

## Call for Board Candidates in Regions 1 & 2 – Page 42

### executive tracks

**MICHAEL J. MENDRICK,  
EXECUTIVE DIRECTOR**

## Eastern Area Reps Mobilize to Spread the PSIA-AASI Message

National & Eastern marketing collaboration and area reps combine to get promotional posters on display at Eastern ski and ride shops

The “Make Winter More Fun!” message combined with high quality National PSIA-AASI produced photography and graphics are on display as 18” by 22” promotional posters at dozens of ski and ride shops, resorts, community centers and other public locations throughout the Eastern Division thanks to the efforts of our Eastern Division Area Rep network.

Step One: In cooperation with the National office of PSIA-AASI, the Eastern Division produced 750 large posters for retail establishments that promote the value of taking lessons with a PSIA-AASI instructor. We combined our Eastern slogan “Make winter more fun!” and the consumer-oriented website at [www.MakeWinterMoreFun.com](http://www.MakeWinterMoreFun.com) with National PSIA-AASI produced photography and graphics to create a dynamic, colorful and fun visual promotional tool. We also added a QR code that takes people right to the website when scanned by a smartphone or tablet!

Step Two: We created the “Post & Boast” Contest to mobilize the area rep network and get the new promotional tools out of the office and into stores and outlets that have a high visibility to the skiing and riding public.

So far, area reps all over the division have made nearly 40 placements of the posters. Every Area Rep that sends in a photo (or photos) of the new posters



on display are entered into a drawing for one of three prizes:

- \$200 certificate toward an Eastern event registration
- \$100 certificate toward an Eastern event registration
- \$50 certificate toward the Eastern Pro Shop

You can follow the progress via our Eastern Facebook page (where all the submitted photos are posted) at [www.facebook.com/PSIA.E.AASI](http://www.facebook.com/PSIA.E.AASI). A complete list of participating area reps (along with the contest winners) will be posted in the winter issue of the SnowPro! <<

## Area Rep Program to Recognize Long-Serving Volunteers

By Joan Heaton, Area Rep Coordinator & Region 6 Director

The Eastern Division Area Rep Program is recognizing its long-time serving members this season with certificate and binder presentations at the Snowsports School Management Seminar and Snow ProJam events. All Area Reps with 10 or more years of service in the program will be recognized.

From a pilot program in 1997 with just a few reps in Region 4, our Eastern Division Area Rep Program has grown to now include 135 Area Reps in snowsports schools throughout all seven geographic regions of the Eastern Division and from Maine to North Carolina.

As an important squad of volunteers, the Area Reps have done an outstanding job since the “official” inception of the program during the 1998-1999 season. Our Area Reps serve our members as dedicated liaisons to our snowsports schools and sounding boards for providing valuable input and ideas to our Eastern Board of Directors. The “Reps” have taken on important research projects such as surveys of Eastern school directors and promotional initiatives such as the “Make Winter More Fun” teardrop flags, banners and posters.



Chris Starner, owner of Mountainside Ski and Sports, stands next to the promotional poster delivered to him by Roundtop (PA) Area Rep Al Shaver.

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## president's message

**ROSS BOISVERT,  
EASTERN DIVISION PRESIDENT**



**H**ere we go. The season is upon us. I hope everyone is gearing up for a fantastic 2017-18 season. By now everyone should have their new equipment dialed in and ready to rip. The winter forecast

looks positive and hopefully Mother Nature plays nice this season. This is a very exciting time in the ski industry. Our CEO Nick Herrin has been on the job for nearly 18 months and is doing an amazing job. The communication by Nick with our divisions and the correspondence with our executive director Michael Mendrick has been excellent. We also have a new forthcoming President/CEO of NSAA (National Ski Areas Association) Kelly Pawlak from Mt. Snow, and a new Executive Director of NSP (National Ski Patrol) Meegan Moszynski. Killington is hosting the World Cup and it is an Olympic year as well. This is an incredible time to be in the industry and part of this organization. With all of this going on and in the spotlight, we should have many new people exposed to snowsports. We need to capture the excitement of these events and get everyone sliding on the snow.

The Eastern Division office team has been working hard on an extensive event schedule. This season is packed with events all over the Eastern Division including some exciting new options. As always, thank you to Melissa Skinner and Don Haringa and the entire Eastern office team. The Snowsports School Management Seminar will be held at Mount Snow, Dec 4-6. There is great list of sessions and our very own Jeb Boyd is our Keynote speaker. Plus we'll be honoring Windham Mountain's Franz Krickl and Camelback Mountain Resort's Tony Keller with prestigious and well-deserved awards. Check out the event calendar in this issue of the *SnowPro* and sign up for an event!

The Board of Directors met just outside Albany in Troy, NY, Saturday, October 14 and Sunday, October 15. We ratified Chis Ericson as the new Alpine Education and Certification Chair. Chris has taken over the position from his predecessor Peter Howard. Peter Howard served as the Alpine Ed and Cert chair for more than 15 years. In June he was elected by his peers on the Board to be the new Vice President of Eastern Division. Thank you Peter

for your years of leadership and dedication to the Alpine Ed & Cert committee. We also ratified Luke Martin as race committee chair, thank you Luke for stepping up again and leading the race program.

The purpose of the October board meeting is to allow us to review the audited yearly budget, as well as review and discuss the progress of our season prep, projects and Regional, Staff, Committee & Coordinator reports. We also review and vote on action plans and proposals. In our Education Foundation segment of the meeting we voted to approve the creation of the Rick Metcalf "Aspiring Ed Staff" scholarship fund. See the article in the EF News section of this *SnowPro* for more details on how members are bonding together to pay tribute to this great coach, ed staff member and friend that we sadly lost to a heart attack last spring.

The BOD also ratified the creation of a new standing committee – the Governance Committee. This important group will review our bylaws, mission and vision statements, policies, conflict of interest, and code of ethics. This committee will also make recommendations to the BOD on candidates for open board seats. They will also be looking at our current BOD structure to make sure we are serving our membership most effectively. The first chairperson of this committee is Eric Jordan – our Immediate Past President. A few years ago, Eric worked on the National Governance Task Force and will be able to provide our division with direction and leadership for this committee. The other committee members are: Peter Howard (VP) Ted Fleischer Region 2, Peter Holland Region 1 and Charlie Knopp region 6.

I would like to thank our membership for the opportunity to serve as your President. It is truly an honor to serve our membership and work with people that share the same passion I have for teaching and enjoying snowsports. We continue to have challenges ahead of us with recruiting new members, member retention and engagement in our events. National has a new campaign for both our guests and recruiting new members. If we ever had chance to reenergize the ski industry with excitement and getting new people into the sports, its now. SHARE THE PASSION with someone new. Think snow and get out and glide.

Thank you, Ross Boisvert ☀

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**Kathy Brennan, Assistant Editor**

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## 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.

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PSIA-AASI Eastern

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Joan Heaton  
*Membership & Promotions Committee*  
Walter Jaeger

## snowsports school management

### Snowsports School Directors, Managers and Trainers — Don't Miss Out!

By Doug Daniels, Snowsports School Management Committee Chair

The 2017 Snowsports School Management Seminar is truly a team effort of your regional snowsports representatives, the PSIA/AASI- Eastern Office staff and some guidance from the national office too. As we developed this seminar, we have become more and more excited about what we can offer you and your staff. A little something for everyone involved in managing snowsports all offered in one place.

NSAA and Resort Management information sessions for Directors and Snowsports School Managers, Children's Program sessions, the return of the Eastern Trainer's Academy and the Level 200 version for continued education, Snowboard, Telemark and Adaptive tracks and as always, I encourage you to create a custom track for each member of your team to get the most value out of this event for YOUR resort. This is a great opportunity for you to travel with your supervisors, trainers and other support staff to participate in our indoor presentations, our outdoor training sessions, or a combination of both.

Running concurrently with the Seminar will be the Eastern Children's Academy, this will allow you to bring Children's managers, and encourage your Children's staff to attend and be included in several of the sessions offered. Leadership at any level is the overall theme in all three events and we hope to offer a true seminar for the leaders in your school, experienced, or just coming into their own.

Within that leadership theme, we also hope to add some building blocks to last year's feature indoor and on-snow sessions that were related to making connections with your resort management in terms of fostering the partnership with NSAA and other industry wide initiatives. In addition, you will have the opportunity to learn about the summer projects from the Eastern office and committees that have resulted in multiple grass roots promotional benefits for your school and your staff.

On behalf of the Snowsports Management Committee, we invite you to join us on December 4-6 at Mount Snow, VT and hope to see you and your team at the seminar.

#### Snowsports School Management Committee Members:

Doug Daniels	Committee Chair
Bob Tripi	Region 1
Russ Kauff	Region 2
Steven Positano	Region 3
Andrew Davis	Region 4
Mark Vivian	Region 5
Gail Setlock	Region 6
Joe Darmofalski	Region 7
Joan Heaton	Area Rep Coordinator
Stephen Howie	At Large
Ross Boisvert	At Large
Don Haringa	Ex officio
Melissa Skinner	Ex officio ☞

### Franz Krickl and Tony Keller to be Honored at SSM Banquet

Congratulations to Franz Krickl of Windham Mountain, NY and Tony Keller of Camelback Mountain Resort, PA!

The Eastern Division Board of Directors has ratified the recommendations of the Snowsports School Management Committee and is awarding the 2017 Einar Aas Award for Excellence in Snowsports School Management to Franz Krickl of Windham Mountain, NY and the Ron Kubicki Staff Appreciation Award to Tony Keller of Camelback Mountain Resort, PA. The SSM Committee recognized Franz as a multi-year nominee and finalist for the Einar Aas Award and Tony Keller received an impressive 22 individual nominations for the "Ronnie" from his staff instructors at Camelback. Both will be honored at the Snowsports School Management Seminar Banquet on Tuesday evening, December 5 at the Grand Summit Hotel, Mount Snow, VT. More details and photos will be shared in the winter issue of the *SnowPro*. ☞

*Congratulations  
and THANK YOU  
for your dedication  
and service as a PSIA-AASI  
Eastern Division Area Rep!*

**Since the beginning (1998-1999):**

Roger Zilliox, Greek Peak (NY)  
 Dave Beckwith, Mt. Southington (CT)  
 Marcel Gisquet, Stratton (VT)  
 Robin Calitri, Maximum Tours (NY)  
 Keith (Ode) Miller, Elk (PA)  
 Chris Ericson, Belleayre (NY)  
 Patty Harrington, Yawgoo Valley (RI)  
 Steve McGrath, Mt. Sunapee (NH)  
 Mike Murdock, Beech (NC)  
 Sherm White, Smugglers Notch (VT)  
 Lloyd Muller, Whitetail (PA)  
 Michael Simmons, Sugar (NC)  
 R.B. Powell, Tussey (PA)  
 Brad Poppleton, Killington (VT)  
 Annie Snyder – Timberline (WV)  
 Karlis Kopans – Hyer Meadows (NY)

**15 Years**

Martina Buckley, Bear Creek (PA)

**14 Years**

Don Peters, Labrador (NY)

**12 Years**

Melissa Vogel Rubin, Campgaw (NJ)

**11 Years**

Mario Furtado, Mt. Abrams (ME)  
 Cynthia Ward, Out of Control Ski Club (NY)

**10 Years**

Dan Maneen, Woods Valley (NY)  
 Katie Giannini, Hunter (NY)  
 Tom Parker, Winterplace (WV)  
 Bruno Zinder, Jack Frost (PA)  
 Dave Tierney, Seven Springs (PA)  
 Michael Holt, Mountain Creek (NJ)  
 John Gardas, Big Bear (PA)  
 Brian Jones, Montage (PA)

If your snowsports school and resort needs an Area Rep, contact me at [jcheaton@optonline.net](mailto:jcheaton@optonline.net) and I will be happy to help! Congratulations and thank you to ALL of my Area Reps from 1 year to nearly 20 – here's to a great season ahead! ☺

## Exams and Education Credits

By Don Haringa

Director of Education and Programs

I am happy to announce that beginning in the 2017-2018 season, in a departure from our previous policy, members will receive Continuing Education Credits for unsuccessful exam attempts. This change is in effect for all disciplines.

Here is how it works: When a member takes an exam, regardless of the outcome, they will receive educational credits for all portions of the exam attempted. If after the first unsuccessful attempt a member takes the exam or any part of an exam (a reassessment) again and is unsuccessful for a second time, they must take a 2-day on-snow educational course before they may take the exam again.

The number of credits given varies slightly from discipline to discipline. For Snowboard, Adaptive, and Nordic, each exam day is worth six credits. For Alpine, each skiing performance area, and each teaching module is worth four credits. Members must receive 12 credits every 2 years to remain current. ☺

## Online Event Registration Ready and Available!

To register online, go to our division website at [www.psia-e.org](http://www.psia-e.org). There you will find a "Register Online" button on the home page that goes directly to the sortable event schedule page.

You can filter events based on event name, location, discipline, level, and more! Once you choose an event, click where it says: Click here to register online!



In the process, you will need to log in at the national site. There are directions on that page, if you need assistance with logging in. (Don't forget: your username is your e-mail address!)

From there, the website walks you through the steps of registration, and when you are done, you will get 2 confirmation e-mails automatically from the system. You will later get an e-mail from the Eastern Division office with your registration details and more specific information.

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

We encourage you to take advantage of our convenient event registration service! ☺



## Congratulations to 20, 30, 40 and 50 Year Members

The following PSIA-E/AASI members are completing 20 or more consecutive years of membership in PSIA-AASI during the 2017-18 season. We congratulate these individuals on this outstanding accomplishment and thank them for their dedication to snowsports education. All qualifying members receive a commemorative pin and a letter of recognition directly from the national PSIA-AASI office.

### 20 Year Members

Virgil E. Abbott, II  
 Stephen T. Andrzejewski  
 James Angelone  
 Jason D. Audette  
 Marc Ayotte  
 Jeffrey D. Baker  
 Evan G. Bandouveres  
 Howard J. Barner  
 Mike Beagan  
 Stephen Berkeley  
 Brian Bieger  
 Donald C. Black  
 Alan Blanchard  
 Mark B. Blotner  
 Alexander Borisoff  
 Michael J. Bouquard  
 Mark C. Braun  
 Jim Bruno  
 Jim Burge  
 Jesse E. Burnham  
 James C. Butler, Jr.  
 Dr Bruce A. Capron  
 Raymond Cash  
 Marcia Cathey  
 Robert Cathey  
 Candace Lee Charles  
 Olivier Charriere  
 Daniel Colchamiro  
 Ken Cooper  
 Howard A. Daniels, Jr.  
 Thomas Dee  
 Charles Dickerson  
 Anthony DiFiore  
 John Dinn  
 Karen C. Doherty  
 Jason Dvorkin  
 Barbara M. Fagnelli  
 Justin Falkenberg  
 Janet L. Farrell  
 Terence L. Farrell  
 Christine J. Feehan  
 Vicki Fenwick-Judy  
 John A Foca  
 Robert Foppiano  
 Susan Frear  
 Robert C. Frederick  
 Nancy Friedman  
 Michael Fudala  
 Joseph F Fuller  
 KC Gandee  
 Arlene Glynn  
 Tom Glynn  
 Charles Gold  
 Serge Goldberg  
 Lynn Gorski  
 Linda A Gray  
 John J Griffin  
 Rod Grille  
 Heather Hale  
 Janet R Hall  
 Thomas J. Hall  
 Ray Henderson II  
 Bruce Hennessey  
 Denise E Hobson  
 Matthew A. Holzwarth  
 Fred D Iradi  
 Mary Ellen Iradi

William Morgan Johnson  
 Cynthia A. Johnston  
 Peter Johnston  
 Sarah C. Jordan  
 Virginia Kaczmarek  
 Michael Kahn  
 David Kaplan  
 Richard Karlin  
 John Kehoe  
 Tom Kersey  
 Jonathan Kim  
 Christina E. Kirkwood  
 Michael Knouse  
 Ken Koelner  
 Barbara S Kohout  
 Mark Konieczny  
 Geoff A Krill  
 Peter LaFrance  
 Gina Lancaster  
 Terry Langevin  
 Harriet Langley  
 Clark Lanthier  
 Alexander Latimer  
 Fergus Lea  
 Scott Leffler  
 Michele R LeGrande  
 Lindsay A. T. LeRoy  
 Jill Lillis  
 Eric Lipton  
 Joyce Macknauskas  
 Al MacQuarrie  
 Cory Mansfield  
 Michael Marquis  
 Paul Mawhinney  
 David McCallum  
 James A. McCrea  
 John McDonald  
 Charles E. McWilliams, Jr.  
 Nathaniel Mead  
 Patricia Meckler  
 Kathy Melody  
 William Merrill  
 Gerard G. L. Meyer  
 Beth Moore  
 Reuben Morningstar  
 Brian Muller  
 Daniel Munn  
 Tom Murante  
 John T. Oates  
 Lawrence J O'Donnell  
 Bryan D. Olszewski  
 Michelle Ott  
 Richard J. Patrick  
 Janet Elizabeth Payne  
 Stephen H. Payson  
 Lorraine Pearson  
 David Pick  
 Thomas A. Positano  
 William Douglas Poulter  
 Geraldine Powell  
 Gary Pritchett  
 Dr Nicholas A. Radetzky  
 Jeffrey Ralston  
 Bartolome Razinger  
 Greg Reeves  
 Ole Retlev  
 Dabney Richardson  
 Laura O Robertson

Jane Robinson-Till  
 Mary Ann Rockwell  
 Thomas Rockwell  
 Diann Roffe  
 Ryszard Romaniak  
 John S Rosettie  
 Deborah P. Roth, Jr.  
 Jay L. Samoff  
 Bonnie Sanderson  
 Jennifer Schmidt  
 James Schweiker  
 Dr Heath Sharpe  
 Jennifer Shaw  
 Christianne C Sherry  
 Timothy Silfies  
 Sally Slavich  
 William Slinn  
 Jeffrey Smart  
 Pamela A. Smith  
 Charles E. Spitze  
 Robert Spofford  
 Michael Steskal  
 Carolyn Stone  
 Robert Stucke  
 Michael J. Sullivan  
 James C. Tasse  
 Leighton Terwilliger  
 Gregory C. Thall  
 Justin Tobin  
 Mark E Tracy  
 Kevin J. Trinward  
 William Truskey  
 Robert D Tucker  
 Paul Tupay  
 Ric Vargoshe  
 Larry J. Veal  
 Warren Walborn  
 Diana L Warhall  
 Brenda L Washingier  
 Polly Wellford  
 Clark Williams  
 Rebecca Withers  
 Patricia A. Wolf  
 Robert A. Wylie  
 Michael C. Young  
 Jim Zagryn

### 30 Year Members

Mary L. Anderson  
 Elizabeth L. Bachert  
 Jack Bailey  
 William Ballamy  
 David A. Beckwith, Sr.  
 Daniel Bergeron  
 Arthur E. Bergeson  
 Karen Blackway  
 Terence A. Blair  
 Stephen L. Blay  
 Greg Bombardier  
 Donald E. Booth  
 Edward M Bozzi  
 Kathleen A. Brennan  
 Dale Brown  
 Dr. Stephen Brown  
 Brian Bryson  
 Dave Brzywczy  
 Marc Carbonneau  
 Stephen J Carlan

Frank A. Cartwright, Jr.  
 Michele J Cavallaro  
 Brad Chafin  
 Alfonso M. Cioffi, Jr.  
 Lonny Clark  
 James F Cline  
 Barbara J Collins  
 Frederick J. Costello  
 William Coton  
 Andrew Crane  
 Mark A. Cristelli  
 Nancy Deely  
 Robert A. Duffey  
 Bernadette A. Durman  
 Colon E. Durrell  
 Ralph Edwards  
 Christopher Ericson  
 Donna Kaye D. Erwin  
 Bill Fisher  
 Wendy L. Frank  
 Robert V Ganley, Jr.  
 Les C Garcia  
 Frederick Gardinier  
 Mary V. Gibbs  
 Michael Giles  
 Edward J. Gill  
 Lolly Glennan  
 Steven Goldfarb  
 Maura B Gorman  
 William A. Guille, Jr.  
 Doreen J Haller  
 Christopher Harris  
 George Hartenstein, III  
 Donna L. Haskin  
 Robert A. Haskin  
 Charlene Hendry  
 Craig D. Hockenbury  
 James A. Holder  
 John M Hollick  
 Robert G. Howard  
 Tegwyn Hughes  
 Joan D Jarvis  
 Ned Jenkins  
 Catherine Jirak  
 Peter Urs Jucker  
 Arthur Kanzaki  
 John W Kelleher, Jr.  
 Tony Klejna  
 Timothy A. Kunkel  
 Alan LaBeur  
 Patricia A. Larder  
 Karen B Leonard  
 John M. Lewis  
 George J. Lordi, III  
 William Loucky-Ramsey  
 John F. MacDuff  
 Robert Malenovsky  
 Kelle M. Malkewitz  
 David P Martin  
 Thomas Mattice  
 David McCawley  
 Susan L. McMullen  
 Joe Montemurro  
 Ralph H. Mosios  
 George F. Myers  
 Jay Myrto  
 Nick J. Palazzetti  
 Gilles N. Paradis

David C Parkins  
 Robert Philbrick  
 Cornelia M. Purcell  
 Matthew R. Purcell  
 Jan Ramsey  
 James Q. Rice, IV  
 Thomas Riedman  
 Dale K. Rodgers  
 Robert S. Romanazzi  
 Christa Ross  
 Mark J. Rotellini  
 Lawrence Sawyer  
 Curt L Schramm  
 Linda Seveaneant  
 William P. Shea  
 Katherine Shedd  
 Elinor Sherry  
 June M Simcoe  
 Francis J. Simpson  
 Erick M. Skelley  
 Mary Sloat  
 Herbert L. Smith, IV  
 John Stamp  
 Amy K Sten  
 Denise Stone  
 Michael Swanson  
 Catherine L. Sweetser  
 Barbara J. Tait  
 Lanae Titus  
 Lawrence Titus  
 Karen L Vanderburgh  
 Stephen I VanOrden  
 J. Ted Wachs  
 Gary E. Wagner  
 Doug H. Washer  
 Wendy S. Weichert  
 John R. White  
 Mary Ellen Whitney  
 John W Woods  
 Mary Yates  
 Mary Jane Yost  
 Therese N. Zagryn  
 Roger Zilliox

### 40 Year Members

Edward H Bedrossian, Jr.  
 Bruce C. Blair  
 Anthony T Blandini  
 Gary Davis Burnett  
 Donald L. Carrabotta  
 Joseph Cecala  
 Douglas Cook  
 Tony D. Crespi  
 Brendan Crowe  
 Nicholas J. DeDad  
 Ralph F. D'Elia, Jr.  
 Leonhard Demelbauer  
 Raymond A. DeVerry  
 Aaron G Dewey  
 David M. Fedak  
 Lawrence Feldstein  
 Glen A Findholt  
 Jill S Firstbrook  
 Donna Forte  
 William Gabriel  
 Daniela Goldberg  
 Lloyd Michael Gonzales  
 Joan Heaton

Raymond M. Horwitz  
 Joani M. Isabella  
 Peter Isaia  
 Keith Karnan  
 Richard W. Keane  
 Hollace LaFontaine  
 Dr Robert B. Lipton  
 David K. Loesel  
 Barbara Marshall  
 Walter A. McGrail, Jr.  
 Susan McGreevey  
 James P. McHale  
 Kay A. McKinney  
 John Morris  
 John Mousaw  
 Gerald New  
 Kathleen New  
 William Norton  
 Klaus Nuki  
 Dr Charles Patton  
 Daniel L Peck  
 Joseph Piazza  
 Patricia A. Pitcher  
 John Przekop, Jr.  
 Tom Quinn  
 John Ben Randall  
 Robert Rehbein  
 Colin Rehkugler  
 Peter C. Robertson  
 Robert Roche  
 Daniel M Rusk  
 Gary B. Saperstein  
 Peter J Scarpelli  
 Linda C Sharpe  
 Paul H. Smith  
 Norman W Snyder  
 Robert S. Speck, Jr  
 Philip Stymfal  
 Rodney Swank  
 Paul Switzer  
 Gary P. Terwilliger  
 David H Tremaine  
 Eric Ueland  
 James F. Viganì  
 Keith Weber  
 Gary Wright  
 Edward G. Yatsko  
 Len Zimmerman

### 50 Year Members

Raymond J. Allard  
 Charles Bennett  
 John Caldwell  
 Dr David F. Clune  
 Robert L. Courmoyer  
 Francis H. De Boise  
 William W. Douglas  
 Christine Frank  
 John J. Kirby  
 Barry N. Maturevitz  
 James R Morris  
 Stevan W. Morrow  
 Sheila Y Osler  
 Kenneth Reynolds  
 John P Shaffer  
 Charles D Smith  
 Robin R. Smith

## Dev Team Tryout

By Kathy Brennan, PSIA-E Dev Team Coach,  
Examiner, Eastern Tech Team Member

### Check all that apply:

- Is ski instructing your career, passion, or simply your favorite thing to do?
- Do you love to teach people how to ski well, as much as you love skiing?
- Are you constantly in pursuit of that perfect carved turn, awe inspiring ski performance, or that elusive 'touch' on the snow?
- Do you want to travel around our region, learning from some of our best, sharing information, and inspiring our members?
- Are you open to challenging habitual movement patterns and thoughts about skiing?
- Does your schedule allow you the flexibility to travel for training or work?

Did you check one or more of the boxes above? Do you have your Level 3 certification? If yes, then pursuing a spot on our PSIA-E Alpine Development Team is the next step for you.

On February 8<sup>th</sup> and 9<sup>th</sup>, 2018, at Cannon Mountain in New Hampshire, many of our best and brightest ski instructors will be gathering to compete for a spot on our division's Alpine Development Team. Candidates who are selected will earn a four-year spot on the team.

