 32 years ago at Jiminy Peak, my goals were simple. Find a way to ski and introduce my family (we had a daughter that was 2 years old) to skiing without having to re-mortgage the house. After 2 years as a part-time teacher, I was laid off from my full-time job and our second daughter arrived. In March of that same year, I completed my Level II certification exam (Associate, back then), two weeks after my layoff notice. At the award presentation, I spoke with the Vice President of Jiminy Peak, Paul Maloney about the prospects of working full time. The next month I started my landscaping company (another long time dream) and in the fall I became a full-time supervisor of the ski school at Jiminy Peak.

In March of my 4th season at Jiminy I was successful at Level III certification (Full) and was named Director of the Jiminy Peak Ski School for the following season. After 14 years, and two unsuccessful attempts at Dev Team (made the skiing cut both times), Jiminy and I parted ways. I stayed in the Berkshires and was offered the job as Snowsports School Director for Catamount. While at Catamount, at the age of 51, I made a third attempt at Dev team, this time I was successful. From December of 2005 thru March of 2008 I was a member of the PSIA-e Development Team, what a blast! Some of the best training, skiing, and group of guys and gals anyone could ask for. Many of my fellow team members our now Examiners and one is a two-term member of the PSIA Alpine Team, pretty good company.

As a member of the Dev Team, I had the opportunity to understudy at many different types of events with many different ed. staff members. I even had the chance to be the evaluator for an Alpine Level I exam, so cool! I think I was more nervous than the candidates, but settled in quickly, had a great time, and learned as much as the candidates. During that three year period I made an unsuccessful attempt to become part of the Examiner Training Squad (ETS). I tried one more time a few years later, but was not successful; however, to be fair, I could barely walk, let alone ski - my knees were in sorry shape.

At the age of 56, I had both knees replaced in January right after MLK weekend. I managed to get back to work just before President’s week and was able to help at line ups. Unfortunately, I missed the

best snow year in decades; the following year was abysmal with a very late start and a very early finish. It was also the year that Catamount and I parted ways after 10 years.

The following year I joined the staff at Ski Butternut in Great Barrington, MA as a full-time ski teacher and trainer. It was great being back on the frontline working with all ages and ability levels. It gave me a great appreciation for what most of our members do on a daily basis. I got to work with an adult race group for two seasons, they were a fun group and we had a blast, they are still trying to get me back. The following year I was elevated to Assistant Director but still got to work with the race group. In my 3rd year at Ski Butternut I took over as Snowsports Director as our previous Director, Dick McCann assumed the role of General Manger.

As I start my 4th year at Ski Butternut, I have just received my 30 year pin from PSIA and am starting my 32nd year in the ski teaching industry. This will be my 27th year as a Snowsports Director and when we get some cold weather we will be a “Terrain Based Learning” center and we are really excited about it. We are taking a long look at how we do things this year and trying to make things a little more user friendly for our staff and guests.

Recently I attended the Masters Academy for the first time, it was awesome! I wish I had done it years ago and definitely plan to attend again. The coaching from PSIA Alpine Team Coach Rob Sogard was spot on and phenomenal. I came away from the week at Killington skiing better than ever and with renewed confidence toward my spring goal of the Development Team Tryout, wish me luck!

The fact that I have been able to make my passion my career for almost 45 years is a dream that continues to live on and will remain so as long as I am physically able. I urge you all to pursue your dreams, they may just become a reality for you too. Here’s to the dream of sliding on the snow!! ☺☺

Don't quit
your
day dream





Professional Ski Instructors of America
Eastern/Education Foundation

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

NON-PROFIT
U.S. Postage
PAID
Albany, NY
Permit No. 249

Time Valued Material