### Dev Team Members are:

- Required to attend a two-day training event each season;
- Required to understudy 20 days of PSIA-E events over the course of their tenure on the team;
- Invited to participate in other PSIA-E events at no cost;

- Encouraged to participate in other team and staff training activities each season;
- Asked to conduct Level 1 exams, workshop clinics, or development series events in their region, once they have successfully completed the appropriate training/understudy activities.
- Encouraged to avail themselves of reading material, videos, training in other disciplines, boot fitting, racing coaching, freestyle and more - anything that will help to improve knowledge and performance in our craft.

While there is no National Standard for performance above Level III, it is the expectation from our division, members, and frankly ourselves, that as a member of the PSIA-E Development Team we exceed the Level 3 National Standard in our ski performance, teaching skills, and technical knowledge. Furthermore, we are actively working to grow and improve in these areas at all times. Team members must epitomize the athleticism, commitment, openness, selflessness, and passion that is required to make changes and is also inspirational and motivational for our teammates, BOE members, PSIA members, our home schools, and guests.

February will be here before you know it. Begin training now. Check the PSIA calendar for Development Team Prep events in your area or join our session in the Wednesday afternoon optional programs at Pro Jam. Talk to your Snowsports Director and Trainers and find out what you should do to prepare for the tryout.

Questions, contact me – the coach, Kathy Brennan through the PSIA office or at [Kathy@arc2arc.com](mailto:Kathy@arc2arc.com). ☞

## Getting Prepared and Being Successful

By Chris Ericson,  
Alpine Education & Certification Chairperson

February is an exciting time of year for all of us as the temperatures start dropping and the seasonal Snowsports School meetings commence with the extended families we have not seen since March. In addition to the many changes that may have happened at our resorts over the summer, there have been a few changes in our organization's leadership in the East. First and foremost, we must give a big *thank you* to Peter Howard. As our previous Chairperson for the Education and Certification Committee, the work that he accomplished to help shape our organization cannot go unnoticed.

Pete's approach was always to develop success through collaboration and look for the potential challenges before they became a reality - a proactive approach for sure. With the evolution of the certification process over the past few years, Pete looked to meet the needs of the membership and maintain the National Standards. At the same time, the challenge of continuing the focus on our mission as an educational organization and providing opportunities for professional growth was always his priority. This season, as your new Chairperson, I am happy to follow in some of those same footsteps and help develop educational programs that will meet the needs of the membership.

As you look at the calendar of scheduled programs, I encourage you to explore events that may help with your own personal growth. Look towards those events that may develop areas where you may be weak or need some added attention, or a new area of expertise you're looking to explore. For those looking to elevate in their certification level, remember to start your preparation early in your commitment. Although I firmly believe that the certification process makes better instructors, it is the preparation for the certification that makes great instructors. There is no doubt that going to an exam can be "educational" and possibly "enlightening," but at some point, if you're seeing and hearing things for the first time at an exam, then your course of preparation was most likely flawed.

Getting prepared and being successful is one of those things that we can apply to almost anything we do. However, the recipe for success is different for all of us because how we prepare and what we need to do as individuals has many variations. This year when you take one of our educational events, make sure you get everything you need out of the clinic. Ask questions (on the chairlift), ski/ride a lot and search for sensations that may be new to you, confirm those sensations with the Educational Staff and take some notes at the end of the day.

I look forward to seeing you all on the slopes this year. Please feel free to reach out to me if I can be of assistance to you at [cericson3@optonline.net](mailto:cericson3@optonline.net). ☞

## You asked for it!

By Don Haringa, PSIA-E Director of Education and Programs, PSIA-E Examiner

On Saturday, April 29th, members of the Ed Staff; some selected Board members; many of the Member Services and the Education and Programs staff; our Eastern Executive Director, Michael Mendrick; and our National CEO, Nick Herrin; met with a group of our members who represented many of our division's various demographics. The goal was to brainstorm and to come up with ideas and plans for the future that will excite you, challenge you, fulfill your needs, and keep you engaged with PSIA-AASI. This Focus Group gave us plenty of ideas, and we are working diligently to turn those ideas into actions. Here are some of the ideas that we are implementing this season and some that are in the development stage.

**Order your Custom Event** - You do not need to attend an event that is on our schedule to get your education credits. Instead, you can order your own custom event. All you need is the topic or topics that you would like to focus on, the permission of your Snowsports School Director, and a group of like-minded skiers to share the cost with you. For example, you want to take a mogul clinic, but you want to take it with a group of your fellow instructors, and maybe even a few friends who are not PSIA members. We can do that! You can have up to 8 participants in the group, including yourself. The cost is the same whether you have 8 participants, or if you want to go solo. For more details, please contact Candace Charles in the Eastern Division office ([ccharles@psia-e.org](mailto:ccharles@psia-e.org)).

**National Team Week** - Level III members have long been able to ski with the PSIA-AASI National Team by attending the Masters Academy. For the rest of our members, the opportunity to ski with a National Team member has been by attending the National Academy, or by chance, getting one of the Eastern Division members of the National Team as your clinician at an Eastern event. Well, our Focus Group asked for a chance to ski with the PSIA-AASI National Team, and we said yes!

In February, we have several members of the Alpine National team coming east to hold six one-day clinics. February 10-11, Ryan Christofferson, Jennifer Simpson, and Dustin Dyar will be conducting clinics at Whitetail Resort, in Mercersburg, PA. The team heads to Roundtop Mountain Resort in Lewisburg, PA for clinics on Feb 12. From there they will then move north to Mount Snow, VT for clinics on February 14-16.

On the snowboard side we are optimistic that Amy Gan will be available for clinics during the same time frame as the Alpine crew. She will be firming up her schedule in the near future. Watch your e-mails for more information!

These one-day clinics are open to all levels. This is a rare opportunity for members other than Level 3 instructors to ski or ride with National team members, and it only costs \$125.00/day! Sign up early, as we expect these clinics to sell out quickly. To give as many members as possible a chance to ski with the team, we are limiting the opportunity to one day per participant.

The Focus Group asked us to **streamline the certification path information that is available on-line**. As such, members of the Alpine Tech Team are in the process of rewriting the Eastern Alpine Exam Guide. This project is nearing completion, and the new exam guide should be on-line by the time you read this!

**Expand the e-learning options and collaborate with other divisions and National** - This is a project that is on the front burner! Soon you will be able to go to [thesnowpros.org](http://thesnowpros.org) and choose from a variety of e-learning

courses, including some from other divisions. This is a work in progress, so watch your e-mails for more information as this project takes shape.

The Focus Group asked us to **recommend future events to members, based on a recent event attendance** – Have you noticed that when you order from Amazon you get a recommendation that goes something like, Shoppers who bought X also liked Z? We are working on doing the same thing for the events that you attend. After you attend an event, don't be surprised if you get an e-mail with a recommendation for another event that may interest you.

The Focus Group also asked us to **consider flexibility in choosing prerequisites for Alpine Level II and Level III exams**. The Alpine Steering Committee and The Alpine Education and Certification Committee took this request seriously. The result is some major changes to the Alpine Level II and Level III exams. Please look for the article titled **Alpine Level II and Level III Changes**, in this issue.

**Offer semi-spontaneous events** - Have you ever watched a forecast for a big snowstorm and thought, "How much fun would it be to take a powder clinic right after this storm?" or, "Wow, it's going to be sunny and 40 degrees next Tuesday and Wednesday; I wish PSIA had a bump clinic on those days!" Well, watch your e-mails. We are working on making this a reality. We will be watching the weather, and if the conditions are right, we may be offering some short notice events. Several resorts have expressed interest in hosting these events, so if the weather is right, and the Ed Staff is available, you will be getting an e-mail!

The Focus Group had many other great ideas for us, and we will continue to implement as many as we can over the coming seasons. <<

**Get the PSIA/AASI Rate  
when you book with  
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**Book at [choicehotels.com](http://choicehotels.com) or call 800.258.2847  
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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.  
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## Eastern Division Membership Benefits for 2017-18!



# VIP Privileges



**H**ere is your 2017 - 2018 *Eastern Division* membership benefits and promotions update. Throughout the season, be sure to look on the Eastern Division website to see what's new and for more details, forms, etc. on all of our programs. Focusing on keeping our website up-to-date with the details and forms needed for any of these programs allows us to get the timeliest info possible to you. We hope you take advantage of all of these great programs!



### Elan/Alpina Exclusive Offer for Eastern Division Members!

Elan/Alpina Sports is proud to support PSIA/AASI-Eastern Division and its members. With that, we are excited to extend special PSIA-E/AASI members a **35% discount off** prices shown **PLUS 50% off shipping/handling** on Elan/Alpina's entire range of products.



### Launch Snowboards has extended their PROFORM program to PSIA-E/AASI.

Members should place your order at [www.launchsnowboards.com](http://www.launchsnowboards.com) and before checkout enter "PSIA-E/AASI" and your membership number in the special instructions field in the Cart screen. At checkout enter the promo code "PSIA-AASI-EASTERN-1718" to get 40% off your order.



### Hovland Snowskates Pro Form Offer for Eastern Division Members!

Hovland Snowskates is offering AASI members a 43% off PRO FORM deal this season - you can get more information about snowskates on Hovland's Website today! Hovland makes it easy for AASI members to order a snowskate today. All you have to do is use the Coupon Code "AASI" when you're checking out.



### WSI Sports – Pro Purchase Program for 2017-2018 Season! WSI Sports manufacturers of quality 100% MADE IN USA innovative performance apparel is offering our members 30% off!

PSIA-E members will be able to access discounted products through a special web link and purchases will be 30% off of retail using the code PSIAE.

### PSIA-E/AASI Logo Business Cards – high-quality, well-priced

Through our new partnership with **Tyler Barnes of ELEVS**, we are again offering high-quality, well-priced personalized logo business cards. You can create your cards, preview them, and place your order directly from the Eastern Division website. Order now and get ready for the season!



### Avalanche Skiwear – Member purchase program will continue for 2017-2018 Season!

PSIA-E members will be able to access special pricing on Avalanche purchases at up to 40% off retail. See flyer on PSIA-E website for ordering information.

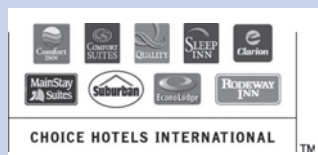


### Burton – Attain AASI Level II and Level III Certification Recognition Program

#### Burton – Attain AASI Level I Certification Recognition Program

Burton is once again providing us with awesome Burton gear to use toward recognizing the importance of obtaining your next level of AASI certification. All AASI members who attain their next certification are entered to win various prizes. As you would expect, the prize opportunities get bigger as you move up in certification level. For details about this season's Burton promotions for Level I, II and III, go to the member benefits area of the Eastern Division website.





### Choice Hotels – Usage of this great member benefit program just keeps growing!

As an Eastern Member using our PSIA-E Promotion ID, you get a 15%

discount when you book online for reservations at hundreds of Choice Hotel locations (including Comfort Inns, Clarion, Quality Inn and Econodge) – plus, take advantage of their Choice Privilege promotions to earn free rooms, etc. See the Choice Hotel ad in this issue for more details.



### Green Mountain Orthotic Lab (GMOL) – Another chance to win free GMOL footbeds!

Green Mountain Orthotic Lab's Stratton store located in Bondville on RT 30 will again offer pro prices on all boots in stock as well as custom footbeds. Please call 802 875-1122 to set up an appointment.



### Reliable Racing – Again offering a discount to PSIA-E/AASI members!

Reliable Racing is again providing support to the Eastern Division racing program as well as again offering our members the opportunity to get 10% off purchases of \$149 or more. The discount is available for on-line orders via the Reliable Racing website or for orders placed by phone directly to them. Please go to the Eastern Division website for this season's Promotional Code which you must reference to receive your discount.



### SkiPal – Back this year and again offering member and snowsports school discounts.

SkiPal, the ski/ride teaching tool, will again be offering two programs this season; a discount offer to members on individual orders as well as a volume discount offer to Snowsports schools. See the SkiPal advertisement in this SnowPro and the Eastern website for more details.



### The Boot Lab at Windham – Professional discounts offered to all current PSIA members.

The Boot Lab at Windham is offering 20% off custom footbeds to all current PSIA-E/AASI members. Current membership card and photo ID is required.



### Vermont Ski and Sport – Standup Paddleboard Special.

Offering a Standup Paddleboard special to all PSIA-E/AASI members and 10% off all accessories at time of purchase. Please see the Member Benefits section of the Eastern website for additional information.



### SmartWool – This popular Pro Purchase Program which provides 40% off retail is again available to Eastern members!

See the SmartWool banner and link to their site from our Member Benefits page to see their great products. Access the SmartWool page and details on how to get your 40% discount in the Member Benefits section of the Eastern website.

The SmartWool fiber combines comfort and performance into one versatile package and the product line includes shirts, pants, jackets, vests, socks and more. You won't find better gear to keep you comfortable in all conditions!



### Avis is now a supplier of rental car services for members of PSIA-E/AASI.

For personal and/or business rentals when making a reservation, it is very important that you always ask for the best rate available by providing **Avis Worldwide Discount number (AWD) T453600**. PSIA-E/AASI members can enjoy special member rates, considerable value-added discounts and the latest in technology, products, and services to make your car rental experience better than ever. See our website for more details.

### PSIA-E/AASI Gift Certificates

Don't forget when you are looking for a unique and useful gift for an employee, parent, spouse or child who is a member; gift certificates toward dues or events are available. To purchase a gift certificate, please call the office at 518-452-6095 and speak with member services to order your certificate.

**For the latest information about PSIA-E/AASI Eastern and National Member Benefit Programs and Promotions be sure to check often at [www.psia-e.org](http://www.psia-e.org) - Member Services.**

## Alpine Level II and III Exam Changes

By Don Haringa, PSIA-E Director of Education and Programs, PSIA-E Examiner

The Alpine Steering Committee and the Alpine Education and Certification Committee held meetings in the spring, and approved some changes to the Alpine Level II and Level III exam process. These changes have been under discussion for over a year. Several of the changes were made because of the increase in the passing percentage for the Children and Youth Module since CS-1 and CS-2 became required prerequisites. In addition to the committees, there was valuable input from Snowsports School Directors, and from the participants in the Spring Focus Group.

The following changes were brought to the PSIA-AASI Eastern Division Board of Directors at their June 2017 meeting as proposals and all were approved.

### The following changes affect both the Alpine Level II and the Alpine Level III exams:

- The on-line written exam will be the first part of the exam, and it must be passed before a candidate can take the skiing or the teaching exam. This will officially go into effect on January 1, 2018.
- Beginning this season a member may take the teaching exam before the skiing exam, if they prefer to. This is a one-year trial run.
- Regardless of the order in which members choose to take the exam, before a member can take any part of the teaching exam, they must take a prerequisite.

### The following changes are Alpine Level II Specific:

- CS-1 is a required prerequisite. For any member who has attained CS-1, the Children and Youth (C&Y) module will be waived. The Creative Teaching module and the Movement Assessment and Teaching module will be held on the first day of the exam. This shortens the teaching exam to one day for anyone who has attained CS-1. This affects the vast majority of our members. This change will save many of our members a significant amount of money on hotel and food costs, as well as potentially reducing the number of days they will be away from their jobs.
- We do still have some members who started the Level II exam process

before CS-1 became a requirement. These members were grandfathered into the old system and do not have to take CS-1 to be Level II certified. For the members who started the exam process before CS-1 was a requirement, we will still offer the C&Y module on the 2<sup>nd</sup> day of the exam for the 2017-2018 season. A letter will be sent to those members explaining the process moving forward.

- We will hold a trial **One-day** Level II Skiing Exam on February 7, at Cannon Mountain.

### The following change is Alpine Level III Specific:

- CS-2 is no longer a required prerequisite. The exam candidate will need to take a prerequisite, but they will have choices. The prerequisite is to be taken before the candidate may take the teaching exam.

### The choices of prerequisites are:

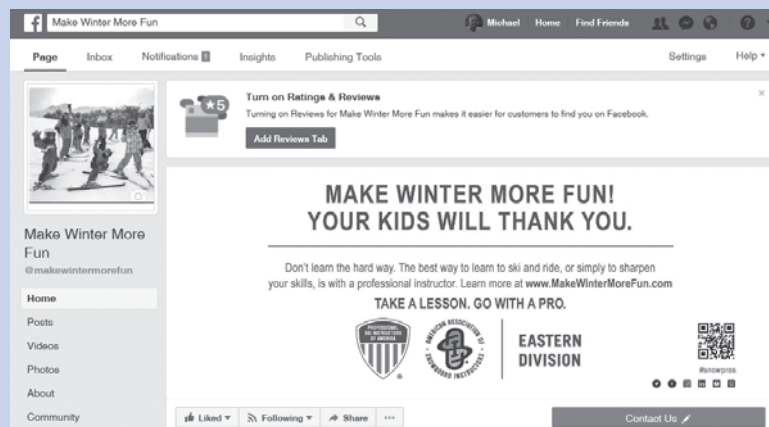
- Master Series Skiing
- Race Clinic
- Level 3 Exam Prep – Skiing
- Snow Pro Jam Level 3 Exam Prep
- Gateway to Dynamic Skiing
- Advanced Bumps
- Coaching High End Skiing
- Movement Analysis 201
- Level 3 Exam Prep – Teaching
- Children's Specialist 2
- Freestyle Specialist 2
- Stance and Alignment
- Level III Skiing College
- Level III Teaching College
- Spring Academy

**Please note:** If the candidate chooses to take CS2 and is successful, the Children and Youth module will be waived. Like Level II, the Movement Assessment and Teaching module moves to the first day. The Children and Youth Module moves to the second day, so for those with CS-2, the Level III teaching exam will become a 1-day exam. ⬅

## Have a great teaching story or testimonial?

Share it with us so we can share it with the public on the Make Winter More Fun website and Facebook page!

Submit to [psia-e@psia-e.org](mailto:psia-e@psia-e.org)



## New Alpine Education and Certification Chairperson Named

Welcome Chris Ericson, and Thank You Peter Howard

By Don Haringa, Director of Education and Programs

At the June Board of Directors meeting, the longtime Chairperson for the Alpine Education and Certification Committee, Peter Howard, was elected as the PSIA-AASI Eastern Division Vice President. He will serve a 3-year term as the Vice President, after which he will become the President of the Eastern Division for the following 3 years. Given the responsibility of these new roles, Peter decided to step down as the Alpine Education and Certification Committee Chairperson.

After announcing his intention to me, Peter and I began to compile a list of people who we felt would be a good replacement for him as the committee chair. As our discussions progressed, our original list became shorter and shorter. In the final analysis, one name rose to the top. We made our recommendation to the Eastern Division President, Ross Boisvert, who then brought the recommendation to the Board of Directors for discussion and a vote to ratify. The vote was a unanimous yes, and I am proud to announce that the new Chairperson of the Alpine Education and Certification Committee is Chris Ericson.

Here is an abbreviated look at Chris's history with PSIA:

- Chris became a registered member of PSIA in 1988
- He passed the Associate Certified exam in 1994
- He became a Level III certified member in spring of 2000
- He joined the Ed Staff as a DCL in 2002
- He became a member of the Development Team in the spring of 2006
- In the spring of 2009 he passed the ETS exam
- In the summer of 2011 Chris was elevated to a Category I Examiner, and the next season he was promoted to a Category 2 Examiner, a position he still currently holds



CHRIS ERICSON

- In 2015 Chris won a spot on the first and current Eastern Tech Team
- He is currently the Director of Training at Belleayre Mountain, NY
- In his role as a Tech Team member, Chris has been actively involved as a trainer at Ed Staff Training.

Chris has served for several terms as a member of the Alpine Education and Certification Committee. He has been a regular contributor at their meetings and conference calls. Chris is thoughtful, creative, and able to consider all sides of an issue or a proposal before making a decision.

Chris's history as an Alpine Ed staff member, his contributions as an Ed Staff trainer and as an Eastern Alpine Tech Team member, combined with his past contributions as a member of the Ed and Cert Committee give me great confidence that Chris will be an outstanding Chairperson for the Alpine Education and Certification Committee. Congratulations Chris!



PETER HOWARD

I also want to thank Peter for his many years as the Alpine Education and Certification Chairperson. I had to dig through some old *Professional Ski Teacher* newsletters (the predecessor to the *SnowPro*) to discover that Peter was named the Alpine Certification Chairperson in 1992. In 2002 Peter took on a larger role, as the Alpine Education Committee and the Certification Committee were combined into their present form. Thank you Peter, for 25 years of service, for your vision, your entertaining and thought provoking articles, your leadership, and for keeping the Eastern Division on the cutting edge of snowsports education! All the best to you in your new role! <<

## Customized Events now Available to You and Your Group! New option available this season

By Don Haringa, Director of Education & Programs

Are you interested in creating your own event with up to eight of your friends, peers, and co-workers? Then the new Member Customized In-house (MCI) Event is for you.

**What it is:** Two days of customized snowsports education delivered by a member of the PSIA-AASI-E Education Staff.

**How it works:** You or a designated member of your group submits a request form to the PSIA-AASI-E office stating the desired topics, dates, and desired clinician. After the event is approved by the office, the coordinator then selects up to 8 people to participate in the event. Participants can be members and non-members and this event will fulfill the continuing education credit needs of the members in attendance.

**The Fine Print:** The In-house coordinator must be on the staff of the mountain that will be the location for the clinic. PSIA-AASI-E is not responsible for providing lift tickets for this event; anyone not from the host mountain will need to arrange for a ticket through the coordinator.

For more information, please check the director's help desk section of the Eastern Division website located here: <https://www.psia-e.org/ssdd/>. <<

# SNOW Pro

## Upcoming SnowPro Copy Deadlines

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

**Winter 2018 issue: December 30, 2017**

## Writing Guidelines

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

## Why Business Cards Matter

By Greg Fatigate, AASI Examiner

The following article was spawned through a great discussion on the AASI East Facebook group. All AASI members are welcome to join this Eastern members' only site!

You just wrapped up another stellar lesson with a guest who is stoked. Do you just say goodbye with a high five? Maybe mention that they can request you for a private lesson? Then the guest is gone. Perhaps they got your first name and perhaps they'll recognize you next time. None the less, an opportunity for further connection here has been lost.

Handing out business cards with basic contact information is a professional touch that often creates the foundation for a long-term client. The delivery of this small card full of information is key. Simply handing it out with the expectation that you'll get private lessons typically leads to the card getting crumpled up and lost. Rather, handing it out with the offer to do more for the new client is the difference. As a local to your home resort, you are more than just a great instructor. You know where the good eats are, how conditions have held up, and when equipment sales hit. Providing the guest with a welcomed ways and means to contact you will boost your perception as a professional while making you their personal snowsports ambassador.

The first thing you have to think about is creating your business card. The basic business card doesn't have to be flashy, but it helps to make it pop. Things to consideration include:

- Good card stock
  - A recognizable picture of you
  - AASI and/or PSIA logo
  - Contact information you don't mind clients to have such as an email address, cell phone number, and associated school affiliation
  - Facebook profile, Instagram account, or any other social media outlet.
- Just be aware that of what you post. . . . .

After you have designed and ordered your business cards, the next thing to think about is how you will get them in the hands of your clients. It can sometimes feel like you are a used car sales person when handing out business cards, but consider this: the world of snowboarding and skiing is daunting activity for participants of a whole range of experience levels. No matter how great of a lesson you deliver, there are no shortage of reasons for the casual participant NOT to ride or ski. This is where you serving as their personal ambassador comes into play.

Try handing out your card like this:

- There are options if you choose to do another lesson. I'd be glad to tell you more now if you'd like, or just text me. Either way I look forward to doing this again with you!
- I know this area like the back of my hand! If I can help answer any questions for you during your stay including what to expect in your next lesson, where to get dinner, or where to get a pair of goggles, etc, send me a message.
- I've been in this game a long time! If you'd like a recommendation on other great areas to ride local to where you live, advice on finding gear easier, or a board recommendation, feel free to hit me up."

With that offer, chances are you'll create a long-term connection with your new client. Furthermore, at this point they certainly will look to you for a private lesson. After all why wouldn't they want to ride with you?

So where should you go to get your own set of business cards? Vista print is an easy option and they have endless variations to suit your needs. As an Eastern Member Benefit, color business cards featuring the official PSIA and AASI logos are available for order straight from the Eastern Website. You can find the order portal here: <https://snowproportal.com/cards/psia-aasi-eastern-cards>. Finally you can make these yourself or in-house at your school. No matter how you choose to do this, make sure it pops. A good companion to your personalized business card are the "Tip of the Day Cards" available for

only shipping and handling through the National Accessories Catalog. The 4 x 6" four-color Tip of the Day cards—available in your choice of alpine skiing, nordic skiing, snowboarding, or park & pipe versions—offer a great way to personalize your lesson. Each card has helpful advice for good skiing/riding in a variety of terrain, room for you to write your own tips for individual students, and slots for your business card.

Remember that most people will end up "face-creeping" you no matter what so be mindful of what you post on-line if that is a concern to you. In the end the easy tactic of providing a business card with basic contact information is a professional touch that helps to create the foundation of a long-term connection with the guests you inspire through the season. <<

Check out the NEW Eastern Division "Kids' Kube" app developed by the PSIA-AASI Eastern Childrens' Education Committee - now available in the iTunes Store, Google Play and the Windows Phone Store!

**KIDS' KUBE Kids' Kube**

Kids' Kube is the app that will help guide the way to providing an effective activity or game, specifically geared toward your students.

Download on the App Store | ANDROID APP ON Google play | Download from Windows Phone Store

Easy Install  
Click and Scan

ACE Team

To check out the app, go to: [www.psia-e.org/kidskube](http://www.psia-e.org/kidskube) or scan the code.

## national report

### Hello Eastern Division Members.

By Tom Butler, PSIA-Eastern Rep  
on the PSIA National Board

As your representative to the PSIA-AASI National Board of Directors I want to share with you some of what it is we do as I suspect, at least for some of you, the role of the national representative to the PSIA-AASI Board of Directors isn't fully understood. I always figured the role simply was to be the mouthpiece for each division's Board. Each division has its own board of directors, they have thoughts and ideas and need them shared to the national board. Pretty simple concept. However, what I have learned from being on the national board (only a little more than 6 months at this point) is that the vast majority of activity that we do is geared around how to better interact and build relationships with you – our members.

I heard Tony Robbins once say “the quality of my life, is equal to the quality of my communication.” I couldn't agree more and feel that this is spot on for our organization as well. Hopefully you have all recognized the various ways that PSIA-AASI employs to get in touch with you. Whether it's through *32 Degrees*, social media, First Chair podcasts, or even the annual catalog, the mothership in Lakewood, Colorado wants you to be informed. What you may not realize is that, behind the scenes, the amount of communication that goes on between National and the Divisions is ever present and ongoing. Our CEO, Nick Herrin has pulled a cultural 180 at PSIA-AASI headquarters and communicates regularly with his national board of directors but also almost weekly with the division's individual executive and administrative leadership. His office staff also regularly communicate with their counterparts in divisional offices so there are conversations going on every day at every level of the organization with the goal of ensuring that we are moving down the same path together.

With more than 32,000 members spread out over 5 time zones, bringing consistency to an organization with its size and complexity isn't nearly as easy as one may think which is why communication is so key. For example, Nick Herrin and Eastern Executive Director Michael Mendrick actually talk once or more a week on average – that's more than I do with my mother (sorry Mom) and I'm sure other divisional ED's probably would say the same thing (about Nick, not my mother...). In the not so distant past (Pre-Nick, that is) the communication flow, consistency and openness from the national office to the divisions was far less than now. I spent 11 years on the Eastern Division Board of Directors for Region 1 and was never entirely certain of what was going on at the Colorado HQ office other than I heard from our national rep or from articles in *32 Degrees*. When there is a lack of communication, uncertainty exists and when people are uncertain, and uninformed, forward movement can be difficult to sustain. I am happy to report that is no longer the case and there is a real embracing of the “Three C Philosophy” of “Communication, Collaboration & Consolidation” that was approved 10 years ago but just now becoming a nationwide reality.

If you have been following the Eastern Facebook page (and by all mean, you should) you have seen dozens of examples of National and Eastern collaboration taking place via the sharp new “Make Winter More Fun” promotional posters being put up on display at stores and resort lodges all over the division. Another example of “consolidation” for the benefit of the members is that Alaska has overwhelmingly voted to merge with the Northwest

division. As such, the organization is moving a little bit more efficiently and in unison. As we gain momentum and progress down the path, we need to ask how can we continue gaining on our goals?

We all identify with PSIA-AASI because of the positive relationships that we have forged in events, exams and in the locker rooms across the country. We are an organization of incurable learners and we seek those who are similar in that fashion. All efforts are being employed across the 8 divisions and the national office to build and improve relationships on all manner of levels. Member to member, division to member, national to division or national to member, it's all being explored. Nick Herrin has tasked and empowered every member of his staff to improve the member experience. Having visited the national office and having worked with Nick's staff on committees and in other settings, I am inspired and excited by the energy and drive to make a difference at every level.

So, what does this all mean? Basically, expect to hear a lot more from your national organization. I know our Eastern Division office works hard to be in communication with you all from email blasts, to the website, to the area rep program, to the snowsports management committee, and so on but I think the national leadership is going to raise everyone's game and I'm thrilled to be a part of it.

In future columns, I will try to shed some light on what we are doing at the national level through programs or committees that are designed to improve your membership experience and help you grow as professionals. As always, if you have any comments or questions, please let me know and thank you for being a teacher.

Your humble servant,  
Tom ☞

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## around the regions

### Region 1 Report (ME & NH)

By Peter Holland

Region 1 Representative

Greetings to all of you from New Hampshire and Maine.

The fall has been a warm one, but we are optimistic about having a great winter. As all New Englanders know, we just have to wait and see.

Since this is just the beginning of the season, other than some improvements in lifts and snow making at a number of areas, we don't have a lot to report about goings-on in the region. Most notable is the installation of a new Spruce Peak Triple at Sunday River and a new Peak Triple at Pats Peak. There are also some pretty interesting deals on season passes and discounted skiing at many areas.

In this issue you will see articles about changes in exam requirements related to CS1 and CS2, written tests, the order in which you can take exam parts, and update credits. In this article, Peter Howard and I would like to cover a few other items recently discussed at our October Board Meeting.

Over the past several years our event attendance has decreased each year. We find Workshop Clinics are very popular and very well attended; however, other events had to be cancelled due to insufficient registrations. We would like to hear your prefer-

ence for the type of clinics you would like to attend. Our surveys say one thing, but your attendance tells another story. We need to hear from you. You can give your opinion or suggestions at one of two regional meetings we will be having this season; the scheduling is in process. One will be in New Hampshire and the other in Maine, most probably at Sunday River. One will be in January and one in late March. We will post those details soon. We urge you to attend. You can also email me anytime at [pwholland@worthenind.com](mailto:pwholland@worthenind.com).

Another subject is the monthly debit option to pay your dues. I know this topic has been discussed for many years. We thought we would see a dues paying plan rolled out in 2018, unfortunately that is not going to happen. The data processing relating to dues billing and membership records are all stored on a CRM System at the National Office. That system is not capable of handling a debit billing plan similar to the systems used at other businesses. It now looks like the initial program will be rolled out in 2019. We are urging National to get this enacted but there are always roadblocks. Peter and I, along with many other Board Members and staff, think this is a very necessary feature to help people pay their dues even when the last thing they are thinking about is skiing. We need all of you to push for this, especially those of you who will benefit most from this option.

In other news, the Women's World Cup will be held at Killington again on 11/25 (GS) and 11/26 (slalom). I know many PSIA Members work this event. I was fortunate to work at the start last season. It was a great experience being able to

talk with some of the athletes and coaches, and to watch the skiing.

Although not a PSIA Event, we will be holding our annual New Hampshire Alpine Racing Association / PSIA Clinic at Bretton Woods on 12/7 and 12/8. The event is staffed by PSIA Ed Staff and has become very popular among race coaches in NH. Along with the PSIA Ed Staff we will have Edie Thys Morgan, a former two-time Olympian as a clinician.

That is about it from the two of us. Please do not hesitate to contact either of us with any suggestions or concerns you may have. We look forward to seeing you on the slopes. The next time you teach a lesson consider suggesting to your student(s); "If you liked today's experience, ask for a PSIA certified professional wherever you go!"

Think Snow and HAVE FUN!!!

Thanks,

Peter Holland, Region 1 Representative

### Region 2 Report

By Ted Fleischer, AASI-E Examiner  
and Region 2 Director

Greetings from the great soon-to-be-white north!

Many of the skiers, riders, and resorts in our region had good to excellent conditions and business last season. This was a much-needed rebound from "The-Winter-that-shall-not-be-named." Several of the resorts in our region received more than 350 inches of snow with Jay Peak topping out with a whopping 491 inches!

We had some changes in our region over the recent months. One major change was Vail's \$41M purchase of skiing and riding operations at Stowe Mountain Resort. This is Vail's first eastern skiing and riding resort. Another change was the naming of long-time PSIA/AASI member and examiner, Erik Barnes, as the new GM at Mt. Snow. Erik has been with Mt. Snow for 31 years. Congrats Erik! Additionally, the receivership appointed to oversee Jay Peak's operations has reached a settlement with investors and contractors and has also earmarked \$19.7M in new improvements to complete the final phase of Jay Peak's revitalization initiative. All of the above changes bode well for our region, our industry, and for the already strong relationship between our organization and these, and other, resorts in Vermont.

Following the success last season, the World Cup once again comes to Killington November 25<sup>th</sup> & 26<sup>th</sup>, a spectacle well worth the trip. This is the second year in a 3-year commitment between Killington and the professional skiing cir-



cuit. State-of-the-art snowmaking at Killington and a dedication by everyone involved are what make it possible for us to see this world class event in our own backyard.

As of this writing, the preliminary PSIA/AASI-E schedule is out and there are lots of great skiing, riding, nordic, adaptive, and kids events planned for our region. There are far too many events to name here, but take a look at the online schedules and choose one or two of your favorites for you and your instructor friends to attend...in fact, bring ANY friend, some of our events are open to non-members too!

Think snow and we hope to see you on the slope again soon.

Ted Fleischer – Region 2 Director

Katherine Rockwell MacLauchlan – Region 2 Representative

## Region 3 Report

*By Dave Beckwith  
Region 3 Director*

Hey Region 3! After a great Summer we are all looking forward to Winter and getting back on the snow! Here is an update on what has been happening in Region 3 over the Summer.

Mohawk Mt. in Cornwall, CT. has hired a new Assistant Snowsports Director for their Snowsports Discovery Center. Filling that role will be Jack Hancock. Jack is a certified snowboard instructor and brings many years of successful management experience in the automotive industry to the Mohawk Snowsports team. Best of luck to Jack in his new role!

Mohawk will also have a new program this season called “Hawk Stars.” Hawk Stars will be a seasonal Saturday program for snowboarders with a minimum advanced beginner skill level. The aim is to have a snowboard program with its own identity to increase participation in this exciting sport.

Powder Ridge unveiled their 365 Synthetic Snow Park in September. Currently they have a 500 foot. run with plans to expand that to 2800 feet by next Summer. The surface material is a high-quality plastic polymer that provides a very “slideable” surface without water. I had the opportunity to ski it during their opening and it is fun. All of the skiing movement patterns we use apply so it is a great way to keep those ski muscles primed for Winter! Check it out!

Mt. Southington has made major improvements in their snow making capacity for this season. With the system they can go from having no

snow to 100% operational in 3 days all at the press of a button. Cold temps are needed of course!

If you have not logged into the PSIA National website recently to check out the new and improved Matrix you need to do so. It is full of tips and high-level demos that you can access from your smartphone, tablet or PC.

Also, make sure you check out the Kids’ Cube app. This is a fantastic app that not only will help you plan and shape your lessons but add fun and excitement as well! It’s full of great ideas and at \$4.99 for the download it’s a bargain! Everyone who teaches kids, or just teaches should have this app. It is fantastic.

You can find the link to Kids’ Kube at the PSIA Eastern site: [www.psia-e.org/kidskubec](http://www.psia-e.org/kidskubec).

I hope to see you on the slopes this winter.

Cheers,

Dave Beckwith, Region 3 Director

## Region 4 Report

*By Bob Shostek, PSIA-E Examiner  
and Region 4 Director*

Hello fellow Region 4 (R4) members! It’s that time of the year when the leaves are falling, darkness comes earlier, and the cold air is moving in. By the time this newsletter goes to press, some of our eastern resorts will be making snow or already close to opening.

Looking at the Eastern Division schedule for the ‘17-18 season, resorts in Region 4 will host a vast variety of events for every discipline. Our Alpine members can choose from 54 different events covering everything in education the division offers. From workshop clinics to race clinics, the region will host it all, including exams for level I and II. Snowboarders will have 18 scheduled events to choose from, including LI and II exams being held in the region. There are 5 Freestyle events, 9 Children’s events (including several CS1 and CS2 events), 17 Adaptive and 2 Nordic events.

This schedule provides more than 105 events in our region at 12 different resorts from December through late March. The vast variety of events on the schedule in our region will accommodate all levels of education and abilities, from new instructors to seasoned veterans. I would like to highlight 32 of our region’s scheduled events will take place on the weekend. All disciplines will be hosting several events on weekends. Check the schedule and sign up early because these events fill up fast.

With the ongoing success of the exam col-

leges, the Eastern Division will host two 5-day, Level II Skiing Colleges and two 5-day, Level II Teaching Colleges. The Level II Colleges will be held December 11-15 at Killington, and February 26 - March 2 at Windham Mountain. Additionally, the division will also host a 5-day level III Skiing College and a 5-day Level III Teaching College mid-season at Hunter Mountain. These colleges are becoming very popular events, so as with other popular events, it is suggested you sign up early to be guaranteed a spot.

An important note about Alpine exams: there will be several changes in the Level II and Level III Teaching exams. If you are taking one of the teaching exams this season, please look at the articles on exam change details in this newsletter.

Along with our Regional Representative Steve Martin, I want to say Thank You to Angelo Ross for his time serving as Region 4 Representative on the Snowsports Management Committee (SSMC). We welcome Andrew Davis, Director at Whitetail resort, as our new representative for Region 4 to the SSMC. We also congratulate three Region 4 members on being elevated to Category 1 Examiners: Mark Absalom from Camelback, Jes Stith from Liberty and Stan Wilkes from Whitetail. The countless hours of training, studying and hard work has paid off for them. Best of luck with the new positions on the Eastern Educational Staff! Finally, we wish all the best to former Educational Staff Examiner Ron Hawkes in his new position as General Manager at Camelback Resort.

Steve Martin and I will conduct 2 regional meetings this season and each will run in conjunction with educational events. Having both northern and southern meetings during the year has been well received by Region 4 members in past years. We hope to hold one in the northern part of the region (Camelback or Elk) and one in the south (Liberty or Whitetail). The regional meetings are designed to update members about the division, the region and provide national news. These meetings are also an avenue for members to voice concerns or issues, and present suggestions and questions about PSIA and the Eastern Division, but Steve and I are available any time during the year for regional members, so feel free to contact us directly with any questions or concerns.

Have a great fall and early winter. We hope to see you on the hill soon!

Bob Shostek, Region 4 Director

Steve Martin, Region 4 Representative

## Region 5 Report

By Dick Fox

Region 5 Director

Happy Autumn, complete with fabulous colors and frosty nights that remind us that soon we can put away our lawn mowers, golf clubs, and bicycles and strap on whatever flavors of snow sliding tools that make us grin.

There have been lots of initiatives in the Eastern Division over the summer which you can read about in the last (electronic) and this issue of the SnowPro. Please keep in touch with Joe Hazard and me, so that we can help you get the maximum from your membership. Email addresses are at the bottom of this report.

Also, there are lots of things happening in Region 5:

Jane Eshbaugh reports that **Holiday Valley** has a brand-new Co-Director of the Snowsports School. Please join me in welcoming Allie Doro who will join Bob Armour as co-director. Allie's roots are in Western New York, as she grew up in Buffalo and skied in Ellicottville. After college, she moved out west and spent the last seven years at Steamboat and Aspen. Allie is a PSIA level III certified instructor who comes with the highest recommendations from her peers. Make it a point to meet her sometime this season.

Holiday Valley has added to its automated snowmaking system, purchased two groomers, modified the beginner's area, constructed two new beginner trails and replaced the Cindy's Warming Hut and the Mistletoe Lean To for the 2017-2018 winter season. This year's increase in snowmaking energy efficiency and volume has put Holiday Valley among the largest automated snowmaking systems in the country. The \$3.3 million investment this year brings the total investment for this independent resort to more than \$126 million in the past 24 years.

A creek and an area of trees in the upper section of the beginner's slope, Slippery Streets, will be reworked to accommodate the resort's Shaped Snow Learning Terrain and make access easier from the Creekside Quad Chair. The two new "Easier" rated trails, Shamrock and Boomerang, are located off lower Northwind and were outfitted with lights and snowmaking. These trails will make it easier to bring novice snowsports students back to the base area or to the Morning Star Quad.

On the other side of the hill at **HoliMont**, Wendy Frank reports that "This season our emphasis is once again on *Fun with Teaching; Bringing out Your Creative Side*. Our Team Leaders feel that sometimes our instructors get locked

into one way of teaching with just about every age group. Our goal is to get our staff out of their comfort zone during our on and off snow pre-season sessions, and help them try new and more creative teaching methods. Some of our more creative staff including Mike Hughes, Brian Smith, Adele Wellman, Shelley Fallon, Mark Marino and Tim Leach will be demonstrating six different ways to make a peanut butter and jelly sandwich focusing on different teaching styles and student learning styles. I can't wait to see the results! After this, instructors and trainees will have the chance to teach a two-minute lesson on anything they can do really well and feel comfortable sharing with their group. We will then tie it all in to PSIA/AASI skiing and riding teaching methods. PS If you haven't had your staff tap into the e-learning New Instructor Course from thesnowpros.org, please do. It is interesting, informative, and will certainly help new instructors get on the right track. Also, check out the new promotional materials from PSIA-E, and make sure they are hanging up in your snowsports school and locker room. They are fantastic!"

Wendy Frank continued: "Some interesting HoliMont history... Back in 1963 when HoliMont was just starting up as a private ski club, there were no lifts. Skiers either hiked the mountain, or were towed up behind our one SnowCat. Our first lift was the T-Bar in 1964. Now we have excellent snowmaking, seven lifts, a warming lodge on top, and plans for a great new beginner area, and new terrain at WestMont Ridge. We look forward to seeing you at our clinics this season at the Mont!"

From the eastern half of the region at **Greek Peak**, Joe Hazard, Greek Peak Snowsports School Director and Region 5 Representative, dreams that this season will start early and go long. "We deserve it and we're ready!" he says.

Joe reports: "It has been an exciting and busy 'off-season' for the owners, management, and staff at Greek Peak. The Hope Lake Lodge was busy with numerous functions and guests taking advantage of our destination and resort facilities. But, the exciting news for us are the investments made in snow making, our rental shop, our advanced terrain/trails and programs for the season.

For this season, we've added 16 new snow making guns and fans. Additionally, we've upgraded pipes and have increased the overall capacity of our snow making systems. Our Rental Shop has had a full make over, and 12 more advanced trails have been added to our Trail Map thanks to modifications of our mountain biking experience.

Greek Peak has also entered into a partnership with Jackson Hole, providing our pass holders

with access to discounted tickets.

In addition to all of that, we are now partnering with Snow Operations and will be incorporating their Terrain Based Learning model [TBL] for our newest learners. This will be an awesome experience for our staff and guest. We've been lucky to have Eric Lipton directly involved and look forward to gaining from his experience and insights as we develop our programs around TBL."

Now, all we have to do, is influence Mother Nature.

You can reach us at:

Dick Fox: dfox@wmf-inc.com

Joe Hazard: j-hazard@hotmail.com

## Region 6 Report

By Joan Heaton

Region 6 Director

A special THANK YOU is extended to Brian Smith and Jack Jordan, former Region 6 Director and Representative, respectively, for their dedicated service to our Region during their tenure. Charlie Knopp and I will do our best to continue their great work on behalf of our region.

We began our work by checking with all the Divisional Committee Chairs concerning the contributions that are being made by our present Region 6 committee members. Also, each Region 6 committee member was asked if he/she was willing to continue serving on his/her respective divisional committee. In all cases, everyone said "Yes" and, as a result, our committee representatives will remain the same.

However, with regard to the Education and Certification (Ed/Cert) Committee, we needed to attend to the vacancy of Chris Ericson who was the Region 6 Representative to that committee. Chris was asked and accepted the chairmanship of that committee. We began by calling on the Coordinator of the Area Rep Program to gather names of possible Region 6 candidates from which we could choose a representative to fill this vacancy. After much examination and consideration of the possible candidates, Doug Hammond, Windham Mountain Resort, was chosen to fill the position for our Region. We thank the other candidates for their willingness to serve. Congratulations, Doug!

Our Region 6 Representatives to the Eastern Division Committees stand as follows:

- Snowsports School Management Committee - Gail Setlock, Gore Mt.
- Children's Committee - Lisa Gouwens, Gore Mt.
- Education/Certification Committee - Doug Hammond, Windham Mtn. Resort

As part of her work as a Children's Committee



## In Memoriam

**David Michael McCawley**, 57, of Jeffersonville, VT passed away in his home on August 26th, 2017, with his wife Judy by his side.

Fondly known as "Squatch", he was passionate about family, friends, music, and life. Living large in the Northern Green Mountains of Vermont, he created an immense network of relationships through Paint Contracting, Ski Instructing at Smugglers' Notch, growing up on the ocean of Southern Massachusetts, and through his love of music especially the Grateful Dead.

He was a longtime member of PSIA (Professional Ski Instructors of America), and earned his Alpine Level 3 Certification. As an instructor and supervisor at Smugglers, he created great skiing experiences for countless guests, as well as training instructors. He truly was a legendary figure both on and off the mountain.

Squatch had a one of a kind personality that was infectious, impactful, and inspirational. He will always be remembered for having a wealth of knowledge, wisdom, and generosity, with which he mentored and guided many souls. His booming laugh and encompassing hugs will be missed tremendously.

For him please put love in your heart, peace in your life, music in your soul, and hug the ones you cherish everyday.

In lieu of flowers please make a donation to Lamoille Area Cancer Network.

<http://lacnvt.org/>. Submitted by family.



**Walter Blank**, 81, of Ghent, died Monday August 28, 2017, a day before his 82nd birthday, at Columbia Memorial Hospital (in Hudson) with his wife, Jane, at his side. He was born in New York City and grew up in Poughkeepsie. He attended Poughkeepsie schools, Oak Wood School, and graduated from the University of Vermont. He lived in Poughkeepsie with his family for 14 years and then moved to the old farm in Ghent,

which he loved, for the next 42 years. He grew up spending summers with his parents and sister in a cabin in the Adirondacks at Garnet Lake and grew to love the Adirondacks. As a young man, he was an inactive reservist with the National Guard, but was called to active duty during the Berlin crisis and served at an Air Force base in France. He had opportunities to travel in Europe and one of his favorite stories was about skiing with an Air Force ski team and participating in a race in Spain against the Spanish ski team.

He spent many winter weekends with his family skiing at Gore Mountain and he passed his passion for skiing on to his children. It was a sport he enjoyed throughout his lifetime (especially skiing in Utah with his daughter and watching his son ski race). He later expanded his trips to include cross country skiing, and developed a small business leading wilderness tours into the area. After giving up the ski tours he became a ski instructor at Jiminy Peak and was proud to have taught there for 20 years. <<

### » around the regions, continued

member, Lisa Gouwens, has started a pilot program in which she is trying to pull together a children's representative from each of the Snowsports Schools in Region 6. Once this group is put together, Lisa is hoping to compare and share ideas for the Children's programs in our Region 6 Snowsports Schools. If you are a Children's Program Director/Leader and are interested in being part of this group, please contact Joan Heaton at [jeheaton@optonline.net](mailto:jeheaton@optonline.net).

Also, there will be a new workbook for CS1 that will be used for this coming season's events.

As we checked Region 6 for *What's Happening in our Region*, we were able to gather the following news:

**Belleayre Mountain** has undergone some big changes during the off season. Highlighting the improvements is the installation of the Catskill Thunder, an 8 passenger gondola running from the Discovery Lodge to the West side of the mountain. As part of the overall Unit Management Plan, this major landmark improvement at the mountain will allow for the long-term growth that has been planned for many years. One of the unique features this gondola will bring in the future is an accessible cross country trail network at the top of the mountain where skiers can ride

the gondola back down once they are done with their cross country experience.

**Oak Mountain** reports that they have installed a new Magic Carpet!

**Windham Mountain Resort** has contracted with Snow Operating to work with Windham on their beginner conversion program. Eric Lipton, the Managing Director of Snow Operating, will be working closely with Franz Krickl and the Snowsports School to ensure an exciting and successful program.

This summer, Windham also made approximately 2 million dollars in capital improvements in the area by replacing a snow making pipe and some snowmaking equipment. A new green trail in the Bike Park was constructed and improvements in the Golf Course were made.

In the future, so we can all know *What's Happening in our Region*, would you please submit **NEWS FROM YOUR AREA** to [jeheaton@optonline.net](mailto:jeheaton@optonline.net).

Our first Regional meeting is scheduled to be held at the Thunder Ridge Lodge in Patterson, NY, on Sat, Nov. 25, 2017, at 1:30 pm. Our meeting will be held in conjunction with the Thunder Ridge and Ski Haus Swap Sales. Sounds like a fun day to me!! The Office will send out an email to all

Region 6 members to encourage them to attend this Regional meeting.

Joan Heaton, Region 6 Director

Charlie Knopp, Region 6 Representative <<

## Region not reporting: 7



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## Feedback Tactics

By Ian Boyle

AASI-E Development Team

Jay Peak, VT

Season's Greetings, well...almost!!! With winter on the mind and snow quickly coming, I can't help but think about all the excitement that comes with the changing of the seasons! If I think back to my first few seasons as an instructor at Mountain Creek in New Jersey, I can remember how nerve-racking it was to provide feedback as a new instructor. I recall thinking, "Am I saying the right thing?" Or even "Are these people listening to me?" Giving feedback can be extremely intimidating, no matter how much experience we have. How we structure our feedback to students can help take away some of those nervous feelings and leave you, and your student, with a much more positive experience. Some great ways to structure your feedback are by creating goals, continuously engaging your students in their learning process, and coaching for specific sensations.

I started a thread on the PSIA/AASI Open Forum ([community.thesnowpros.org](http://community.thesnowpros.org)) about different tactics on feedback to shed some light on methodology. Thanks to all who posted in the thread, or just read through it! What follows in this article are some highlights and comments that were given. These ideas can aid the structure of your feedback and, hopefully, will ease any nerves you may have about providing feedback.

### Goal Setting

When working with any student, take into consideration that there are several different ways people learn. Learn about your student by asking questions with the motive of setting a goal. Goal setting helps to keep the lesson on track and helps you to understand why your student is in your lesson. An agreed upon goal also gives you something to continuously connect with your feedback. It is important to make sure you are giving feedback on the current task and not something your student has to think back to. These are just a few ways goal setting can add some structure to feedback in your lesson.

### Framing Questions

One of the other solid ways to give structure to your feedback is by engaging your students in their own learning process. On the community forum thread, getting feedback from the student was a very

common theme. Engage your students by asking questions such as: "What are you feeling happen as you move your body towards the nose of the board? Towards the tail? From toe edge to heel edge? How is it affecting what the board wants to do? Is it different when you're standing still versus when you're moving?" Framing questions such as these can prove to be a valuable aid in getting your student to think more like the skier or snowboarder they are becoming.

### Feedback Through Sensations

The most common theme that people wrote about on the forum was getting feedback through movement. Movement is the name of the game in snow sports and we can do our best when we are moving. Having your student cue into the sensations that come with sliding on snow is a great way to know what is going on from your student's perspective. My favorite example is the sensation we feel when carving. Proper timing of flexion and extension in our joints will give the awesome sensation of controlling the edge pressure as we rip up the slopes! Giving feedback that is related to sensations is useful because the "Ah-Ha" moment will be instant when your student feels the sensation. That leads to two of my favorite things that I like to hear students say: "Wow that felt AWESOME!!! I loved that!"

As a coach or instructor, feedback is our greatest tool to creating a positive, lifelong experience for our students. The way we structure our feedback has a major impact on how meaningful it can be. By setting goals then asking our students about the current activity, we will set ourselves up to provide solid feedback based around sensations. I encourage you to use these tips and explore other ways that will help make giving feedback more effective and less nerve-racking, and allow you to continue improvement as an instructor or coach. ☞

## AASI Update

By Brian Donovan

AASI-E Advisor and Examiner

It's that time of year again... My e-mail inbox is filled with "last chance" offers of deadlines where prices to purchase packages, tickets, and passes all go up, and social media is starting to be filled with pictures of hard working snow-makers testing guns and painting the landscapes white. That's the cue that the best time of the year is quickly approaching. I want to keep all of you in the loop about some specific events and items to be paying attention to this winter.

**Calling all AASI 20-Year Members!!!**  
We admire your dedication to teaching and slid-

ing sideways on snow, and we want to show our appreciation! We have a new event just for you! You'll be receiving special invitations with more details soon, but I want you to save the dates and locations for this season. There will be two different one-day events offered on February 25<sup>th</sup> at Whitetail Resort in Pennsylvania and on April 6<sup>th</sup> at Sugarbush Resort in Vermont. Save the dates and keep your eyes out for invitations with more details coming soon!

**AASI Freestyle Specialist 1/Level 1 Combo Exams** - New this year!!! We are offering three-day events where you can earn your AASI Level 1 Certification and Freestyle Specialist 1 Accreditation all in one place. Yes, you read that correctly! Spread the word to members of your snowboard school to get them into the next phase of teaching all over the mountain!

**AASI Development Team Tryout** - We are hosting an AASI Development Team tryout March 19<sup>th</sup> - 21<sup>st</sup> at Killington Resort in Vermont. This tryout is open to any AASI Level 3 members in good standing. For more details, check out the "AASI Update" on page 22 of the 2017 Summer SnowPro located at <https://www.psia-e.org/ms/eastern-benefits/newsletter/archives-pdf/>

**AASI Exam dates and locations** - We are hosting our mid-season AASI Level 2 Exam February 26<sup>th</sup> - 28<sup>th</sup> in Region 4 at Whitetail Resort in Pennsylvania. We are hosting our end-of-season AASI Level 2 and 3 Exams March 26<sup>th</sup> - 28<sup>th</sup> in Region 2 at Killington Resort in Vermont.

**Insider's Tip: How to save money and make sure that the events that you want to attend do not get cancelled.** - Sign up early! Avoid event late fees by submitting your event applications before the deadline! Recruit friends! Events are more fun, less expensive (you can split travel and lodging costs), and less likely to get cancelled when more than one person signs up to attend.

**We want to hear from you!** Do you feel like you have something worth sharing with other PSIA and AASI members in a future edition of the SnowPro? We'd love to hear from you. We'll work with you to edit for content and length. Material should be sent to *SnowPro Editor* at: [psia-e@psia-e.org](mailto:psia-e@psia-e.org) as an MS Word document attachment.

**Personal Challenge:** My personal challenge to each of you is to spend at least one day riding at a new resort this winter. Take a letter of introduction from your home mountain to Guest Services at this new resort and I bet that you'll have the opportunity to meet some new people in the industry and maybe even score a discounted lift ticket. Go explore new terrain, step outside your comfort zone, and most importantly HAVE FUN! ☞

## adaptive airtime

### Adaptive Accreditation Process

By Kathy Chandler, Adaptive Advisor

**A**re you an instructor with an Adaptive Program? Do you or others from your program find that you are teaching one discipline more than any other? Or conversely, do you NEVER teach one of the disciplines either because of your expertise or your program just does not teach many students in that discipline? We have heard this from the membership and decided that it was time we gave those people a way to continue their education with PSIA. New for this season, we are implementing an Accreditation Program for Adaptive. This is how it will go.

Level I certification will continue as it has in the past. Candidates will come to a Level I exam and be tested on their skiing, teaching and professional knowledge in one of the three disciplines:

- Cognitive & visual impairments, (stand-up/ two track)
- Three and four track (with outriggers)
- Bi and mono-skiing, (sit down)

This gives anyone who has an interest in teaching people with learning differences a basic understanding of teaching people with either physical disabilities using adaptive equipment or those with cognitive or visual impairments. There is guiding for visual and tethering for each of the three disciplines. Each candidate comes away with a broad understanding of teaching skiing, working with people with differences, and teaching methodologies that work for that population, in that discipline.

After getting a Level I certification a candidate can take the Adaptive Skiing exam at Level II. The policy of taking the skiing module as the first module for the Adaptive certification was instituted last year. Once passed, a candidate can choose to follow the accreditation route.

- Each discipline will be a one-day exam, at a lower cost than the two discipline exams of previous years.
- The candidate will be scored on a scale of 1 – 10. A score of 4 – 7 will be considered an Associate Accreditation in that discipline. An 8 – 10 will be a Full Accreditation.
- The Associate Accreditation will be at the Level II National Certification Standard and the Full Accreditation will be at the Level III National Standard.
- All Accreditations will be banked for the life of

the candidate's continued PSIA membership.

- For any candidate already in the certification process for Level II or Level III, all disciplines that have been passed will be banked and they will go forward taking the one-day exams and earning their accreditations at that Level until they are successful in all disciplines.
- All six disciplines must be scored at the appropriate level in order to be Level II (4 – 7) or Level III (8 – 10) certified nationally.

The Adaptive Board of Examiners has spent many hours discussing the different scenarios and situations that may occur and I am sure there will be others that come up in our first year of implementation. We have created this new process to give more of the membership opportunities to continue their education in the field(s) of their choice. Please join in and come to an Accreditation Day in your field. We hope to see you there! «

### Adaptive Schedule 2017-18 Highlights – Take a Look!

By Kathy Chandler, Adaptive Advisor

**T**his year the Adaptive Schedule is packed with so many great events! We are hoping you will take a close look at all the options we offer and find something you would like to join us for. Coming to a scheduled event at another mountain gives you such a wealth of experience beyond the education. You grow through navigating new terrain, meeting different people within the Adaptive Community, learning about how other programs are run, and through the sharing that goes on among the group. These are all valuable elements of professional development that we often overlook.

New this year, we are offering many Accreditation Days, all over the Division, to give Members an opportunity to move in a vertical direction though the discipline or disciplines of their choice. For example, it is now possible to obtain a full Accreditation in just “Visually Impaired.” We are excited to see if this will help us bring more people into the education process. In addition, we have lots of Level I Exam opportunities through the Division and Educational Events that will help you grow. We have included many events that will not only help those in the Adaptive Field, but others as well. Some include:

- Behavior Management Techniques
- Teaching Kids on the Autistic Spectrum
- Training Your Trainers

All are appropriate and valuable for all Mem-

bers, not just those in the Adaptive Field. We all have students with challenges in lessons. So feel welcome to join us!


Each year we have more and more people joining us for the Adaptive Track at the Snow Pro Jam, which is scheduled for Monday-Friday at Killington on December 11 – 15, 2017. Typically, our group leaders are Augie Young (our Adaptive Coach and an Examiner for Adaptive and Alpine) and Geoff Krill (the National Team Coach). Together, they run the program and customize the five days of education for the group as needed. Those who have attended have come away with an appreciation for the education they received early in the season. It is a great way to start the season with a huge boost for you! «

### Adaptive Development Team Tryout this Season

By Kathy Chandler, Adaptive Advisor


**E**very two years the Adaptive Board of Examiners (ABOE) hold an Adaptive Development Team tryout. This season it will be at Killington, March 26– 28. This is an exam for those who have already attained their

next »»

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Adaptive Level III and Alpine Level II certification. They are working to become members of the ABOE and continue their education after certification. I think it can be agreed that at each step of certification one realizes how much more there is to learn. That feeling never stops. We each work to attain a Level of certification then get there and realize there is so much more. I liken it to walking into rooms of new people and experiences.

When I first started, I learned what I could from my local program, then went into the next room, my first experience with PSIA as I entered the registered room. Then it was a series of many rooms that I entered through my process of becoming Alpine Level II and adaptive Level III. Occasionally I did hit some closed doors with a few failures in the process, but eventually kept on moving through. Each room I got into had more experiences and knowledge that I learned before moving on to the next. I must admit that I continue to learn each time I go to a training or understudy another examiner or clinic leader. So that learning doesn't stop, it just gets better.

The process of becoming eligible to try out for the Development Team is as follows: Each candidate must:

- A skiing resume
- A letter of intention with their vision of what they can bring to the Board
- A letter of recommendation from their Director
- A letter of recommendation from a member of the ABOE.

This information can be sent to me or Augie Young, electronically or through Candace Charles at the PSIA office ([ccharles@psia-e.org](mailto:ccharles@psia-e.org)). I hope that those with an interest will let us know and we will help guide you through the maze of rooms that so many of us have moved. It's such an exciting process and we welcome you to become a part of it. ☞

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Join the Killington Snow Sports School as a **Temporary Ski Instructor** teaching youth groups from the UK. We are looking for ski instructors to commit to 5 consecutive days for either one of these two sessions: **February 10-14, 2018 or February 11-15, 2018**

#### We offer:

Competitive Wages, based on experience and certification.

Skiing/Riding Privileges, daily lift ticket provided for each day of work or training.

Low Cost/No Cost Lodging available, includes resort condominiums and area lodging options

Food & Drink Discounts, 50% off food & drink all season long

Training Opportunities, all Temp staff are welcome to attend any of our in-house training clinics throughout the season.

Earn Transferrable Lift Tickets-for each day of work, good for use this season and all of the 2018-2019 season.

**Special Employee Orientation Session offered for Projam attendees. Sunday, December 10th at 2:00 p.m.**

Employee benefits available upon completion

If interested please fill out an online application at [killington.com](http://killington.com)  
or contact [dbergeron@killington.com](mailto:dbergeron@killington.com) or 802-422-6735

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## 2017-2018 PSIA-E/AASI - MEMBERSHIP 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 between July 1, 2017 and June 30, 2018, only.**



Rev. 10/26/2017-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](http://www.thesnowpros.org) and the division website, [www.psia-e.org](http://www.psia-e.org).

**Please print clearly and fill out ALL requested information. This application must include payment and must be received BEFORE or at THE SAME TIME as registering for an 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, AGE 16-23: \$ 107.00**  
 **TOTAL NATIONAL & DIVISION DUES AMOUNT INCLUDED, AGE 24-29: \$ 117.00**  
 **TOTAL NATIONAL & DIVISION DUES AMOUNT INCLUDED, AGE 30-69: \$ 139.00**  
 **TOTAL NATIONAL & DIVISION DUES AMOUNT INCLUDED, AGE 70-74: \$ 127.00**  
 **TOTAL NATIONAL & DIVISION DUES AMOUNT INCLUDED, AGE 75&up: \$ 117.00**

**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 current membership year runs from July 1, 2017 to June 30, 2018, and that **MEMBERSHIP DUES are NON-REFUNDABLE**. The current membership year will expire on June 30, 2018. However, as a first year member I understand that I will not be billed until September 1, 2018 with dues to be paid by October 1, 2018 for the 2018-19 membership year renewal.
- ✓ I am aware that if I am registering to attend an event, I need to submit this membership application and event application by the deadline date.
- ✓ As a member of PSIA/AASI 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.

**APPLICANT'S SIGNATURE** \_\_\_\_\_ **DATE** \_\_\_\_\_



**PSIA-E/AASI  
2017-2018  
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 available! Please go to [www.psia-e.org](http://www.psia-e.org) and click the Register Online button.

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

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

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

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

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

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

**OFFICE USE ONLY**

Date Proc \_\_\_\_\_

Auth # \_\_\_\_\_

Initials \_\_\_\_\_

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

**All applicants must sign the following release form:**

I hereby release PSIA-E, PSIA-E/EF, AASI, the host area, and agents and employees of each from liability for any and all injuries of whatever nature arising during, or in connection with the indicated event. I accept the Event Participant Safety Policy as stated on the official PSIA-E/AASI event schedule, and online at [www.psia-e.org/safety](http://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	N/A	\$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](http://www.psia-e.org/charges) for complete descriptions of administrative charges.

## kids, kids, kids

### 2017 Children's Academy at the Management Seminar

By Sue Kramer

PSIA-E Examiner and ACE Team Coach

Children's Committee Chair

**W**ait! What? That's right, this year, the Children's Academy and the Snowsports School Management Seminar will run side by side. What started out as an idea over a year ago will be realized December 4-7, 2017. The theme for both events is Leadership. For the Children's Academy, we've gone CAP, with the theme: Leadership at All Ages and Stages. This theme conveys the idea that no matter how old we are, no matter what developmental stage, the best version of ourselves exists. And the variety of indoor and on-snow topics offered will get you, the instructor, there sooner. Through informative and collaborative sessions, participants will also be provided with ideas for elevating the student's experience. In all of our sessions we'll be exploring ways to develop and demonstrate the qualities that make us better leaders.

For pros of all levels and experience, topics were carefully chosen as the most useful and enriching. From learning how to structure a lesson using the children's teaching model, to coaching little racers and freestylers, to using props, you will have a hard time choosing. The indoor sessions provide the right setting for in-depth conversations with other children's leaders in the Eastern Division. Also, we have a 3rd day option for those wanting a little more. These folks will spend the day working on stepping up their skiing and riding game, and learning about the new Matrix. Members looking for an early start to certification may choose the 3-day AASI or Alpine combination Level 1 and CS1.

The Children's Academy, known for its flare and fun, will not disappoint the kid at heart. Channel your personal mentor/hero, whether that person is from the snowsports industry or not. Tuesday evening will be a chance to pay homage to that person. We invite you to fully impersonate your inspiration. It will be an evening of networking, being playful and of course, prizes will be awarded. Region 1's Committee Representative, Steve McGrath, will be in full force with his infamous raffle as well.

The Children's Committee and ACEs believe these simultaneous events will be the best early season one-stop-shop for both managers and instructors. Please refer to the brochure for more detail on the individual indoor, on-snow, and evening sessions. We look forward to seeing you at Mount Snow! ☀☀

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## membership & promotions

### Committee Update

By Walter Jaeger

PSIA-E Chair Membership and Promotions Committee

**I**t's exciting to finally be heading into the 17-18 season! I don't know about you, but I've spent my share of skiing and training in my head all summer. I've even done some land skiing to help keep muscle memory alive and refined.

One of the best efforts this year is our direct outreach to consumers from PSIA-E. Thank you (!) to the efforts of the individual Resort Reps, who have taken on the burden of distributing and placing full size PSIA-E consumer posters at ski shops up and down the East coast. PSIA-E's Facebook page has seen a continuous input of pictures of the posters placed in places our customers shop! When you see a poster, grin! This is one giant step in raising the public's awareness about the importance of PSIA members teaching their children!

PSIA-E also produced and distributed this year (thank you Resort Reps!) a new recruitment poster for the locker rooms. Recruitment of new members and relapsed members is important to your association. Members are the basis of all of PSIA's education and certification efforts; participating members make PSIA-E a success! You, the members, are the key to new members. Your excitement, commitment and personal aspirations within the profession are what drive instructors to become new members. The recruiting success of posters, advertisements, conversations with Directors and Facebook appeals, all pale in comparison with the success of a member saying to an instructor: "Being a part of PSIA/AASI is a great journey!" Nothing means more than a PSIA member promoting PSIA to non-members; you, the member, are PSIA's greatest recruitment asset. All of us should remember this season the crucial role we each play in growing and strengthening our organization.

Another reminder worth reviewing: the **VALUE** received with a PSIA-E membership. Education is by far our greatest benefit, through events, educational materials (not to mention 32 Degrees and the SNOW PRO), and access to PSIA videos. Another great benefit is the people you meet which broadens your reach of friends and opportunities through participation in clinics or hosted gatherings such as Pro Jam. Then there are the indirect perks – discounts available as a member of a professional organization. If you take advantage of the discounts to best meet your needs, you will find that you come out way ahead of the cost of our annual membership dues. I love going up to a ticket window and receiving a PSIA discount on the ticket, and at some resorts, a free ticket! Many of the clothing discounts available can't be beat by online sales either. I order enough socks each year from Smart Wool® to pay for at least the PSIA-E portion of the dues alone.

If you have any questions on membership or promotion of certified members, please write!

Wjaeger1@mac.com ☀☀

## xx-ploring

### Avoid the Stiff Front Leg in All Three Dimensions

By Matt Charles  
PSIA-E Telemark Examiner

**T**elemark instructors spend a lot of time talking about the front (lead) leg in telemark skiing. We try to avoid an open ankle that is not flexed, the calf is pushing on the rear cuff of the boot, and the front leg looks like a rigid stick leading the skier down the hill. There are many reasons to avoid this position, but to fully commit to a smooth telemark style, we have to think about staying away from the stiff front leg in all three dimensions.

#### Fore/Aft

This is the stiff front leg throughout most of the turn. It comes from an overreliance on the back foot or a reluctance to move the center of mass (COM) forward and across the skis in transition. Many telemark skiers find their leading leg so far in front of them, the shin completely disengages from the front boot cuff. This position can result in a myriad of problems, but the one that bothers me the most is that it takes away my quickness. When that front foot gets too far out in front, it feels like I'm driving a big old Cadillac with an enormous turn radius, taking a long time to get through each phase of the turn. As I bring that foot closer to my ground-projected center of mass (narrowing the stance in the fore/aft direction), pulling it towards the rear foot and bending the front ankle, my ability to turn quickly is enhanced. With consistent ankle engagement, and a well-developed sense of feeling (specifically, the feeling of my shin on the front of my boot cuff), I'm able to make immediate, precise turns, a skill that is extremely important in the tight trees and steep bumps that we eastern skiers consider our playground.

#### Lateral

The opportunity to watch so many telemark skiers over the past couple of years has brought this additional stiffness to my attention. Many beginning telemark skiers, particularly those from strong alpine skiing backgrounds, have a stiff front leg extended out from the body *down the hill*. This position is characterized by a high edge angle of the leading (downhill, outside) ski, usually combined with a shallow edge angle of the

trailing ski. This arrangement allows experienced alpine skiers to use the edge of the downhill ski in the way they would use an alpine ski while doing one-ski drills (solely using the outside ski to complete every turn), while they use the rear ski very little. Again, there are several problems with this position. First, an overreliance on the outside ski makes it very difficult to complete tele turns in challenging snow conditions (ice, pow, corn, mawk). Second, if the skier does try to distribute weight equally between their two feet, the lateral separation of the skis promotes leaning into the hill, a problem that becomes worse as terrain gets steeper and slicker. Finally, the lateral separation makes it difficult to achieve consistent, corresponding edge angles without very unnatural body contortions. Because skis are designed to be skied with approximately equal edge angles, this can cause the skis to veer off into undesired locations. Bringing the downhill ski closer to the uphill ski (narrowing the stance laterally) will greatly improve the skier's ability to keep the edge angles consistent from ski to ski, and will allow for an easier, smoother transition when the skier is forced to abandon the old downhill edge and move onto what will become the new outside edge.

#### Flex/Extend

The third dimension is the Z-axis, leaving the plane that the skis are traveling on, and entering the space above that plane. While it's not common to see a completely stiff leg in this dimension (any kind of turn is difficult to complete when one's leg is completely extended or contracted), it remains important to avoid rigidity in any one telemark position. If a telemark skier has only one possible end-of-turn telemark position at their disposal, they will inevitably run up against snow conditions or terrain variations that will throw him off his game. It's like the old saying: "if your only tool is a hammer – every problem looks like a nail". If your telemark stance never varies as you move from groomed hardpack to powder choked chutes to bump filled trees to soft spring corn, you're treating every problem as a nail. Experiment by varying the height of your telemark stance in all conditions. Some conditions will call for a taller stance, while others may necessitate a lower, more bombproof, position. Sometimes, you may adopt several different positions over the course of one run. Don't be too stiff in any one telemark position and don't be too rigid in your thinking – there are ripping telemark skiers who go low, and ripping skiers who stay high.

The smoothest telemark skiers I know flow like water down the hill. Each turn looks effortless, as if they know intuitively how far to extend

off bumps, how much retraction to use in powder, and how much edge to apply on groomers. The easiest way to achieve that style is to eliminate all the stiffness from your tele turns. Keep your feet under you, keep your edge angles consistent, and be able to adjust your stance vertically when confronted with conditions and terrain variations. Telemark is a dance. Leave the stiff legs for those people who lock down their heels. «

### Nordic Report

By Mickey Stone, Nordic Coordinator

**W**ell, now that we had summer in early spring and late fall, and mid-summer felt more like spring with all the rain, I think we are all ready for our favorite season, WINTER! The Nordic Discipline is ready to go for another great season.

Last season, some of the staff visited Grand Targhee for the World Telemark Day and the USTSA World Cup, others to went to Squaw, Winter Park, Snowbird and Telluride. On the cross-country side, some staff visited Norway and enjoyed the local late snow here in the east.

The staff is excited for another year of fun educational events for our members. This season we have 26 Telemark events, 12 Cross Country and 4 Backcountry events on the calendar.

Please look at the early season Telemark events at Sunday River and Seven Springs. These events are a great way to get some early season skiing and polish up your teaching for this year. Also, our ever-popular Mini Academy and Pro Jam are back at Killington in December, where we'll be skiing on the snow from the Women's World Cup Races. This year as part of the Wednesday afternoon optional topics, we will have a group tele ski for anyone who has his or her own gear.

*continued on next page* ➤



EARLY SEASON SNOW



## Education Foundation News

### Eastern Scholarship Review Committee Makes Selections

86 scholarships to be awarded to members for 2017-18 season events

Thanks to hours of volunteer review and discussion time by the Eastern Scholarship Review Committee (Dave Beckwith Sr., Chair; Dave Welch, Steve Martin) and a quick communications turnaround we are pleased to announce that 86 members (out of 140 applications – an award percentage of 61.4%) will be receiving scholarship awards to attend Eastern events during the 2017-18 season. A total of \$9,381.00 in financial assistance is being provided to members this season.

All applicants can expect to learn of your status by mid-November.

Thank you to all members that took the time to apply for the Member Scholarship Fund (for all member event types), the Terry Fund (for Children's events), the James Leader Memorial Fund (for Region 2 members), the C.E. Burbridge Fund (for Adaptive events) and the Ed Staff Scholarship Fund. «

### Education Foundation Donors

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

Michael Stinson Holt  
Donald B. Cunningham

#### » xx-ploring, continued

For Cross Country we have four early season events in December. We have an early season Level I in Albany through the Capital Region Nordic Alliance. This event will be on skis, or rollerblades, depending on the snow conditions. We also have Teaching/Skiing Upgrades at the Rikert Nordic Center in Middlebury, VT or Lapland Lakes in NY. Both areas are assured of snow due to the climate at Lapland Lakes and snowmaking at Middlebury. We also have our popular Instructor Training Course at Bretton Woods for three days of skiing and teaching improvement.

Our Telemark Free Heel Women's event will be at Pico this season. The Off-Piste Adventures will be at Jay Peak, Gore, Saddleback, and Sunday River. Definitely try to get to one of these great events. In Cross Country we have key clinics scheduled at the Trapp Family Lodge in Vermont, the Jackson XC Ski Center in NH, and Mount Van Hovenberg in NY. In addition, there is a Lite Backcountry Touring event at Garnet Hill Lodge in New York. For all disciplines we will have our popular Norwegian Party and Spring Fling at Stowe for some awesome off-piste skiing. Check out the Nordic Event Schedule and sign up early!

In early November we will be participating in the PSIA-AASI Fall Conference in Colorado. We look forward to the positive direction from the National PSIA office. We will be updating the Telemark and Cross Country standards, the Level I workbooks/tests, and expanding on the fundamentals for both disciplines.

Enjoy the rest of the fall and get ready for another great season. Let's look forward to that first snow in October. «

### Eastern Board Approves new Rick Metcalf "Aspiring Ed Staff" Scholarship Fund

Grassroots fundraising effort underway to pay tribute to the former DCL coach

ed by Eastern member Joe Cartier and Nancy Byrne of Nashoba Valley Ski Area, nearly \$7,000 has been raised (at press time) by more than a dozen members in order to create a new sustaining scholarship fund as a living tribute to former Alpine BOE member and DCL Coach Rick Metcalf. Sadly, we lost Rick to a heart attack last spring. Many members credit Rick for helping them over the years to achieve their snowsports goals. Now, a group of members is working to ensure that future "aspiring education staff" still get the help they need – financially this time – in the name of Rick Metcalf.



As presented to Eastern leadership via e-mail in September, Joe Cartier wrote, "Our intention is for the Metcalf fund to be a sustaining permanent endowment. Our goal is for initial funding of \$10,000 to be completed by December 31, 2017. The scholarship should be available to all Eastern Division Educational staff team candidates. The primary purpose of the fund is to help candidates of exceptional potential but limited means."

In support of this member initiative, on October 15, 2017 the Eastern Board of Directors approved the creation of the Rick Metcalf "Aspiring Ed Staff" Scholarship Fund. The goal is to honor Rick, recognize the efforts of members that want to pay tribute to him and utilize a portion of the fund to support ed staff prospects that demonstrate both strong potential and definitive financial need in attending events and tryouts related to earning a spot on the Eastern Division Alpine Development Team and Examiner Training Squad. The goal is to utilize the new scholarship fund as early as this winter season.

Thank you to the following members for making donations (through October 30, 2017) ranging from \$100 - \$500 in support of the Rick Metcalf Scholarship Fund!

Al Bevington	John Lewis
Nancy Byrne	Nashoba Valley Ski Area
Joe Cartier	Marc Poltnick
Tom Chase	Judy Prescott
Michael Gormley	Peter Shepard
Lisa Halpin	John Stansfield
Sue Heald	Peter St. George
Scott Henderson	Mickey Sullivan
Peter Holland	Phyllis Sweet
Kurk Johnson	Leonard Tocci III
Ronald Johnson	James Ward «
Kirk Jordan	

*peace. love. ski.*

## your turn

### Goal Setting

By Anthony Bailey  
AASI Level III

The return of cooler weather can only mean one thing: Winter is coming! Fall is the perfect time to start getting excited for the season. Now is the time to catch up on the latest ski/snowboard videos, spend countless hours looking at ski/snowboard catalogs, and most importantly, start thinking about what you want to accomplish this season. Whether you're looking to improve your skiing/riding, your teaching, or you're going to take a certification exam, now is the time to start planning.

**Set Some Goals:** One of the best things you can do to be successful in achieving your goals is to write them down. Writing down your goals gives them a feeling of “weight”; they’ll feel more concrete, more real, and it’ll be something you can come back to frequently. Writing them down will also make it easier for you to share your aspirations with peers and trainers. Before you put your ideas down on paper, make sure that you’re setting **SMART** goals. **SMART** goals are **S**pecific, **M**easurable, **A**ttainable, **R**elevant, and **T**ime Bound. Structuring your goals in this way is vital to your success. If you simply say, “I want to get better at park,” you’ll have a very hard time knowing if you were able to accomplish your goal at the end of the season. Instead, “I want to be able to consistently land 360’s off small jumps by the end of February” is specific enough that you can use it to make a plan for the season. In addition to being specific, this statement has a measurable outcome with a time frame attached to it, this will make it easier to track your successes during your allotted time frame.

**Set Yourself Up for Success:** One of the most important pieces in goal setting is to make sure you’re taking the time to self-assess. Think about what you accomplished last season and the feedback you received from trainers. Use the information as your base as you start to make a plan for this season. If you’re still mastering a 180, aspiring to do a Triple Cork this season will likely set you up for failure.

**Don’t Just Jump into the Deep End:** Even if you’ve set attainable goals they can still seem overwhelming. For this reason, it can be helpful to set smaller goals within your overall goal. Sticking with the 360 example, your smaller goals might be, “I want to consistently land in the sweet spot of small jumps by January” or “I want to be able to consis-

tently land 360’s off little jumps on the side of the trail by the December holiday week.” One important thing to remember is that even your smaller goals should still be structured as SMART goals to help stay on track.

**What Ifs:** There is a lot of additional information available about goal setting. For example, you can find great information in the exam study guides if you’ve set your sights on certification this season. Something that you may not have heard about is “Failure Setting” or examining your fears. There’s a great TED talk on YouTube by Tim Ferriss that I highly recommend. It’s entitled: “Why you should define your fears instead of your goals.” In his talk, Tim breaks down this process into three pages:

Page 1 - Visualize the worst-case scenarios. Ask yourself: “What are the potential problems in trying to achieve this goal?” Break this down further into three parts: Define, Prevent, Repair.

Page 2 - Analyze the benefits of an attempt or partial success.

Page 3 - Analyze the “cost of inaction” or the effects of putting off your goals for another month, season, year.

**Define:** Using your SMART goals as your jumping off point, come up with 5 to 10 different fears, problems, concerns, etc. associated with each goal. Let’s use the Level II exam as the example this time. Your biggest fear would likely be that you’d be unsuccessful at the exam, but let’s break it down even further. Your personal skiing or riding could be below the standard, you could be given a teaching topic that you don’t have experience with, or you could be asked professional knowledge questions that you don’t know the answer to.

**Prevent:** Now that you’ve defined some fears related to your goals, it’s time to think about what steps can be taken to prevent or decrease the likelihood of these things happening. Using the Level II example; you can study for the professional knowledge part of the exam by answering the sample questions that are in the back of the Level II/III exam guide. You can also use the exam guide to get a good sense of the possible skiing/riding tasks you could be asked to perform during the exam so that you’re not trying something for the first time during the exam. Now repeat this process with all of the fears you’ve defined; try and come up with as many solutions as you can for each one. If you’re having trouble coming up with a solution, look for information in the manuals, ask your peers or trainers, or utilize “the community” on thesnowpros.org.

**Repair and Reflect:** The last part of the first page can be combined with the second page. If the worst-case scenario(s) happens, how can it be repaired? What are the benefits of an attempt or a

partial success? Who can you talk to that has been in this situation before? Sticking with the exam scenario, it can be hard to overcome the emotions of not being successful after putting in so much time and effort. However, after some time passes you’ll be able to look at the results objectively and reflect on the feedback that was provided to you. Talking with your peers who have been in this situation is incredibly valuable as well. Many people have been unsuccessful at certification exams and they’re a great resource to help you process the result and learn from it. Another benefit to a partial success is that you’ll have a good idea of what you’ve done well and what you need to improve which will help you create your SMART goals for the following season. You’ve also experienced a lot of the “unknowns” of the exam process which can take away some of the fears associated with the exam.

**What If You Don’t Do It?** The last page is dedicated to analyzing the “cost of inaction”; ask yourself what are the emotional, physical, or financial costs of putting off your goals for another month, season, or multiple seasons? It can be difficult to analyze what these costs will be ahead of time, but there are some consistent costs for most instructors. For example, regardless of what your aspirations are, if you keep putting them off, it’s likely you’ll have regrets when the mountains close in the spring. Have you ever ridden past a rail or jump and regretted it when you took your boots off at the end of the day? Imagine how you’ll feel if you put off something bigger than a single feature in a terrain park. What if you don’t go to the exam this season? Often, goals can be pushed aside because of the possibility of failure, but by analyzing these costs, you’ll be more likely to take on the challenge. It’s like Warren Miller says, “If you don’t do it this year, you’ll be one year older when you do.” Aside from the emotional costs associated with putting off your goals, your decision may also have a monetary cost. If you go the exam and you’re successful it would likely result in a pay raise at your home resort. Putting off the exam for another season could have a direct effect on the amount of money you make. You can also learn a lot about the “cost of inaction” from others who have put off their goals, spend some time talking about this with your peers and trainers. It can be easy to let the fears associated with achieving your goals get in the way of trying, but by discussing your concerns you’ll find you’re not alone and that there are people who are willing to help.

**Be Proactive:** If you’re serious about accomplishing your goals this season, don’t wait for your trainers to come to you; seek them out and share your SMART goals with them as well as your fears. Find a training/study group at your home resort,

if one doesn't exist take it upon yourself to create one. As PSIA/AASI members we also have a lot of resources available to us. If you're not sure that you can get the help you need at your home resort, there are several other ways to get some assistance; "The Community" on thesnowpros.org is a great place to connect with instructors and gain valuable insight from their experiences. You can also connect with instructors through social media. For example, AASI-E has a very active Facebook group; it's a great jumping off point if you're looking to connect with instructors who have similar goals to your own.

**It's Go Time:** One of the best things about skiing/snowboarding and instruction is that there's always something that can be improved. Setting SMART goals as well as the "failure setting" exercise will give you a solid foundation before you get back on snow. No matter what your goals are, now is the perfect time to make a plan and get excited about the season! So, what are you going to accomplish this season? ❄️

## Insert Joke Here

By Keri Reid

PSIA-E Development Team

**A** manager once told my training group: "All self-respecting instructors should be able to tell a good joke on the spot." At the time, his comment caused me some mild anxiety. It's not that I am devoid of a sense of humor, but rather was put off by the people around me who were immediately capable of responding naturally with witty punchlines. My brain was spinning with what I would say when my turn came around. Further, I was questioning what joke telling had to do with the ability to teach snow sports. I've learned, the answer is quite a lot.

In retrospect, it was likely being put on the spot that made me most uncomfortable with the joke assignment. Being a compulsive planner with control issues, the task felt like cruel and unusual punishment. I was never really one to tell jokes; I'm rather more of a quick quip kind of person. Yet, spontaneity stands to be one of the most important qualities of a good instructor. Rarely does a lesson go exactly as planned; the human factor makes sure of that. It doesn't hurt to exercise our ability to be spontaneous. The point is: just like the best jokes are spontaneous, a successful instructor can think on their feet and deliver the goods on a dime.

A more obvious parallel to draw would be that an instructor should be able to amuse and at times distract their student. Imagine the crying four-year-old, the one who demands that their parent mate-

rialize immediately. Distraction can be the key to creating an opportunity to first connect with a distraught child. Bottom line is, before the content of a lesson is laid on your guest, the initial objective should be to connect with them. Sometimes, you just need to break the ice. Comedy is disarming, so are talented instructors.

A well delivered joke is about the build-up to the punchline. It captivates the listener from beginning to end, finally providing them with the much-awaited denouement. Akin to the skills of storytelling, a good lesson keeps the student focused on the task at hand even if they're eager for the end result. It's why we should all strive for creative and experiential teaching; it's learning disguised as pure enjoyment. This, in my opinion, is how we create lifelong skiers and riders. When the story is good, the punchline can wait. Likewise, engaging exploration means the instructor can take their time helping their student make a meaningful discovery.

I am a true believer in the fact that instructors are athletes, teachers, psychologists, tour guides and entertainers all rolled into one. Joke telling just so happens to cover both the educational and entertainment pieces. If you're wondering, I did in the end manage to scrape together a long forgotten funny. If I can say so myself, it wasn't half bad either. ❄️

## Learning from Failure and Good Coaching

By Dan MacPhail

Alpine Level II, CS II Instructor

Wachusett Mountain

**I**t is hard to fail, but it is worse never to have tried...the only man [woman] who never makes a mistake is the man [woman] who never does anything...it is only through labor and painful effort, by grim energy and resolute courage, that we move on to better things..." Teddy Roosevelt made these inspirational statements, which influence me to this day.

During the 2016/2017 season, I earned Level II Alpine Certification after several unsuccessful examinations. No matter how hard I tried, and I worked hard taking clinics whenever I could, I often felt disappointment and self-doubt when failing to obtain the standard, yet I saw the value of sticking it out to the end, one module at a time. Our examiners sensitively described the difference between attaining and maintaining the standard, and how further certification or specific skill development is a journey with twists and turns we cannot always anticipate. That is probably what makes snow sports

so adventuresome, exciting and new every time we go on the snow. However, no matter how you slice it, when you fail to pass an examination, it hurts and feels very personal, regardless of reassurances from others.

So why do we it and how do we persevere to achieve our goals? The answer to the first question is unique to each individual, but for me, it was intrinsic to who I am. Certification is a symbolic marker, such as a college student's commencement exercise confirming a degree. The real work and all the possibilities and challenges follow the commencement, the continuation of growth and development in our sport.

The second question is what to do to stay in the game and push forward regardless of setbacks and disappointments along the way. You give your best effort to learn from every failure and tap into the abundance of talent out there. Rarely does anyone get to where they want to be without the help of others. All of us can reflect upon special people in our past who enriched our lives, whether it was a history teacher, a track or football coach or a choral conductor. These people played an indispensable role in shaping our view of ourselves, our abilities and our desire to achieve what may have seemed at times remotely possible or unattainable. When striving to become a better skier/boarder, a better ski sports instructor or to obtain higher level certification, the inescapable reality is that the help and guidance of mentors are critical to success.

I have much more to learn from experienced Level II and III graduates at Wachusett Mountain, where I have taught for 12 years. I am particularly grateful to the PSIA examiners whose skill, energy and wisdom offered through a variety of clinics and the Level II College made it possible for me to achieve certification. It would not have happened without their support and guidance. These special people dedicate themselves to helping snow sports instructors achieve their goals, and that is why it is so important to take advantage of any opportunity that comes your way by participating in their clinics. In addition, if you fail to achieve the standard in any examination, do not hesitate to ask your examiner(s) how you can improve. They are a wealth of information. Capitalize on your failures, and they will make you stronger, more resilient and determined to achieve your goals.

In the meantime, I want to heartily say "thank you" to the PSIA examiners and to the coaches at my mountain, who all did so much in helping me and my fellow snow sports instructors achieve our goals. And I wish best of luck to any instructor who is striving to make their dreams a reality. ❄️

## Level 2 Pride

By Kathy Brennan

PSIA-E Dev Team Coach, Examiner,  
Eastern Tech Team Member

**H**i, I'm \_\_\_\_\_, I'm *just* a Level 2." If I have heard that introduction once, I have heard it a thousand times. As a PSIA-E Examiner, I'm fortunate to have the opportunity to travel around the division and work with many of our wonderful members. Every time I hear this introduction it makes me sad. Why is anyone ashamed of their Level 2 certification? There is so much to be proud of, I want to start a new campaign – L2P!

Checking online what the acronym L2P stands for I found "Learn to Play", a term generally applied to online gaming. I also found the less widely used "Lease to Purchase". But I like mine best – L2P – Level 2 Pride.

Why shouldn't a Level 2 PSIA member be proud? A Level 2 member is certified to meet or exceed the national standards for teaching skiers in the Beginner through the Intermediate Zones. These are clearly the zones that the vast majority of our students, and quite honestly most skiers, enjoy. Let's face it, we love the thrill, the adrenaline rush, our pulse racing as we approach that steep, icy, expert run, the race course, a bump field, or knee-deep crud; but, do we want to spend all our time there? Not usually. A beautifully groomed blue trail, or maybe some fresh tracks in a few inches of powder, that effortless glide. This is what the majority of skiers enjoy and is the sweet spot for the Level 2 instructor. Also, while a challenging lesson in the Advanced zone is not likely to cause the student to abandon the sport; in the Beginner and Intermediate zones, a skilled instructor may inspire a lifelong passion for snowsports in a student.

In addition, it's not like Level 2 pins get simply handed to every Tom, Dick or Mary. A Level 2 ski instructor has taught a recommended minimum of 150 hours. They have already obtained their Level 1 certification, signifying expertise in the Beginner skiing zone. At a minimum, they have attended a two-day educational pre-requisite course, successfully achieved the Children's Specialist 1 designation, completed a fifty-question online exam, and participated in roughly four days of examination of their skiing and teaching skills. Just doing some rough math, at a minimum that is about 240 hours, which is roughly equivalent to the hours required for a college course.

Furthermore, that doesn't consider the hours spent traveling, reading, training at your home hill, optional PSIA events, other training activities, boot fitting, and more that is done during our quest for certification. In addition, there is the cost of the events, your time, and the new outfit you need to wear to your exam (or at least an exam or tryout was always my excuse for a new outfit!). This all adds up to at least a thousand dollars and likely much more. Everyone should be extremely proud of their willingness to invest that much time, money and energy in pursuit of certification.

When I began teaching skiing, there was only one certification level – Full Certification, now known as our Level 3. I can still remember the stories I have heard about those exams. Anyone who achieved their certification 'back in the day' should be commended. In the late 1970s, PSIA added the Associate Certification, which went on to become Level 2, as a way to acknowledge the skill of those instructors who work in the Beginner to Intermediate zones.

Many of our Level 2 members are part-time ski instructors, while holding down other full-time jobs. Some work at smaller resorts or in parts of our division with very short seasons. Others have just recently started skiing or are making ski instructing a second career. Achieving the Level 3 certification generally requires an instructor to spend the majority of their skiing/teaching/training time in the Advanced zone. That is hard to do, when we have limited time and most of our students need us to work with them in the Beginner to Intermediate zone.

Please don't misunderstand me, I'm not advocating that members give up on their quests to become Level 3 certified. I'm a life-long learner, I believe in challenging myself, working to understand my sport better and make changes in my skiing and teaching. I hope that anyone who is passionate about skiing and ski teaching feels the same way. I want you to keep working at it. Furthermore, all of the PSIA education staff members want to help you to be successful. I just don't want you to be sad, or feel incapable, simply because you haven't gotten there...yet.

So, this season get out on the hill with L2P – Level 2 Pride. The next event I see you at, I want to hear, "Hi, my name is \_\_\_\_\_, and I'm Level 2 certified and proud of it." <<



## Over Informing

By Todd Ainsworth,

AASI-E Examiner, Okemo  
Snowboard Trainer Killington  
Snowboard Trainer

**W**hen your summer job involves seemingly countless hours behind the wheel of a motor coach, it leaves a lot of time for thinking and listening, all whilst concentrating fiercely on the road ahead. A majority of the people I drive around the New England area are college sports teams. The conversations that penetrate my concentration on the road ahead are those that happen between the coaches and the athletes before and after the game, the conversations on how to prepare the team and athletes for the match and improve for the next one. I'm intrigued by how each coach chooses to deliver the information to their athletes and also what information they deem important enough to be shared with the whole team versus an individual member of the team.

In a time where we can turn on any form of media, at any hour of the day or night, and get hour upon hour of speculation on how teams are going to play, how players are going to perform, and what tactics teams and coaches will use to win, it's a wonder the teams and athletes need to play at all because the games already seem to be played out. However anyone that has played a sport, team or individual, knows the reality on the field is different. I played soccer and tennis for well over 10 years each; I remember during my games and matches that when the ball was in play, nothing could distract me from what was happening ON the field. There were many half-time conversations where Coach would be talking to us and asking why we weren't doing what he was shouting at us to do from the side line, and the answer was we simply could not hear Coach as our attention was on the game. The same can be said about our parents who would shout encouragement and grievances from the side lines that no one heard because we were listening to our team mates and were too focused on the game to hear anything else.

How many times have you ridden behind students "talking" to them while they are moving only to find out they did not get a word of what you were saying or shouted "YEAH BUDDY!" from the deck of the pipe as your athlete stomps a landing and they ask if you said something on the next meet up?? More often than not, once the whistle has been blown to stop play or the trick/ movement/ skill has

been performed and we have safely ridden away or come to a halt do we start taking notice of the coach, parents on the sideline, or our instructor.

So how can we effectively be heard by our students or our peers? Several times this summer, I looked in the mirrors to see athletes' blank faces looking towards the front of the motor coach after just receiving a gargantuan amount of information describing every possibility of each individual movement of the ball. Not to dissimilar to when I first began teaching and shared every single thing I saw with my guest about their snowboarding... cue blank faces much? More recently however, I have taken on a much more reserved approach to the information that ultimately reaches our guests, students and peers.

Like any effective teaching or coaching, information shared should revolve around the goals of those we are teaching. With the most successful coach/teams I drive, the coach shares the style of play of the opposing team and 2 pointers on how they should adapt their style of play to have the best chance of winning and then it's warm up as usual. The debrief after the game then typically shifts to one on one "chats" with individual players as to how they did against that team. Both pre and post-game, the information shared to the group and individual is brief and to the point, the actual work is silently done in the team training that is done multiple times each week.

This technique loosely mirrors what I, and a lot of other instructors, do on hill with our students, athletes, and peers when we are working towards their goals using MA. Here is a breakdown of how to avoid over informing:

1. Set goals for day.
2. What did you see? These are facts of how we see movements appearing whilst watching our student in a controlled environment based around the goal.
3. Identify the efficient and inefficient movements in relation to the goal.
4. Prescribe change based off of movements seen to either move closer to accomplishing goal, complete goal or enhance goal.

Blank faces occur when there is too much talking, especially when it is early in this process. After we know our guests goals we need time riding to see repetition of movements in a controlled setting so we can see what movements are reoccurring and use that information to make an accurate assessment and prescription for success.

So after talking at Step 1 to set goals, we can begin talking again at Step 4 because the rest of the

assessment phases can be done in our heads. It is only if our guest asks why, should we then proceed to give them a little of the information we gathered during Step 3.

I challenge you to use a more refined method for delivering your information in this era where everyone wants more than their 2 cents worth. It may allow you to build a better rapport with your guests and peers as you rip and have fun on the hill. <<

*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.*




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# Alpine Schedule for 2017- 2018

Key: # = Events non-members may attend for \$25 additional fee \* = Events with limited attendance; may fill prior to deadlines!  
 R = Events Open to Registered members P = Qualifies as Exam Prerequisite (CS may be used for Alpine Only)  
 Weekend events are highlighted in blue. V = Vertical Drop - skiing a minimum of 10,000 vertical feet per day  
 ^ = Non-standard event registration & start time M = Master Teacher Continuing Education Course

**PLEASE Check Event Time:** 8am Reg, on snow 9am-4pm; 9am Reg, on snow 10am-6pm; 2pm Reg, on snow 3pm-10pm

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

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

All educational events earn 6 CEU's per day - membership requires 12 CEU's every two seasons (NOTE: only passed exams earn CEU Credit)

## PSIA-AASI Eastern Division Event Participant Safety Policy

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

## Feature Events (Most open to all members and some open to non-members for an additional \$25)

Key No	Event	Description	Location	Price	Dates	Deadline
^R# 014	Snowsports School Mgmt. Seminar	For Directors & Supervisors - Keynote Tues; Sponsor Showcase; banquet	Mount Snow, VT	\$275	Dec 04-06	11/15/17
^M 015	Eastern Trainer 101	Follows same format as Mgmt. Seminar,	Mount Snow, VT	\$275	Dec 04-06	11/15/17
^M 016	Eastern Trainer 201	Starts at 7pm, Keynote, includes banquet	Mount Snow, VT	\$275	Dec 04-06	11/15/17
R # 701	Children's Academy	2 days; New Format!	Mount Snow, VT	\$220	Dec 04-06	11/15/17
R # 702	Children's Academy	3 days; Indoor/Outdoor options	Mount Snow, VT	\$275	Dec 04-07	11/15/17
R 017	Alpine Level I & CS1	3 days Level I & Children's Specialist 1	Mount Snow, VT	\$275	Dec 04-07	11/15/17
* 020	Masters Academy	5 days; banquet, Level III members only	Killington, VT	\$585	Dec 11-15	11/22/17
*PR 021	Snow Pro Jam	5 days; banquet, Après Ski Activities	Killington, VT	\$465	Dec 11-15	11/22/17
* 022	Level II Skiing College	5 days; Level II Skiing Exam with coaching	Killington, VT	\$465	Dec 11-15	11/22/17
* 023	Level II Teach College	5 days; Level II Teaching Exam with coaching	Killington, VT	\$465	Dec 11-15	11/22/17
MP 037	Eastern Trainer 101	Follows same format as Mgmt. Seminar,	Snowshoe, WV	\$220	Jan 09-10	12/20/17
MP 038	Eastern Trainer 201	Starts at 7pm, Keynote, includes banquet	Snowshoe, WV	\$220	Jan 09-10	12/20/17
* V 024	Mini Academy	2 days; for Level III members	Killington, VT	\$230	Dec 16-17	11/22/17
* R See	National Team Sessions	Three 1-Day Clinics - Sign up for 1 or all 3	Whitetail Resort, PA	\$125/day	Feb 10-11	01/24/18
* R 1Day	National Team Sessions	Three 1-Day Clinics - Sign up for 1 or all 3	Roundop, PA	\$125	12-Feb	01/24/18
* R Catg	National Team Sessions	Three 1-Day Clinics - Sign up for 1 or all 3	Mount Snow, VT	\$125/day	Feb 14-16	01/24/18
P R 266	Spring Academy	4 days; Get Ready to Ski Out West!	Sugarbush, VT	\$360	Apr 05-08	03/14/18
R 267	Alpine Spring Rally	2 days; Après Ski party	Sugarbush, VT	\$200	Apr 07-08	03/14/18

## Race Series (Some open to members and non-members) 3 days - \$250; 2 days - \$180

Key No	Event	Location	Dates	Deadline	Key No	Event	Location	Dates	Deadline
750	Adv Move Analysis	Bretton Woods, NH	Jan 10-11	12/20/17	R#P 756	Giant Slalom	Timberline, WV	Feb 07-08	01/17/18
R#P 751	Giant Slalom	Attitash, NH	Jan 22-23	01/03/18	R#P 757	Slalom & Giant Slalom	Ski Roundtop, PA	Feb 12-13	01/24/18
R# 715	Coaching Kids in Race	Gunstock, NH	Jan 27-28	01/10/18	R#P 758	Slalom & Giant Slalom	Ski Butternut, MA	Feb 28-Mar 1	02/07/18
R#P 752	2 Day Race Camp	Hunter Mtn, NY	Jan 29-30	01/10/18	R# 730	Coaching Kids in Race	Ski Butternut, MA	Feb 28-Mar 1	02/07/18
R#P 753	3 Day Race Camp	Hunter Mtn, NY	Jan 29-31	01/10/18	R#P 759	Giant Slalom	Gore Mountain, NY	Mar 12-13	02/21/18
754	Course Set & Drills	Bear Creek, PA	Jan 31-Feb 1	01/10/18	760	Coach Tactics & Tech	West Mountain, NY	Mar 14-15	02/21/18
R#P 755	Slalom & Giant Slalom	Bristol Mtn, NY	Feb 05-06	01/17/18	R# 745	Coaching Kids in Race	Sugarloaf, ME	Mar 21-22	02/28/18

## Freestyle (Open to Certified Members) 2 Days - \$180

Key No	Event	Location	Dates	Deadline	Key No	Event	Location	Dates	Deadline
P 431	Freestyle Specialist 2	Seven Springs, PA	Feb 05-06	01/10/18	173	Alpine FS1	Holiday Valley, NY	Feb 26-27	02/07/18
432	Freestyle Specialist 3	Seven Springs, PA	Feb 05-06	01/10/18	215	Alpine FS1	Okemo, VT	Mar 08-09	02/14/18
137	Alpine FS1	Massanutten, VA	Feb 08-09	01/17/18	P 475	Freestyle Specialist 2	Okemo, VT	Mar 08-09	02/14/18
172	Alpine Intro Park Zone	Catamount, MA	Feb 26-27	02/07/18	476	Freestyle Specialist 3	Okemo, VT	Mar 08-09	02/14/18

## Team (Open to Level III Members) Tryout - \$230; Prep - \$180

Key No	Event	Location	Dates	Deadline	Key No	Event	Location	Dates	Deadline
040	Dev Team Prep	Bretton Woods, NH	Jan 10-11	12/20/17	088	Dev Team Prep	Hunter Mtn, NY	Jan 29-30	01/10/18
045	Dev Team Prep	Stowe, VT	Jan 16-17	12/27/17	089	Dev Team Prep	Sugarloaf, ME	Jan 29-30	01/10/18
054	Dev Team Prep	Jiminy Peak, MA	Jan 18-19	12/27/17	113	Dev Team Prep	Bristol, NY	Feb 05-06	01/17/18
069	Dev Team Prep	Elk Mountain, PA	Jan 24-25	01/03/18	136	Dev Team Tryout	Cannon Mtn, NH	Feb 08-09	01/17/18
077	Dev Team Prep	Massanutten, VA	Jan 24-25	01/03/18					

## Senior Tour 2 days - \$170

Key No	Event	Location	Dates	Deadline	Key No	Event	Location	Dates	Deadline
R 043	Senior Skills	Stowe, VT	Jan 16-17	12/27/17	R 219	Senior Skills	Shawnee, PA	Mar 10-11	02/21/18
R 105	Senior Skills	Mount Sunapee, NH	Feb 01-02	01/10/18	R 242	Senior Bumps	Belleayre, NY	Mar 19-20	02/28/18
R 127	Senior Skills	Greek Peak, NY	Feb 07-08	01/17/18	R 246	Senior Bumps	Sunday River, ME	Mar 19-20	02/28/18
R 180	Senior Skills	Ski Butternut, MA	Feb 28-Mar 1	02/07/18	R 257	Senior Bumps	Killington, VT	Mar 26-27	03/07/18
R ^ 198	Senior Skills	HoliMont, NY	Mar 05-06	02/14/18					

## Off Piste - Trees - Steeps (Open to all members) 2 days - \$180

Key No	Event	Location	Dates	Deadline	Key No	Event	Location	Dates	Deadline
074	Ski Ungroomed Terrain	Jay Peak, VT	Jan 24-25	01/03/18	225	Trees and Steeps	Gore Mountain, NY	Mar 12-13	02/21/18
092	Ski Ungroomed Terrain	Sugarloaf, ME	Jan 29-30	01/10/18	236	Trees and Steeps	Middlebury, VT	Mar 17-18	02/28/18
126	Ski Ungroomed Terrain	Greek Peak, NY	Feb 07-08	01/17/18	247	Ski Ungroomed Terrain	Sunday River, ME	Mar 19-20	02/28/18
146	Trees and Steeps	Mount Snow, VT	Feb 12-13	01/24/18	264	Ski Ungroomed Terrain	Killington, VT	Mar 28-29	03/07/18
202	Trees and Steeps	Mad River, VT	Mar 05-06	02/14/18					



# Alpine Schedule for 2017- 2018

Key: # = Events non-members may attend for \$25 additional fee  
 R = Events Open to Registered members  
 Weekend events are highlighted in blue.

\* = Events with limited attendance; may fill prior to deadlines!  
 P = Qualifies as Exam Prerequisite (CS may be used for Alpine Only)  
 ^ = Non-standard event registration & start time

## Skiing Improvement (Req & L1- Dev Series; L2 & L3 - Master Series) 2 days - \$180

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R 268	Development Series	Crotched Mtn, NH	Jan 20-21	01/03/18	R 099	Development Series	Windham, NY	Jan 31-Feb 1	01/10/18
P 269	Master Series	Crotched Mtn, NH	Jan 20-21	01/03/18	P 100	Master Series	Windham, NY	Jan 31-Feb 1	01/10/18
R 066	Women Instructors	Elk Mountain, PA	Jan 24-25	01/03/18	R 130	Development Series	Timberline, WV	Feb 07-08	01/17/18
R 090	Development Series	Sugarloaf, ME	Jan 29-30	01/10/18	P 131	Master Series Skiing	Timberline, WV	Feb 07-08	01/17/18
P 091	Master Series	Sugarloaf, ME	Jan 29-30	01/10/18	R 155	Development Series	Liberty Mtn, PA	Feb 14-15	01/24/18
R 094	Development Series	Bear Creek, PA	Jan 31-Feb 1	01/10/18	P 156	Master Series Skiing	Liberty Mtn, PA	Feb 14-15	01/24/18
P 095	Master Series Skiing	Bear Creek, PA	Jan 31-Feb 1	01/10/18	R 213	Women Instructors	Smugglers Notch, VT	Mar 07-08	02/14/18

## Exam Prep (Open to Level I or II members) 3 days - \$240; 2 days - \$180; With Video - \$200

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
034	L2: Skiing Prep	Loon Mountain, NH	Jan 08-09	12/20/17	P 087	L3: Teaching Prep	Hunter Mtn, NY	Jan 29-30	01/10/18
035	L3: Skiing Prep	Loon Mountain, NH	Jan 08-09	12/20/17	114	L2: Skiing Prep w/Video	Bristol, NY	Feb 05-06	01/17/18
049	L2: Skiing Prep w/Video	Jiminy Peak, MA	Jan 18-19	12/27/17	P 115	L3: Skiing Prep w/Video	Bristol, NY	Feb 05-06	01/17/18
P 050	L3: Skiing Prep w/Video	Jiminy Peak, MA	Jan 18-19	12/27/17	119	L2: Unlock Your Expert	Waterville Valley, NH	Feb 05-07	01/17/18
067	L2: Unlock Your Expert	Elk Mountain, PA	Jan 24-26	01/03/18	P 120	L3: Gateway Dynamic S	Waterville Valley, NH	Feb 05-07	01/17/18
P 068	L3: Gateway Dynamic	Elk Mountain, PA	Jan 24-26	01/03/18	159	L2: Unlock Your Expert	Mount Snow, VT	Feb 14-16	01/24/18
075	L2: Unlock Your Expert	Massanutten, VA	Jan 24-26	01/03/18	P 160	L3: Gateway Dynamic S	Mount Snow, VT	Feb 14-16	01/24/18
P 076	L3: Gateway Dynamic	Massanutten, VA	Jan 24-26	01/03/18	204	L2: Skiing Prep	Blue Mountain, PA	Mar 07-08	02/14/18
086	L2: Teaching Prep	Hunter Mtn, NY	Jan 29-30	01/10/18	232	L2: Skiing Prep	Mountain Creek, NJ	Mar 14-15	02/21/18

## Alpine Workshop Clinics (Open to all Members) 2 days - \$180

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R 025	Workshop Clinic	Killington, VT	Dec 16-17	11/22/17	R 128	Workshop Clinic	Greek Peak, NY	Feb 07-08	01/17/18
R 027	Workshop Clinic	Whiteface, NY	Dec 16-17	11/22/17	R 138	Workshop Clinic	McIntyre, NH	Feb 10-11	01/24/18
R 029	Workshop Clinic	Sunday River, ME	Dec 18-19	11/29/17	R 144	Workshop Clinic	Whitetail Resort, PA	Feb 10-11	01/24/18
R 039	Workshop Clinic	Bretton Woods, NH	Jan 10-11	12/20/17	R 150	Workshop Clinic	Mount Snow, VT	Feb 12-13	01/24/18
R ^ 046	PM-Workshop Clinic	Wachusett, MA	Jan 16-17	12/27/17	R 179	Workshop Clinic	Winterplace, VA	Feb 26-27	02/07/18
R 048	Workshop Clinic	Ski Beech, NC	Jan 17-18	12/27/17	R 184	Workshop Clinic	Snowshoe, WV	Feb 28-Mar 1	02/07/18
R 061	Workshop Clinic	Elk Mountain, PA	Jan 22-23	01/03/18	R 212	Workshop Clinic	Smugglers Notch, VT	Mar 07-08	02/14/18
R 079	Workshop Clinic	Swain Mountain, NY	Jan 27-28	01/10/18	R 216	Workshop Clinic	Berkshire East, MA	Mar 10-11	02/21/18
R 083	Workshop Clinic	Blue Knob, PA	Jan 29-30	01/10/18	R 218	Workshop Clinic	Shawnee, PA	Mar 10-11	02/21/18
R 085	Workshop Clinic	Bromley, VT	Jan 29-30	01/10/18	R 221	Workshop Clinic	Toggenburg, NY	Mar 10-11	02/21/18
R 097	Workshop Clinic	Shawnee Peak, ME	Jan 31-Feb 1	01/10/18	R 222	Workshop Clinic	Camelback, PA	Mar 12-13	02/21/18
R 108	Workshop Clinic	Seven Springs, PA	Feb 03-04	01/10/18	R 226	Workshop Clinic	Okemo, VT	Mar 12-13	02/21/18
R 112	Workshop Clinic	Mount Sunapee, NH	Feb 03-04	01/10/18	R 234	Workshop Clinic	West Mountain, NY	Mar 14-15	02/21/18
R 110	Workshop Clinic	Peek n' Peak, NY	Feb 03-04	01/10/18	R 239	Workshop Clinic	Belleayre, NY	Mar 17-18	02/28/18
R 116	Workshop Clinic	Canaan Valley, WV	Feb 05-06	01/17/18	R 261	Workshop Clinic	Killington, VT	Mar 28-29	03/07/18

## Moqui Series (See Also Senior Valley) (Open to all Members) 2 days - \$180

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R 062	Intro to Bumps	Elk Mountain, PA	Jan 22-23	01/03/18	R 243	Intro to Bumps	Sunday River, ME	Mar 19-20	02/28/18
063	Intermediate Bumps	Elk Mountain, PA	Jan 22-23	01/03/18	244	Intermediate Bumps	Sunday River, ME	Mar 19-20	02/28/18
P 201	Advanced Bumps	Mad River, VT	Mar 05-06	02/14/18	P 245	Advanced Bumps	Sunday River, ME	Mar 19-20	02/28/18
R 227	Intro to Bumps	Okemo, VT	Mar 12-13	02/21/18	R 254	Intro to Bumps	Killington, VT	Mar 26-27	03/07/18
228	Intermediate Bumps	Okemo, VT	Mar 12-13	02/21/18	255	Intermediate Bumps	Killington, VT	Mar 26-27	03/07/18
R 229	Women Only Bumps	Okemo, VT	Mar 12-13	02/21/18	P 256	Advanced Bumps	Killington, VT	Mar 26-27	03/07/18
R 240	Intro to Bumps	Belleayre, NY	Mar 19-20	02/28/18	R 258	Women Only Bumps	Killington, VT	Mar 26-27	03/07/18
241	Intermediate Bumps	Belleayre, NY	Mar 19-20	02/28/18					

## 1-Day On-snow Continuing Education - 6 CEU's (Open to all members) 1 day - \$125

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R 498	Managing Behaviors	Maine Adaptive, ME	Dec 18	11/29/17	R * 163	Ski With National Team	Mount Snow, VT	Feb 16	01/24/18
R # 499	Managing Behaviors	Berkshire East, MA	Jan 06	12/13/17	R 164	Teaching Women	Mount Snow, VT	Feb 14	01/24/18
R 032	Teaching Women	Cranmore, NH	Jan 07	12/20/17	R 165	Adult Develop & Aging	Mount Snow, VT	Feb 15	01/24/18
R 041	Adult Develop & Aging	Bretton Woods, NH	Jan 10	12/20/17	R 167	History of Snowsports	Mount Snow, VT	Feb 16	01/24/18
R 059	Teaching Women	Kissing Bridge, NY	Jan 21	01/03/18	R 571	Dealing with Autism	Holiday Valley, NY	Feb 28	02/07/18
R 102	History of Snowsports	Windham, NY	Jan 31	01/10/18	R 572	Managing Behaviors	Dartmouth, NH	Mar 05	02/14/18
R 536	Dealing with Autism	Windham, NY	Feb 01	01/10/18	R ^ 200	History of Snowsports	HoliMont, NY	Mar 05	02/14/18
R 106	Teaching Women	Seven Springs, PA	Feb 02	01/10/18	R ^ 203	Teaching Women	HoliMont, NY	Mar 06	02/14/18
R 109	Adult Develop & Aging	Seven Springs, PA	Feb 03	01/10/18	R 211	Adult Develop & Aging	Holiday Valley, NY	Mar 07	02/14/18
R 539	Managing Behaviors	Seven Springs, PA	Feb 04	01/10/18	R 582	Dealing with Autism	Blue Mountain, PA	Mar 09	02/14/18
R * 141	Ski With National Team	Whitetail Resort, PA	Feb 10	01/24/18	R 587	Dealing with Autism	Mtn Creek, NJ	Mar 14	02/21/18
R * 142	Ski With National Team	Whitetail Resort, PA	Feb 11	01/24/18	R 235	Adult Develop & Aging	Mtn Creek, NJ	Mar 15	02/21/18
R * 143	Ski With National Team	Ski Roundtop, PA	Feb 12	01/24/18	R 595	Managing Behaviors	Belleayre, NY	Mar 18	02/28/18
R * 161	Ski With National Team	Mount Snow, VT	Feb 14	01/24/18	R 249	History of Snowsports	Sunday River, ME	Mar 19	02/28/18
R * 162	Ski With National Team	Mount Snow, VT	Feb 15	01/24/18	R 597	Dealing with Autism	Sunday River, ME	Mar 20	02/28/18

# Alpine Schedule for 2017- 2018

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\* = Events with limited attendance; may fill prior to deadlines!  
 P = Qualifies as Exam Prerequisite (CS may be used for Alpine Only)  
 ^ = Non-standard event registration & start time

## Advanced Educator/Teaching Improvement for all Certified Members (Open to all Certified Members) 2 days - \$180

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
M 030	Movement Analysis 101	Sunday River, ME	Dec 18-19	11/29/17	MP 147	Stance & Alignment	Mount Snow, VT	Feb 12-13	01/24/18
M 044	Movement Analysis 101	Stowe, VT	Jan 16-17	12/27/17	M 148	Biomechanics	Mount Snow, VT	Feb 12-13	01/24/18
M* 047	PM- Move Analysis 101	Wachusett, MA	Jan 16-17	12/27/17	M 151	Practical Teaching	Ski Roundtop, PA	Feb 12-13	01/24/18
M 052	Exercise Physiology	Jiminy Peak, MA	Jan 18-19	12/27/17	M 152	Movement Analysis 101	Ski Roundtop, PA	Feb 12-13	01/24/18
M 057	Biomechanics	Kissing Bridge, NY	Jan 20-21	01/03/18	M 157	Exercise Physiology	Liberty Mtn, PA	Feb 14-15	01/24/18
M 060	Practical Teaching	Attitash, NH	Jan 22-23	01/03/18	M 171	Biomechanics	Catamount, MA	Feb 26-27	02/07/18
MP 064	Stance & Alignment	Elk Mountain, PA	Jan 22-23	01/03/18	MP 190	Stance & Alignment	Windham, NY	Mar 01-02	02/07/18
M 072	Movement Analysis 101	Wintergreen, VA	Jan 24-25	01/03/18	M 191	Movement Analysis 101	Windham, NY	Mar 01-02	02/07/18
M 101	Practical Teaching	Windham, NY	Jan 31-Feb 1	01/10/18	M ^ 197	Movement Analysis 101	HoliMont, NY	Mar 05-06	02/14/18
M 118	Movement Analysis 101	Canaan Valley, WV	Feb 05-06	01/17/18	MP^ 199	Stance & Alignment	HoliMont, NY	Mar 05-06	02/14/18
MP 123	Stance & Alignment	Waterville Valley, NH	Feb 06-07	01/17/18	M 205	Movement Analysis 101	Blue Mountain, PA	Mar 07-08	02/14/18
M 133	Exercise Physiology	Cannon Mtn, NH	Feb 08-09	01/17/18	M 208	Exercise Physiology	Holiday Valley, NY	Mar 07-08	02/14/18
M 140	Biomechanics	Montage, PA	Feb 10-11	01/24/18					

## Advanced Educator/Teaching Improvement for Level 2-3 Members (Open to Level 2 or 3 Members only) 2 days - \$180

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
PM 053	Movement Analysis 201	Jiminy Peak, MA	Jan 18-19	12/27/17	PM 183	Movement Analysis 201	Snowshoe, WV	Feb 28-Mar 1	02/07/18
PM 065	Coaching High End Ski	Elk Mountain, PA	Jan 22-23	01/03/18	PM 224	Movement Analysis 201	Gore Mountain, NY	Mar 12-13	02/21/18
PM 111	Movement Analysis 201	Mount Sunapee, NH	Feb 03-04	01/10/18	PM 231	Coaching High End Ski	Mountain Creek, NJ	Mar 14-15	02/21/18
PM 132	Coaching High End Ski	Cannon Mtn, NH	Feb 08-09	01/17/18	PM 248	Coaching High End Ski	Sunday River, ME	Mar 19-20	02/28/18
PM 149	Coaching High End Ski	Mount Snow, VT	Feb 12-13	01/24/18	PM 251	Movement Analysis 201	Sugarloaf, ME	Mar 21-22	02/28/18
PM 158	Coaching High End Ski	Ski Liberty, PA	Feb 14-15	01/24/18	PM 265	Coaching High End Ski	Killington, VT	Mar 28-29	03/07/18

## Online Exams/Events - Director's Signature is NOT required August 15 to April 15 - Exams: \$20; eLearning: \$99

Key No.	Professional Knowledge Exams - 2 attempts only	Deadline	Key No.	e-Learning Courses - 6 CEU Credits	Deadline
980	Level II Online Exam	2017 Online Season	R M 989	Adult Develop & Aging	Earn 6 CEU's
981	Level III Online Exam	2017 Online Season	R M 990	History of Snowsports	Earn 6 CEU's
			R M 991	Working w/ VI&DD Ski	Earn 6 CEU's

## Early Season Alpine Level I Exams

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R 026	Alpine Level I Exam	Killington, VT	Dec 16-17	11/22/17	R 071	Alpine Level I Exam	Wintergreen, VA	Jan 22-23	01/03/18
R 028	Alpine Level I Exam	Whiteface, NY	Dec 16-17	11/22/17	R 073	Alpine Level I Exam	Jay Peak, VT	Jan 24-25	01/03/18
R 031	Alpine Level I Exam	Berkshire East, MA	Jan 06-07	12/13/17	R 078	Alpine Level I Exam	Swain, NY	Jan 27-28	01/10/18
R 036	Alpine Level I Exam	Loon Mountain, NH	Jan 08-09	12/20/17	R 080	Alpine Level I Exam	Labrador, NY	Jan 27-28	01/10/18
R 042	Alpine Level I Exam	Stowe, VT	Jan 16-17	12/27/17	R 081	Alpine Level I Exam	Gunstock, NH	Jan 27-28	01/10/18
R 051	Alpine Level I Exam	Jiminy Peak, MA	Jan 18-19	12/27/17	R 082	Alpine Level I Exam	Blue Knob, PA	Jan 27-28	01/10/18
R 055	Alpine Level I Exam	Gatlinburg, TN	Jan 19-20	12/27/17	R 084	Alpine Level I Exam	Bromley, VT	Jan 29-30	01/10/18
R 056	Alpine Level I Exam	King Pine, NH	Jan 20-21	01/03/18	R 093	Alpine Level I Exam	Sugarloaf, ME	Jan 29-30	01/10/18
R 058	Alpine Level I Exam	Kissing Bridge, NY	Jan 20-21	01/03/18	R 096	Alpine Level I Exam	Bear Creek, PA	Jan 31-Feb 1	01/10/18

## Alpine Level I Exams

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R 104	Alpine Level I Exam	Mount Sunapee, NH	Feb 01-02	01/10/18	R 196	Alpine Level I Exam	Ski Sundown, CT	Mar 03-04	02/14/18
R 117	Alpine Level I Exam	Canaan Valley, WV	Feb 05-06	01/17/18	R 207	Alpine Level I Exam	Holiday Valley, NY	Mar 07-08	02/14/18
R 129	Alpine Level I Exam	Greek Peak, NY	Feb 07-08	01/17/18	R 214	Alpine Level I Exam	Smuggler's Notch, VT	Mar 07-08	02/14/18
R 139	Alpine Level I Exam	Montage, PA	Feb 10-11	01/24/18	R 217	Alpine Level I Exam	Mount Peter, NY	Mar 10-11	02/21/18
R 145	Alpine Level I Exam	Whitetail Resort, PA	Feb 10-11	01/24/18	R 220	Alpine Level I Exam	Toggenburg, NY	Mar 10-11	02/21/18
R 168	Alpine Level I Exam	Blue Hills, MA	Feb 24-25	02/07/18	R 223	Alpine Level I Exam	Camelback, PA	Mar 12-13	02/21/18
R 169	Alpine Level I Exam	Thunder Ridge, NY	Feb 24-25	02/07/18	R 230	Alpine Level I Exam	Mountain Creek, NJ	Mar 14-15	02/21/18
R 170	Alpine Level I Exam	Catamount, MA	Feb 26-27	02/07/18	R 233	Alpine Level I Exam	West Mountain, NY	Mar 14-15	02/21/18
R 178	Alpine Level I Exam	Winterplace, VA	Feb 26-27	02/07/18	R 237	Alpine Level I Exam	Middlebury, VT	Mar 17-18	02/28/18
R 185	Alpine Level I Exam	Snowshoe, WV	Feb 28-Mar 1	02/07/18	R 238	Alpine Level I Exam	Belleayre, NY	Mar 17-18	02/28/18
R ^ 192	PM Alpine Level I Exam	Hunt Hollow, NY	Mar 02-03	02/07/18	R 250	Alpine Level I Exam	Sugarloaf, ME	Mar 21-22	02/28/18
R 193	Alpine Level I Exam	Dartmouth, NH	Mar 03-04	02/14/18					

## 3 Day Level I Exams

## Kids Academy - \$275; 3 days - \$240

Candidates must complete required Workbooks prior to event - both available free of charge at [www.psia-e.org/education](http://www.psia-e.org/education)

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R 017	Kids Acad Level I & CS1	Mount Snow, VT	Dec 04-07	11/15/17	R 122	Alpine Level I & FS1	Waterville Valley, NH	Feb 05-07	01/17/18
R 033	Alpine Level I & CS1	Cranmore, NH	Jan 07-09	12/20/17	R 166	Alpine Level I & FS1	Mt Snow, VT	Feb 14-16	01/24/18
R 070	Alpine Level I & CS1	Elk Mountain, PA	Jan 24-26	01/03/18	R 181	Alpine Level I & CS1	Ski Butternut, MA	Feb 28-Mar 2	02/07/18
R 098	Alpine Level I & CS1	Shawnee Peak, ME	Jan 31-Feb 2	01/10/18	R 206	Alpine Level I & FS1	Blue Mountain, PA	Mar 07-09	02/14/18
R 103	Alpine Level I & FS1	Hunter Mtn, NY	Jan 31-Feb 2	01/10/18	R 259	Alpine Level I & CS1	Killington, VT	Mar 26-28	03/07/18
R 107	Alpine Level I & FS1	Seven Springs, PA	Feb 02-04	01/10/18	R 260	Alpine Level I & FS1	Killington, VT	Mar 26-28	03/07/18
R 121	Alpine Level I & CS1	Waterville Valley, NH	Feb 05-07	01/17/18					

# Alpine Level II - Level III Exams and Reassessments

All candidates must pass the online Professional Knowledge exam FIRST. All other exam requirements may be taken in any order.

**1 Day Skiing Exam:** Day 1, one examiner in am and one examiner in pm, both examiners must award passing score.

**2 Day Skiing Exam:** Day 1, one examiner in am; one examiner in pm, one examiner in am day 2. Must receive passing scores from two out of three examiners.

**5 Day Skiing College:** Day 1-3 will be coaching, Day 4 one examiner in am; one examiner in pm; Day 5 one examiner in am. Must receive passing scores from two out of three examiners.

**1 Day Teaching Exam:** Creative Teaching (CT) in am; Movement Assessment (MA) in pm. Both examiners must award passing score.

**Alpine Level III 2 Day Teaching Exam:** Creative Teaching (CT) in am; Movement Assessment (MA) in pm. Children & Youth Module (C&Y) in am of day 2 for those who do not have Children's Specialist 2 Professional Designation. All examiners must award passing score.

**5 Day Teaching College:** Day 1-3 will be coaching, Day 4, Children and Youth in am for those without CS2; Creative Teaching in pm, Day 5 Movement Assessment Module in am. Must receive passing scores from all examiners.

All successful Skiing Performance Area or Teaching Module may be kept for life based on continuous membership

**Snowsports School Director signature needed once every season for all exams**

Alpine Level II Skiing Certification Exams					1 Day: \$180; 2 Day: \$210; 5 Day: \$465				
Key No.	Level II Assessment	Location	Dates	Deadline	Key No.	Level II Assessment	Location	Dates	Deadline
022	5 Day Skiing College	Killington, VT	Dec 11-15	11/22/17	188	2 Day Skiing Exam	Windham, NY	Mar 01-02	02/07/18
125	1 Day Skiing Exam	Cannon Mtn, NH	7-Feb	01/17/18	194	2 Day Skiing Exam	Pico, VT	Mar 03-04	02/14/18
153	2 Day Skiing Exam	Whitetail Resort, PA	Feb 14-15	01/24/18	209	2 Day Skiing Exam	Holiday Valley, NY	Mar 07-08	02/14/18
176	5 Day Skiing College	Windham, NY	Feb 26-Mar 2	02/07/18	262	2 Day Skiing Exam	Killington, VT	Mar 28-29	03/07/18

Alpine Level II Skiing Reassessment					Each Performance Area - \$70				
Skiing reassessment candidates may register for one or more skiing performance areas - i.e. Mountain Skiing and Agility/Versatility in same event									
Key No.	Level II Assessment	Location	Dates	Deadline	Key No.	Level II Assessment	Location	Dates	Deadline
125a	Agility / Versatility	Cannon Mtn, NH	7-Feb	01/17/18	194a	Agility / Versatility	Pico, VT	3-Mar	02/14/18
125b	Mountain Skiing	Cannon Mtn, NH	7-Feb	01/17/18	194b	Mountain Skiing	Pico, VT	3-Mar	02/14/18
125c	Skiing at Skill Level	Cannon Mtn, NH	7-Feb	01/17/18	194c	Skiing at Skill Level	Pico, VT	3-Mar	02/14/18
153a	Agility / Versatility	Whitetail Resort, PA	14-Feb	01/24/18	209a	Agility / Versatility	Holiday Valley, NY	7-Mar	02/14/18
153b	Mountain Skiing	Whitetail Resort, PA	14-Feb	01/24/18	209b	Mountain Skiing	Holiday Valley, NY	7-Mar	02/14/18
153c	Skiing at Skill Level	Whitetail Resort, PA	14-Feb	01/24/18	209c	Skiing at Skill Level	Holiday Valley, NY	7-Mar	02/14/18
188a	Agility / Versatility	Windham, NY	1-Mar	02/07/18	262a	Agility / Versatility	Killington, VT	28-Mar	03/07/18
188b	Mountain Skiing	Windham, NY	1-Mar	02/07/18	262b	Mountain Skiing	Killington, VT	28-Mar	03/07/18
188c	Skiing at Skill Level	Windham, NY	1-Mar	02/07/18	262c	Skiing at Skill Level	Killington, VT	28-Mar	03/07/18

Alpine Level II Teaching Certification Exams					1 Day: \$180; 5 Day: \$465				
Key No.	Level II Assessment	Location	Dates	Deadline	Key No.	Level II Assessment	Location	Dates	Deadline
023	5 Day Teaching College	Killington, VT	Dec 11-15	11/22/17	189	Move Assess-8am	Windham, NY	2-Mar	02/07/18
134	1 Day Exam, CT & MA	Cannon Mtn, NH	8-Feb	01/17/18	195	1 Day Exam, CT & MA	Pico, VT	3-Mar	02/14/18
154	1 Day Exam, CT & MA	Whitetail Resort, PA	14-Feb	01/24/18	210	1 Day Exam, CT & MA	Holiday Valley, NY	7-Mar	02/14/18
177	5 Day Teaching College	Windham, NY	Feb 26-Mar 2	02/07/18	263	1 Day Exam, CT & MA	Killington, VT	28-Mar	03/07/18
189	Creative Teach 12pm	Windham, NY	1-Mar	02/07/18					

Alpine Level II Teaching Reassessment					Each Module - \$70				
Skiing reassessment candidates may register for one or more skiing performance areas - i.e. Mountain Skiing and Agility/Versatility in same event									
Key No.	Level II Assessment	Location	Dates	Deadline	Key No.	Level II Assessment	Location	Dates	Deadline
134e	Creative Teaching-8am	Cannon Mtn, NH	8-Feb	01/17/18	195e	Creative Teaching-8am	Pico, VT	3-Mar	02/14/18
134f	Move Assess-12pm	Cannon Mtn, NH	8-Feb	01/17/18	195f	Move Assess-12pm	Pico, VT	3-Mar	02/14/18
154e	Creative Teaching-8am	Whitetail Resort, PA	14-Feb	01/24/18	210e	Creative Teaching-8am	Holiday Valley, NY	7-Mar	02/14/18
154f	Move Assess-12pm	Whitetail Resort, PA	14-Feb	01/24/18	210f	Move Assess-12pm	Holiday Valley, NY	7-Mar	02/14/18
189e	Creative Teaching-12pm	Windham, NY	1-Mar	02/07/18	263e	Creative Teaching-8am	Killington, VT	28-Mar	03/07/18
189f	Move Assess-8am	Windham, NY	2-Mar	02/07/18	263f	Move Assess-12pm	Killington, VT	28-Mar	03/07/18

Alpine Level III Skiing Certification Exams					2 Day: \$210; 5 Day: \$465				
Key No.	Level III Assessment	Location	Dates	Deadline	Key No.	Level III Assessment	Location	Dates	Deadline
124	2 Day Skiing Exam	Cannon Mtn, NH	Feb 06-07	01/17/18	186	2 Day Skiing Exam	Hunter, NY	Mar 01-02	02/07/18
182	2 Day Skiing Exam	Snowshoe, WV	Feb 28-Mar 1	02/07/18	252	2 Day Skiing Exam	Killington, VT	Mar 26-27	03/07/18
174	5 Day Skiing College	Hunter, NY	Feb 26-Mar 2	02/07/18					

Alpine Level III Skiing Reassessment					Each Performance Area - \$70				
Key No.	Level III Assessment	Location	Dates	Deadline	Key No.	Level III Assessment	Location	Dates	Deadline
124a	Agility / Versatility	Cannon Mtn, NH	6-Feb	01/17/18	186a	Agility / Versatility	Hunter Mountain, NY	1-Mar	02/07/18
124b	Mountain Skiing	Cannon Mtn, NH	6-Feb	01/17/18	186b	Mountain Skiing	Hunter Mountain, NY	1-Mar	02/07/18
124c	Skiing at Skill Level	Cannon Mtn, NH	6-Feb	01/17/18	186c	Skiing at Skill Level	Hunter Mountain, NY	1-Mar	02/07/18
182a	Agility / Versatility	Snowshoe, WV	28-Feb	02/07/18	252a	Agility / Versatility	Killington, VT	26-Mar	03/07/18
182b	Mountain Skiing	Snowshoe, WV	28-Feb	02/07/18	252b	Mountain Skiing	Killington, VT	26-Mar	03/07/18
182c	Skiing at Skill Level	Snowshoe, WV	28-Feb	02/07/18	252c	Skiing at Skill Level	Killington, VT	26-Mar	03/07/18

Alpine Level III Teaching Certification Exams					1 Day: \$180; 2 Day: \$210; 5 Day: \$465				
Members may choose pre-requisite of their choice. If CS2 is chosen, candidate is exempt from Children & Youth Module.									
Key No.	Level III Assessment	Location	Dates	Deadline	Key No.	Level III Assessment	Location	Dates	Deadline
135	1 Day Exam, CT & MA	Cannon Mtn, NH	8-Feb	01/17/18	187	Creative Teach 12pm	Hunter Mountain, NY	1-Mar	02/07/18
135	2 Day Exam w/ C&Y	Cannon Mtn, NH	Feb 08-09	01/17/18	187	Move Assess 8am	Hunter Mountain, NY	2-Mar	02/07/18
175	5 Day College	Hunter Mountain, NY	Feb 26-Mar 2	02/07/18	253	1 Day Exam, CT & MA	Killington, VT	26-Mar	03/07/18
187	Child & Youth 8am	Hunter Mountain, NY	1-Mar	02/07/18	253	Children & Youth	Killington, VT	Mar 26-27	03/07/18

Alpine Level III Teaching Reassessment					Each Module - \$70				
Key No.	Level III Assessment	Location	Dates	Deadline	Key No.	Level III Assessment	Location	Dates	Deadline
135e	8AM Creative Teaching	Cannon Mtn, NH	8-Feb	01/17/18	187f	8AM Move Assess	Hunter Mountain, NY	2-Mar	02/07/18
135f	12PM Move Assess	Cannon Mtn, NH	8-Feb	01/17/18	253e	8AM Creative Teaching	Killington, VT	26-Mar	03/07/18
135g	8AM Children & Youth	Cannon Mtn, NH	9-Feb	01/17/18	253f	12PM Move Assess	Killington, VT	26-Mar	03/07/18
187g	8AM Children & Youth	Hunter Mountain, NY	1-Mar	02/07/18	253g	8AM Children & Youth	Killington, VT	27-Mar	03/07/18
187e	12PM Creative Teach	Hunter Mountain, NY	1-Mar	02/07/18					

## Freestyle Events for 2017- 2018

Key: # = Events non-members may attend for \$25 additional fee \* = Events with limited attendance; may fill prior to deadlines!  
 R = Events Open to Registered members P = Qualifies as Exam Prerequisite (CS may be used for Alpine Only)  
 Weekend events are highlighted in blue. V = Vertical Drop - skiing a minimum of 10,000 vertical feet per day

**PLEASE Check Event Time:** 8am Reg, on snow 9am-4pm; 9am Reg, on snow 10am-6pm; 2pm Reg, on snow 3pm-10pm

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

All educational events earn 6 CEU's per day - membership requires 12 CEU's every two seasons (NOTE: only passed exams earn CEU Credit)

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

NOTE: Freestyle Specialist courses require completed online course prior to attending -see [www.psia-e.org/education](http://www.psia-e.org/education) for more info

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
P	431 Freestyle Specialist 2	Seven Springs, PA	Feb 05-06	01/10/18		173 Alpine FS1	Holiday Valley, NY	Feb 26-27	02/07/18
R	432 Freestyle Specialist 3	Seven Springs, PA	Feb 05-06	01/10/18		457 AASI FS1	Holiday Valley, NY	Feb 26-27	02/07/18
	433 AASI FS1	Massanutten, VA	Feb 08-09	01/17/18		474 AASI FS1	Okemo, VT	Mar 08-09	02/14/18
	137 Alpine FS1	Massanutten, VA	Feb 08-09	01/17/18		215 Alpine FS1	Okemo, VT	Mar 08-09	02/14/18
	172 Alpine Intro Park Zone	Catamount, MA	Feb 26-27	02/07/18	P	475 Freestyle Specialist 2	Okemo, VT	Mar 08-09	02/14/18
	173 Alpine FS1	Holiday Valley, NY	Feb 26-27	02/07/18		476 Freestyle Specialist 3	Okemo, VT	Mar 08-09	02/14/18

### 3 Day Level I and FS1 Combined Exams 3 days - \$240

Candidates must complete required Workbooks prior to event - both available free of charge at [www.psia-e.org/education](http://www.psia-e.org/education)

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R	425 AASI Level I & FS1	Hunter Mountain, NY	Jan 31-Feb 2	01/10/18	R	206 Alpine Level I & FS1	Blue Mountain, PA	Mar 07-09	02/14/18
R	103 Alpine Level I & FS1	Hunter Mountain, NY	Jan 31-Feb 2	01/10/18	R	479 AASI Level I & FS1	Smuggs Notch, VT	Mar 14-16	02/21/18
R	107 Alpine Level I & FS1	Seven Springs, PA	Feb 02-04	01/10/18	R	214 Alpine Level I & FS1	Smuggs Notch, VT	Mar 14-16	02/21/18
R	122 Alpine Level I & FS1	Waterville Valley, NH	Feb 05-07	01/17/18	R	260 Alpine Level I & FS1	Killington, VT	Mar 26-28	03/07/18
R	166 Alpine Level I & FS1	Mount Snow, VT	Feb 14-16	01/24/18					
R	453 AASI Level I & FS1	Whitetail Resort, PA	Feb 26-28	02/07/18					

## Children's Events for 2017- 2018

### Children's Academy (Open to all members - Some open to non-members for additional \$25)

Key No.	Event	Description	Location	Price	Dates	Deadline
R #	701 Children's Academy	2 days; Starts Mon at 7pm	Mount Snow, VT	\$220	Dec 04-06	11/15/17
R #	702 Children's Academy	3 days; Indoor/Outdoor options	Mount Snow, VT	\$275	Dec 04-07	11/15/17
R	017 Alpine CS1 and Level I	3 days; Dir Sig Required	Mount Snow, VT	\$275	Dec 04-07	11/15/17
R	400 AASI CS1 and Level I	3 days; Dir Sig Required	Mount Snow, VT	\$275	Dec 04-07	11/15/17

### Children's Specialist (CS1 is Open to all Certified members; CS2 is open to Level II or III) 2 days - \$180

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

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
	703 Children's Specialist 1	Whiteface Mtn, NY	Dec 16-17	11/22/17		726 Children's Specialist 1	Blue Hills, MA	Feb 24-25	02/07/18
	704 Children's Specialist 1	Sunday River, ME	Dec 18-19	11/29/17		727 Children's Specialist 1	Thunder Ridge, NY	Feb 24-25	02/07/18
P	705 Children's Specialist 2	Loon Mountain, NH	Jan 08-09	12/20/17		728 Children's Specialist 1	Gatlinburg, TN	Feb 24-25	02/07/18
	706 Children's Specialist 1	Bretton Woods, NH	Jan 10-11	12/20/17		729 Children's Specialist 1	Wintergreen, VA	Feb 26-27	02/07/18
P^	707 PM Children's Spec 2	Wachusett, MA	Jan 16-17	12/27/17	^	731 PM Children's Spec 1	Hunt Hollow, NY	Mar 02-03	02/07/18
	708 Children's Specialist 1	Ski Beech, NC	Jan 17-18	12/27/17		732 Children's Specialist 1	Dartmouth, NH	Mar 03-04	02/14/18
P	710 Children's Specialist 2	Gatlinburg, TN	Jan 19-20	12/27/17		733 Children's Specialist 1	Ski Sundown, CT	Mar 03-04	02/14/18
	711 Children's Specialist 1	King Pine, NH	Jan 20-21	01/03/18	P	734 Children's Specialist 2	Ski Sundown, CT	Mar 03-04	02/14/18
	712 Children's Specialist 1	Kissing Bridge, NY	Jan 20-21	01/03/18	P	735 Children's Specialist 2	Holiday Valley, NY	Mar 07-08	02/14/18
P	713 Children's Specialist 2	Massanutten, VA	Jan 24-25	01/03/18		737 Children's Specialist 1	Berkshire East, MA	Mar 10-11	02/21/18
P	714 Children's Specialist 2	Gunstock, NH	Jan 27-28	01/10/18		739 Children's Specialist 1	Mount Peter, NY	Mar 10-11	02/21/18
	717 Children's Specialist 1	Bromley Mtn, VT	Jan 29-30	01/10/18		738 Children's Specialist 1	Shawnee Mtn, PA	Mar 10-11	02/21/18
	718 Children's Specialist 1	Bear Creek, PA	Jan 31-Feb 1	01/10/18	P	740 Children's Specialist 2	Okemo, VT	Mar 12-13	02/21/18
P	719 Children's Specialist 2	Seven Springs, PA	Feb 03-04	01/10/18	P	741 Children's Specialist 2	Mountain Creek, NJ	Mar 14-15	02/21/18
	720 Children's Specialist 1	Canaan Resort, WV	Feb 07-08	01/17/18	P	742 Children's Specialist 2	Belleayre, NY	Mar 17-18	02/28/18
P	721 Children's Specialist 2	Timberline, WV	Feb 07-08	01/17/18	P	743 Children's Specialist 2	Sunday River, ME	Mar 19-20	02/28/18
	722 Children's Specialist 1	Greek Peak, NY	Feb 07-08	01/17/18		746 Children's Specialist 1	Sugarbush, VT	Apr 07-08	03/14/18
	723 Children's Specialist 1	Montage Mtn, PA	Feb 10-11	01/24/18	P	747 Children's Specialist 2	Sugarbush, VT	Apr 07-08	03/14/18
P3	724 Children's Specialist 2	Ski Roundtop, PA	Feb 12-13	01/24/18					

### Level I and Children's Specialist 1 Combined Kids Academy - \$275; 3 days - \$240

Candidates must complete required Workbooks prior to event - both available free of charge at [www.psia-e.org/education](http://www.psia-e.org/education)

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R	017 Acad Alpine L1 & CS1	Mount Snow, VT	Dec 04-07	11/15/17	R	121 Alpine Level I & CS1	Waterville Valley, NH	Feb 05-07	01/17/18
R	400 Acad AASI L1 & CS1	Mount Snow, VT	Dec 04-07	11/15/17	R	181 Alpine Level I & CS1	Ski Butternut, MA	Feb 28-Mar 2	02/07/18
R	033 Alpine Level I & CS1	Cranmore, NH	Jan 07-09	12/20/17	R	259 Alpine Level I & CS1	Killington, VT	Mar 26-28	03/07/18
R	070 Alpine Level I & CS1	Elk Mountain, PA	Jan 24-26	01/03/18	R	489 AASI Level I & CS1	Killington, VT	Mar 26-28	03/07/18
R	098 Alpine Level I & CS1	Shawnee Peak, ME	Jan 31-Feb 2	01/10/18					

### Children's Events (Open to all members and non-members for additional \$25) 2 days - \$180

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R #	709 Advanced Kids Zone - CS2 Prep	Jiminy Peak, MA	Jan 18-19	12/27/17	R #	730 Coaching Kids in Racing	Ski Butternut, MA	Feb 28-Mar 1	02/07/18
R #	715 Coaching Kids in Racing	Gunstock, NH	Jan 27-28	01/10/18	R #	736 Intro to Kids Zone - CS1 Prep	Blue Mountain, PA	Mar 07-08	02/14/18
R #	716 Intro to Kids Zone - CS1 Prep	Labrador Mtn, NY	Jan 27-28	01/10/18	R #	744 Coaching Kids in Bumps	Belleayre, NY	Mar 19-20	02/28/18
R #	725 Advanced Kids Zone - CS2 Prep	Ski Liberty, PA	Feb 14-15	01/24/18	R #	745 Coaching Kids in Racing	Sugarloaf, ME	Mar 21-22	02/28/18

# AASI Snowboard Schedule for 2017 - 2018

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

**PLEASE Check Event Time:** 8am Reg, on snow 9am-4pm; 9am Reg, on snow 10am-6pm; 2pm Reg, on snow 3pm-10pm

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

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

All educational events earn 6 CEU's per day - membership requires 12 CEU's every two seasons

## PSIA-AASI Eastern Division Event Participant Safety Policy

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

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

Key No	Event	Description	Location	Price	Dates	Deadline
^R# 014	Snowsports School Management Seminar	2 days; Keynote Tues; banquet	Mount Snow, VT	\$275	Dec 04-06	11/15/17
R # 014	AASI Resort Trainers	For Supervisors and Trainers	Mount Snow, VT	\$275	Dec 04-06	11/15/17
R # 701	Children's Academy	2 days; New Format!	Mount Snow, VT	\$220	Dec 04-06	11/15/17
R # 702	Children's Academy	3 days; Indoor/Outdoor options	Mount Snow, VT	\$275	Dec 04-07	11/15/17
R 400	Level I & CS1 Combinec	3 days; both workbooks required	Mount Snow, VT	\$275	Dec 04-07	11/15/17
R * See	National Team Sessions 1-Day Clinics		Whitetail Resort, PA	\$125/day	Feb 10-12	01/24/18
R * 1Day	National Team Sessions 1-Day Clinics		Ski Roundtop, PA	\$125	12-Feb	01/24/18
R * Catg	National Team Sessions 1-Day Clinics		Mount Snow, VT	\$125/day	Feb 14-16	01/24/18
R 493	AASI Spring Rally	2 days; Après Ski party	Sugarbush, VT	\$200	Apr 07-08	03/14/18

## Rider Update (Open to all members) 2 days -\$180

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R 405	All Mountain Focus	Killington, VT	Jan 18-19	12/27/17	R 435	All Mountain Focus	Massanutten, VA	Feb 08-09	01/17/18
R 422	All Mountain Focus	Blue Knob, PA	Jan 29-30	01/10/18	R # 481	Snowskating	Bellevue, NY	Mar 17-18	02/28/18

## Resort Area Trainer - Director Signature Required (Open to Level II or Level III Staff Trainers) 2 days -\$180

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
426	Resort Area Trainer	Hunter Mountain, NY	Feb 01-02	01/10/18	460	Resort Area Trainer	Snowshoe, WV	Mar 01-02	02/07/18

## Dynamic Riding - 6 CEU's (Open to all members) 1 day -\$125

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R 408	Dynamic Riding	Bromley Mtn, VT	21-Jan	01/03/18	R * 443	Ride with National Team	Mount Snow, VT	15-Feb	01/24/18
R * 436	Ride with National Team	Whitetail Resort, PA	10-Feb	01/24/18	R * 444	Ride with National Team	Mount Snow, VT	16-Feb	01/24/18
R * 437	Ride with National Team	Whitetail Resort, PA	11-Feb	01/24/18	R 448	Dynamic Riding	Whitetail Resort, PA	25-Feb	02/07/18
R * 438	Ride with National Team	Ski Roundtop, PA	12-Feb	01/24/18	R 449	Dynamic Riding	Holiday Valley, NY	25-Feb	02/07/18
R * 442	Ride with National Team	Mount Snow, VT	14-Feb	01/24/18	R 469	Dynamic Riding	Mount Snow, VT	4-Mar	02/14/18

## Camps (Open to all Certified members, Women's camps open to non-members) 3 day \$250; 2 days -\$180

NOTE: Level I or II Members must pass Off Piste Assessment at any Camp to attend Off Piste event at Smuggler's Notch - Open to Level III Members

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
413	Steeps Camp 2 Day	Stowe, VT	Jan 25-26	01/03/18	470	Freestyle Camp 2 Day	Mount Snow, VT	Mar 05-06	02/14/18
R # 415	Women's Camp	Stowe, VT	Jan 25-26	01/03/18	473	Halfpipe Camp 2 Day	Okemo, VT	Mar 08-09	02/14/18
428	Freestyle Camp 2 Day	Seven Springs, PA	Feb 03-04	01/10/18	477	Trees Camp 2 Day	Jay Peak, VT	Mar 12-13	02/21/18
451	Powder Camp 2 Day	Jay Peak, VT	Feb 26-27	02/07/18	478	Trees Camp 3 Day	Jay Peak, VT	Mar 12-14	02/21/18
R # 462	Women's Camp	Ski Liberty, PA	Mar 01-02	02/07/18	480	Off Piste - 2 Day	Smugg's Notch, VT	Mar 15-16	02/21/18
R # 471	Women's Park Camp	Mount Snow, VT	Mar 05-06	02/14/18					

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

NOTE: Freestyle Specialist courses require completed online course prior to attending - see www.psia-e.org/education for more info

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
431	Freestyle Specialist 2	Seven Springs, PA	Feb 05-06	01/10/18	474	AASI FS1	Okemo, VT	Mar 08-09	02/14/18
432	Freestyle Specialist 3	Seven Springs, PA	Feb 05-06	01/10/18	475	Freestyle Specialist 2	Okemo, VT	Mar 08-09	02/14/18
433	AASI FS1	Massanutten, VA	Feb 08-09	01/17/18	476	Freestyle Specialist 3	Okemo, VT	Mar 08-09	02/14/18
457	AASI FS1	Holiday Valley, NY	Feb 26-27	02/07/18					

## Exam Prep / Pre Requisites (Open to Certified members) 2 days - \$180

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
P 402	DEV Team Prep	Mount Snow, VT	Dec 18-19	11/29/17	P 440	Level III Prep	Timberline, WV	Feb 12-13	01/24/18
P 404	DEV Team Prep	Killington, VT	Jan 18-19	12/27/17	P 446	Teaching Concepts	Whitetail Resort, PA	Feb 24-25	02/07/18
P 406	Level II Prep	Killington, VT	Jan 18-19	12/27/17	P 456	Riding Concepts	Holiday Valley, NY	Feb 26-27	02/07/18
P 407	Level III Prep	Killington, VT	Jan 18-19	12/27/17	P 458	Teaching Concepts	Gatlinburg, TN	Feb 26-27	02/07/18
P 410	Teaching Concepts	Bromley Mtn, VT	Jan 22-23	01/03/18	P 459	Riding Concepts	Snowshoe, WV	Mar 01-02	02/07/18
P 412	Riding Concepts	Wintergreen, VA	Jan 24-25	01/03/18	P 463	Level II Prep	Ski Liberty, PA	Mar 01-02	02/07/18
P 421	Teaching Concepts	Greek Peak, NY	Jan 29-30	01/10/18	P 467	Teaching Concepts	Mt Southington, CT	Mar 03-04	02/14/18
P 419	Level II Prep	Greek Peak, NY	Jan 29-30	01/10/18	P 472	Teaching Concepts	Mount Snow, VT	Mar 05-06	02/14/18
P 427	Level III Prep	Hunter Mountain, NY	Feb 01-02	01/10/18	P 483	Teaching Concepts	Killington, VT	Mar 19-20	02/28/18
P 430	Teaching Concepts	Seven Springs, PA	Feb 05-06	01/10/18	P 486	Riding Concepts	Sugarloaf, ME	Mar 22-23	02/28/18
P 439	Level II Prep	Timberline, WV	Feb 12-13	01/24/18					

# AASI Snowboard Schedule for 2017 - 2018

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

**PLEASE Check Event Time:** 8am Reg, on snow 9am-4pm; 9am Reg, on snow 10am-6pm; 2pm Reg, on snow 3pm-10pm  
 If openings are available after the deadline date, members may be admitted based on availability- Absolutely no walk-ons will be admitted  
 A \$25 non-refundable late fee will be charged, please contact the office 518-452-6095 to inquire on availability.  
 All educational events earn 6 CEU's per day - membership requires 12 CEU's every two seasons.

## AASI Level I Exams (Early Season Special Pricing) Open to Registered Members; 2 days - \$99

A new member application must be submitted prior to, or at the same time as Level I Exam Application. Director Signature is required.  
 Candidates must complete the Level I Workbook prior to exam.

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R 401	AASI Level I Exam	Whiteface, NY	Dec 16-17	11/22/17	R 416	AASI Level I Exam	Montage, PA	Jan 25-26	01/03/18
R ^ 403	PM - AASI Level I Exam	Wachusett, MA	Jan 16-17	12/27/17	R 417	AASI Level I Exam	Gunstock, NH	Jan 27-28	01/10/18
R 409	AASI Level I Exam	Bromley Mtn, VT	Jan 22-23	01/03/18	R 418	AASI Level I Exam	Blue Knob, PA	Jan 27-28	01/10/18
R 411	AASI Level I Exam	Wintegreen, VA	Jan 22-23	01/03/18	R 420	AASI Level I Exam	Greek Peak, NY	Jan 29-30	01/10/18
R 414	AASI Level I Exam	Stowe, VT	Jan 25-26	01/03/18					

## AASI Level I Exams - PLEASE NOTE Membership expires June 30, 2018 Open to Registered Members; 2 days - \$155

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R 429	AASI Level I Exam	Seven Springs, PA	Feb 03-04	01/10/18	R 464	AASI Level I Exam	Snowshoe, WV	Mar 01-02	02/07/18
R 434	AASI Level I Exam	Massanutten, VA	Feb 08-09	01/17/18	R ^ 465	PM-AASI Level I Exam	Hunt Hollow, NY	Mar 02-03	02/07/18
R 441	AASI Level I Exam	Timberline, WV	Feb 12-13	01/24/18	R 466	AASI Level I Exam	Ski Sundown, CT	Mar 03-04	02/14/18
R 445	AASI Level I Exam	Gatlinburg, TN	Feb 24-25	02/07/18	R 468	AASI Level I Exam	Dartmouth, NH	Mar 03-04	02/14/18
R 447	AASI Level I Exam	Blue Hills, MA	Feb 24-25	02/07/18	R 484	AASI Level I Exam	Cranmore, NH	Mar 22-23	02/28/18
R 454	AASI Level I Exam	Mount Sunapee, NH	Feb 26-27	02/07/18	R 485	AASI Level I Exam	Sugarloaf, ME	Mar 22-23	02/28/18
R 455	AASI Level I Exam	Holiday Valley, NY	Feb 26-27	02/07/18					

## 3 Day Level I Exams Kids Academy - \$275; 3 days - \$240

Candidates must complete required Workbooks prior to event - both available free of charge at [www.psia-e.org/education](http://www.psia-e.org/education)

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R 400	Acad AASI L1 & CS1	Mount Snow, VT	Dec 04-07	11/15/17	R 479	AASI Level I & FS1	Smuggler's Notch, V	Mar 14-16	02/21/18
R 425	AASI Level I & FS1	Hunter Mountain, NY	Jan 31-Feb 02	01/10/18	R 489	AASI Level I & CS1	Killington, VT	Mar 26-28	03/07/18
R 453	AASI Level I & FS1	Whitetail Resort, PA	Feb 26-28	02/07/18					

## Online Exams/Events - Director's Signature is NOT required August 15 to April 15 - Exams: \$20; eLearning: \$99

Key No.	Professional Knowledge Exams - 2 attempts only	Deadline	Key No.	e-Learning Courses - 6 CEU Credits	Deadline
982	Level II Online Exam	2017-2018 Online Season	R M 989	Adult Develop & Aging	2017-2018 Online Season
983	Level III Online Exam	2017-2018 Online Season	R M 990	History of Snowsports	2017-2018 Online Season
			R M 991	Working w/ VI&DD Ski	2017-2018 Online Season

## AASI Reassessments 1 day - \$125

Snowsports School Director signature needed once every season for all exams

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
423	Lvl II Assess/Retake	Hunter Mountain, NY	Jan 31	01/10/18	490	Lvl II Assess/Retake	Killington, VT	Mar 29	03/07/18
424	Lvl III Assess/Retake	Hunter Mountain, NY	Jan 31	01/10/18	491	Lvl III Assess/Retake	Killington, VT	Mar 29	03/07/18
461	Lvl II Assess/Retake	Whitetail Resort, PA	Mar 01	02/07/18					

## AASI Exams 3 days - \$299

Snowsports School Director signature needed once every season for all exams

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
452	AASI Level II Exam	Whitetail Resort, PA	Feb 26-28	02/07/18	487	AASI Level II Exam	Killington, VT	Mar 26-28	03/07/18
482	AASI DEV Team Tryout	Killington, VT	Mar 19-21	02/28/18	488	AASI Level III Exam	Killington, VT	Mar 26-28	03/07/18

## Don't miss out - Find a Pro web listings created to promote you!

Join nearly 600 of your fellow Eastern members with "Find a Pro" listings on our consumer-friendly website at [www.MakeWinterMoreFun.com!](http://www.MakeWinterMoreFun.com!)

All you have to do to get involved is go to [pros.snowproportal.com/resort/psia-e/get-started](http://pros.snowproportal.com/resort/psia-e/get-started) to complete the "Opt in" web form or, if you prefer scan in this QR code. *That's it!*



# Adaptive Schedule for 2017- 2018

Key: # = Events non-members may attend for \$25 additional fee  
 \* = Events with limited attendance; may fill prior to deadlines!  
 ^ = Non-standard event registration & start time

R = Events Open to Registered members  
 P = Qualifies as Exam Prerequisite  
 Weekend events are highlighted in blue.

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

**PLEASE Check Event Time:** 8am Reg, on snow 9am-4pm; 9am Reg, on snow 10am-6pm; 2pm Reg, on snow 3pm-10pm

All educational events earn 6 CEU's per day - membership requires 12 CEU's every two seasons (NOTE: only passed exams earn CEU Credit)

## Adaptive Inhouse Events

All Schools have the option to schedule an in-house training at your home mountain on the dates you specify. A flat fee for this service is \$1,900 for two days. Maximum group size is eight participants, there is no minimum group size. Please complete the In-house Request form on the Snowsports School Director's Helpdesk at least three weeks prior to your event.

## Adaptive Feature Events

Key No	Event	Description	Location	Price	Dates	Deadline
Disabled Sports	Adaptive National Academy	Register at DSUSA: www.disabledsportsusa.org	Breckenridge, CO	Varies	Dec 04-10	see DSUSA website
^R# 14	Snowsports School Management Seminar	For Directors & Supervisors -Keynote Tues; banquet	Mount Snow, VT	\$275	Dec 04-06	11/15/17
# R 701	Children's Academy	In conjunction with Management Seminar	Mount Snow, VT	\$220	Dec 04-06	11/15/17
# R 502	Adaptive Snow Pro Jam	5 days; Après Ski activities daily	Killington, VT	\$465	Dec 11-15	11/22/17
# R 598	Adaptive Development Team Exam	Become part of the Education Staff	Killington, VT	\$230	Mar 26-27	03/07/18
# R 599	Adaptive Spring Rally	2 days; Après Ski party	Sugarbush, VT	\$200	Apr 07-08	03/14/18

## 1-Day On-snow Continuing Education - 6 CEU's (Open members and non-members for additional \$25) 1 day-\$125

Key No	Event	Location	Resort	Dates	Deadline
# R 498	Behavior Management Techniques	Maine Adaptive Sports & Recreation	Register w/ Alpine River House	Dec 18	11/29/17
# R 499	Behavior Management Techniques	Berkshire East Ski & Snowboard School	Berkshire East, MA	Jan 07	12/20/17
# R 521	Train Your Trainers	King Pine Snowsports School	Whitetail Spring Resort, NH	Jan 21	01/03/18
# R 536	Teaching Kids on the Autistic Spectrum	Adaptive Sports Foundation	Windham Mountain, NY	Feb 01	01/10/18
# R 544	Behavior Management Techniques	Seven Springs Snowsports School	Seven Springs, PA	Feb 04	01/10/18
* R 141	Ski With National Team	Whitetail - Schools at Whitetail	Whitetail Resort, PA	Feb 10	01/24/18
* R 142	Ski With National Team	Whitetail - Schools at Whitetail	Whitetail Resort, PA	Feb 11	01/24/18
* R 143	Ski With National Team	Ski Roundtop Learning Center	Roundtop Mountain, PA	Feb 12	01/24/18
* R 161	Ski With National Team	Mount Snow Ski & Snowboard School	Mount Snow, VT	Feb 14	01/24/18
* R 162	Ski With National Team	Mount Snow Ski & Snowboard School	Mount Snow, VT	Feb 15	01/24/18
* R 163	Ski With National Team	Mount Snow Ski & Snowboard School	Mount Snow, VT	Feb 16	01/24/18
# R 570	Train Your Trainers	Lounsbury Adaptive Ski Program	Holiday Valley, NY	Mar 03	02/07/18
# R 571	Teaching Kids on the Autistic Spectrum	Lounsbury Adaptive Ski Program	Holiday Valley, NY	Mar 04	02/07/18
# R 572	Behavior Management Techniques	Dartmouth Ski Way Snowsports School	Dartmouth Ski Way, NH	Mar 04	02/14/18
# R 582	Teaching Kids on the Autistic Spectrum	Blue Mountain Learning Centers	Blue Mountain, PA	Mar 09	02/14/18
# R 586	Train Your Trainers	New Freedom Ski & Snowboard Academy	Mountain Creek, NJ	Mar 14	02/21/18
# R 596	Behavior Management Techniques	Belleayre Mountain Snowsports	Belleayre, NY	Mar 18	02/28/18
# R 597	Teaching Kids on the Autistic Spectrum	Maine Adaptive Sports & Recreation	Register w/ Alpine River House	Mar 19	02/28/18

## Adaptive Exam Prep (Open to Registered, Level I or Level II members) 1 day-\$125

Key No	Event	School	Resort	Dates	Deadline
R 503	Adaptive Skiing Blind / DD	STRIDE Adaptive Sports Program	Jiminy Peak, MA	Jan 5	12/20/17
R 504	Adaptive Snowboard - VI / Cognitive	STRIDE Adaptive Sports Program	Jiminy Peak, MA	Jan 5	12/20/17
R 505	Adaptive Skiing 3 Track / 4 Track	STRIDE Adaptive Sports Program	Jiminy Peak, MA	Jan 6	12/20/17
R 506	Adaptive Snowboard - Stand Up	STRIDE Adaptive Sports Program	Jiminy Peak, MA	Jan 6	12/20/17
R 507	Adaptive Skiing - Mono-Bi	STRIDE Adaptive Sports Program	Jiminy Peak, MA	Jan 7	12/20/17
R 508	Adaptive Snowboard - Sit Down	STRIDE Adaptive Sports Program	Jiminy Peak, MA	Jan 7	12/20/17
R 524	Adaptive Skiing 3 Track / 4 Track	HoliMont Phoenix Adaptive Program	HoliMont, NY	Jan 23	01/03/18
R 525	Adaptive Snowboard - Stand Up	HoliMont Phoenix Adaptive Program	HoliMont, NY	Jan 23	01/03/18
R 526	Adaptive Skiing - Mono-Bi	HoliMont Phoenix Adaptive Program	HoliMont, NY	Jan 24	01/03/18
R 527	Adaptive Snowboard - Sit Down	HoliMont Phoenix Adaptive Program	HoliMont, NY	Jan 24	01/03/18
R 528	Adaptive Skiing Blind / DD	HoliMont Phoenix Adaptive Program	HoliMont, NY	Jan 25	01/03/18
R 529	Adaptive Snowboard - VI / Cognitive	HoliMont Phoenix Adaptive Program	HoliMont, NY	Jan 25	01/03/18
R 530	Adaptive Skiing Blind / DD	New England Disabled Sports	Bretton Woods, NH	Jan 26	01/10/18
R 531	Adaptive Snowboard - VI / Cognitive	New England Disabled Sports	Bretton Woods, NH	Jan 26	01/10/18
R 532	Adaptive Skiing 3 Track / 4 Track	New England Disabled Sports	Bretton Woods, NH	Jan 27	01/10/18
R 533	Adaptive Snowboard - Stand Up	New England Disabled Sports	Bretton Woods, NH	Jan 27	01/10/18
R 534	Adaptive Skiing - Mono-Bi	New England Disabled Sports	Bretton Woods, NH	Jan 28	01/10/18
R 535	Adaptive Snowboard - Sit Down	New England Disabled Sports	Bretton Woods, NH	Jan 28	01/10/18
R 537	Adaptive Skiing Blind / DD	Canaan Valley Snowsports School	Canaan Valley Resort	Feb 4	01/17/18
R 538	Adaptive Snowboard - VI / Cognitive	Canaan Valley Snowsports School	Canaan Valley Resort	Feb 4	01/17/18
R 539	Adaptive Skiing 3 Track / 4 Track	Canaan Valley Snowsports School	Canaan Valley Resort	Feb 5	01/17/18
R 540	Adaptive Snowboard - Stand Up	Canaan Valley Snowsports School	Canaan Valley Resort	Feb 5	01/17/18
R 541	Adaptive Skiing - Mono-Bi	Canaan Valley Snowsports School	Canaan Valley Resort	Feb 6	01/17/18
R 542	Adaptive Snowboard - Sit Down	Canaan Valley Snowsports School	Canaan Valley Resort	Feb 6	01/17/18

## Online Events/Exams

eLearning - \$99; Exam - \$20

984	Adaptive Level II Professional Knowledge Exam	Online 2017-2018 Season	4/15/2018
985	Adaptive Level III Professional Knowledge Exam	Online 2017-2018 Season	4/15/2018
988	Adaptive Snowboard Professional Knowledge Exam	Online 2017-2018 Season	4/15/2018
989	eLearning: Adult Development and Aging	Online 2017-2018 Season	4/15/2018
990	eLearning: History of Snowsports	Online 2017-2018 Season	4/15/2018
991	eLearning: Working with Visually Impaired and Developmentally Delayed Skiers	Online 2017-2018 Season	4/15/2018

# Adaptive Schedule for 2017- 2018

Key: Weekend events are highlighted in blue.

R = Events Open to Registered members

## Adaptive Level I Exams - Director's Signature Required (For Registered members) 2 days - \$200

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

Key No	Event	School	Resort	Dates	Deadline
R 511	Alpine Mono/Bi	Bart J. Ruggiere Adaptive Sports	Bromley Mountain, VT	Jan 18-19	12/27/17
R 512	Alpine 3/4 Track	Bart J. Ruggiere Adaptive Sports	Bromley Mountain, VT	Jan 18-19	12/27/17
R 513	Alpine Blind/DD	Bart J. Ruggiere Adaptive Sports	Bromley Mountain, VT	Jan 18-19	12/27/17
R 514	Alpine Mono/Bi	Adaptive Sports Foundation	Windham Mountain, NY	Jan 20-21	01/03/18
R 515	Alpine 3/4 Track	Adaptive Sports Foundation	Windham Mountain, NY	Jan 20-21	01/03/18
R 516	Alpine Blind/DD	Adaptive Sports Foundation	Windham Mountain, NY	Jan 20-21	01/03/18
R 545	Alpine Mono/Bi	Liberty Mountain Snowsports School	Liberty Mountain, PA	Feb 07-08	01/17/18
R 546	Alpine 3/4 Track	Liberty Mountain Snowsports School	Liberty Mountain, PA	Feb 07-08	01/17/18
R 547	Alpine Blind/DD	Liberty Mountain Snowsports School	Liberty Mountain, PA	Feb 07-08	01/17/18
R 548	Snowboard VI/Cognitive	Liberty Mountain Snowsports School	Liberty Mountain, PA	Feb 07-08	01/17/18
R 549	Snowboard Sit Down	Liberty Mountain Snowsports School	Liberty Mountain, PA	Feb 07-08	01/17/18
R 550	Snowboard Stand Up	Liberty Mountain Snowsports School	Liberty Mountain, PA	Feb 07-08	01/17/18
R 558	Alpine Mono/Bi	Wintergreen Adaptive Sports	Wintergreen Resort, VA	Feb 24-25	02/07/18
R 559	Alpine 3/4 Track	Wintergreen Adaptive Sports	Wintergreen Resort, VA	Feb 24-25	02/07/18
R 560	Alpine Blind/DD	Wintergreen Adaptive Sports	Wintergreen Resort, VA	Feb 24-25	02/07/18
R 567	Alpine Mono/Bi	Lounsbury Adaptive Ski Program	Holiday Valley, NY	Mar 03-04	02/07/18
R 568	Alpine 3/4 Track	Lounsbury Adaptive Ski Program	Holiday Valley, NY	Mar 03-04	02/07/18
R 569	Alpine Blind/DD	Lounsbury Adaptive Ski Program	Holiday Valley, NY	Mar 03-04	02/07/18
R 579	Alpine Mono/Bi	Smugglers Notch Adaptive Program	Smugglers Notch, VT	Mar 07-08	02/14/18
R 580	Alpine 3/4 Track	Smugglers Notch Adaptive Program	Smugglers Notch, VT	Mar 07-08	02/14/18
R 581	Alpine Blind/DD	Smugglers Notch Adaptive Program	Smugglers Notch, VT	Mar 07-08	02/14/18
R 583	Snowboard VI/Cognitive	STRIDE Adaptive Sports Program	Jiminy Peak, MA	Mar 10-11	02/21/18
R 584	Snowboard Sit Down	STRIDE Adaptive Sports Program	Jiminy Peak, MA	Mar 10-11	02/21/18
R 585	Snowboard Stand Up	STRIDE Adaptive Sports Program	Jiminy Peak, MA	Mar 10-11	02/21/18
R 593	Alpine Mono/Bi - Reg in Adapt Bldg	Maine Adaptive Sports & Recreation	Sunday River, ME	Mar 17-18	02/28/18
R 594	Alpine 3/4 Track - Reg in Adapt Bldg	Maine Adaptive Sports & Recreation	Sunday River, ME	Mar 17-18	02/28/18
R 595	Alpine Blind/DD - Reg in Adapt Bldg	Maine Adaptive Sports & Recreation	Sunday River, ME	Mar 17-18	02/28/18

## Adaptive Snowboard Level II Exams (Open to Level I members) - 1 day - \$99

Key No	Event	School	Resort	Dates	Deadline
517	Level II Snowboard Riding	Adaptive Sports Foundation	Windham Mountain, NY	Jan 20	01/03/18
518	Level II Snowboard VI/Cognitive	Adaptive Sports Foundation	Windham Mountain, NY	Jan 20	01/03/18
519	Level II Snowboard Sit Down	Adaptive Sports Foundation	Windham Mountain, NY	Jan 21	01/03/18
520	Level II Snowboard Stand Up	Adaptive Sports Foundation	Windham Mountain, NY	Jan 21	01/03/18

## Alpine Adaptive Accreditations and Exams (Open to all certified members) - 1 day - \$99

Each candidate will be scored at the Level I, Level II or Level III National Standard regardless of your Certification Level.

Key No	Event	School	Resort	Dates	Deadline
509	Alpine Skiing Fundamentals - All Levels	Liberty Mountain Snowsports School	Liberty Mountain, PA	Jan 7	12/20/17
510	Alpine Skiing Fundamentals - All Levels	Waterville Valley Adaptive Sports	Waterville Valley, NH	Jan 8	12/20/17
522	Alpine Skiing Fundamentals - All Levels	Wintergreen Adaptive Sports	Wintergreen Resort, VA	Jan 21	01/03/18
523	Alpine Skiing Fundamentals - All Levels	Lounsbury Adaptive Ski Program	Holiday Valley, NY	Jan 22	01/03/18
543	Alpine Skiing Fundamentals - All Levels	Gore Mountain	Gore Mountain, NY	Feb 5	01/17/18
555	Alpine Skiing Fundamentals - All Levels	Mount Snow Adaptive	Mount Snow, VT	Feb 15	01/24/18
551	Alpine 3 Track Classification - All Levels	Liberty Mountain Snowsports School	Liberty Mountain, PA	Feb 8	01/17/18
561	Alpine 3 Track Classification - All Levels	Lounsbury Adaptive Ski Program	Holiday Valley, NY	Mar 1	02/07/18
573	Alpine 3 Track Classification - All Levels	Adaptive Sports Foundation	Windham Mountain, NY	Mar 5	02/14/18
587	Alpine 3 Track Classification - All Levels	Waterville Valley Adaptive Sports	Waterville Valley, NH	Mar 15	02/21/18
552	Alpine 4 Track Classification - All Level	Liberty Mountain Snowsports School	Liberty Mountain, PA	Feb 9	01/17/18
562	Alpine 4 Track Classification - All Level	Lounsbury Adaptive Ski Program	Holiday Valley, NY	Mar 2	02/07/18
574	Alpine 4 Track Classification - All Level	Adaptive Sports Foundation	Windham Mountain, NY	Mar 6	02/14/18
588	Alpine 4 Track Classification - All Level	Waterville Valley Adaptive Sports	Waterville Valley, NH	Mar 16	02/21/18
563	Alpine Mono Ski Classification - All Level	Lounsbury Adaptive Ski Program	Holiday Valley, NY	Mar 1	02/07/18
575	Alpine Mono Ski Classification - All Level	Adaptive Sports Foundation	Windham Mountain, NY	Mar 5	02/14/18
589	Alpine Mono Ski Classification - All Level	Waterville Valley Adaptive Sports	Waterville Valley, NH	Mar 13	02/21/18
564	Alpine Bi-Ski Classification - All Levels	Lounsbury Adaptive Ski Program	Holiday Valley, NY	Mar 2	02/07/18
576	Alpine Bi-Ski Classification - All Levels	Adaptive Sports Foundation	Windham Mountain, NY	Mar 6	02/14/18
590	Alpine Bi-Ski Classification - All Levels	Waterville Valley Adaptive Sports	Waterville Valley, NH	Mar 14	02/21/18
553	Alpine Visually Impaired Classification - Liberty Mountain Snowsports School	Liberty Mountain Snowsports School	Liberty Mountain, PA	Feb 10	01/17/18
556	Alpine Visually Impaired Classification - Wintergreen Adaptive Sports	Wintergreen Adaptive Sports	Wintergreen Resort, VA	Feb 25	02/07/18
565	Alpine Visually Impaired Classification - Lounsbury Adaptive Ski Program	Lounsbury Adaptive Ski Program	Holiday Valley, NY	Mar 1	02/07/18
577	Alpine Visually Impaired Classification - Adaptive Sports Foundation	Adaptive Sports Foundation	Windham Mountain, NY	Mar 5	02/14/18
591	Alpine Visually Impaired Classification - Waterville Valley Adaptive Sports	Waterville Valley Adaptive Sports	Waterville Valley, NH	Mar 17	02/21/18
554	Alpine Developmental Delayed Accredited	Liberty Mountain Snowsports School	Liberty Mountain, PA	Feb 11	01/17/18
557	Alpine Developmental Delayed Accredited	Wintergreen Adaptive Sports	Wintergreen Resort, VA	Feb 24	02/07/18
566	Alpine Developmental Delayed Accredited	Lounsbury Adaptive Ski Program	Holiday Valley, NY	Mar 2	02/07/18
578	Alpine Developmental Delayed Accredited	Adaptive Sports Foundation	Windham Mountain, NY	Mar 6	02/14/18
592	Alpine Developmental Delayed Accredited	Waterville Valley Adaptive Sports	Waterville Valley, NH	Mar 18	02/21/18



# Nordic Telemark Schedule for 2017 - 2018

Key: # = Events non-members may attend for \$25 additional fee  
 R = Events Open to Registered members  
 Weekend events are highlighted in blue.

\* = Events with limited attendance; may fill prior to deadlines!  
 P = Qualifies as Exam Prerequisite (CS may be used for Alpine Only)  
 ^ = Non-standard event registration & start time

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

Members become Level I by attending any Upgrade event and stating "Level I Certification Requested" on application. New members should submit a new member application and current dues payment prior to, or at the same time as event application. All upgrades count as exam prerequisite.

## Telemark Feature Events (Open to all members and non-members for an additional \$25)

Key No	Event	Description	Location	Price	Dates	Deadline
^R# 014	Snowsports School Management Seminar	For Directors & Supervisors - Keynote; banquet	Mount Snow, VT	\$275	Dec 04-06	11/15/17
R # 701	Children's Academy	New Format! Select Your Option	Mount Snow, VT	\$220	Dec 04-06	11/15/17
R#P 650	Tele Pro Jam	5 days; includes banquet	Killington, VT	\$355	Dec 11-15	11/22/17
R#P 651	Tele Mini-Academy	2 days; open to all members	Killington, VT	\$165	Dec 16-17	11/22/17
R#P 656	Level I Learn to Tele	Rentals available	Mount Sunapee, NH	\$99	Jan 20-21	01/03/18
R # 677	Norwegian Tele Fling	2 days; Spring corn & bumps	Stowe, VT	\$150	Mar 24-25	03/07/18
R # 680	Tele Spring Rally	2 days; Après Ski party	Sugarbush, VT	\$200	Apr 07-08	03/14/18

## Telemark Upgrades (Open to all members and non-members for an additional \$25) 2 days - \$150

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R#P 652	Early Season Primer	Sunday River, ME	Dec 09-10	11/22/17	R#P 662	Exam Prep	Killington, VT	Feb 12-13	01/24/18
R#P 653	Early Season Primer	Seven Springs, PA	Dec 30-31	12/13/17	R#P 663	Free Heel Women	Pico, VT	Feb 15-16	01/24/18
	Rentals Available for Seven Springs Early Season	Primer Tele Event			R#P 664	PM-Level I Learn to Tele	Blue Hills, MA	Feb 22-23	01/31/18
R#P 654	Carving Video Analysis	Okemo, VT	Jan 08-09	12/20/17	R#P 666	Level I Learn to Tele	Timberline, WV	Feb 24-25	02/07/18
R#P 655	Intro to Trees/Bumps	Mount Snow, VT	Jan 17-18	12/27/17	R# 667	Trees/Bumps Video	HoliMont, NY	Mar 01-02	02/07/18
R#P 657	Exam Prep/Upgrade	Timberline, WV	Jan 21-22	01/03/18	R# 668	Level I Learn to Tele	Gunstock, NH	Mar 01-02	02/07/18
R#P 658	Video Ski Improvement	Holiday Valley	Jan 29-30	01/10/18	R# 669	Off Piste Adventure	Jay Peak, VT	Mar 05-06	02/14/18
R#P 659	Intro to Trees/Bumps	Bretton Woods, NH	Feb 03-04	01/17/18	R# 670	Trees and Steeps	Sunday River, ME	Mar 14-15	02/21/18
R#P 660	Inter/Adv Trees/Bumps	Mad River Glen, VT	Feb 08-09	01/17/18	R# 675	Exam Prep/Upgrade	Windham, NY	Mar 17-18	02/28/18
R#P 679	Level I Learn to Tele	Wisp Resort, MD	Feb 10-11	01/24/18	R# 676	Trees/Bumps	Sugarloaf, ME	Mar 20-21	02/28/18
R#P 661	Level I Learn to Tele	Killington, VT	Feb 12-13	01/24/18	R# 678	Off Piste Adventure	Gore, NY	Mar 29-30	03/07/18

## Telemark Certification Exams (Open to all members with appropriate prerequisite) 2 days - \$155

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
665	Level II Exam	Timberline, WV	Feb 24-25	02/07/18	673	DCL Exam	Killington, VT	Mar 17-18	02/28/18
671	Level II Exam	Killington, VT	Mar 17-18	02/28/18	674	DEV Exam	Killington, VT	Mar 17-18	02/28/18
672	Level III Exam	Killington, VT	Mar 17-18	02/28/18					

## Online Exams/Events - Director's Signature is not required August 15 to April 15 - Exams: \$20; eLearning: \$99

Key No.	Professional Knowledge Exams - 2 attempts only	Deadline	Key No.	e-Learning Courses - 6 CEU Credits	Deadline
986	Level II Online Exam 2017 Online Season	04/15/18	R M 989	Adult Develop & Aging 2017 Online Season	04/15/18
987	Level III Online Exam 2017 Online Season	04/15/18	R M 990	History of Snowsports 2017 Online Season	04/15/18
			R M 991	Working w/ VI&DD Ski 2017 Online Season	04/15/18

# Nordic Cross Country Schedule for 2017 - 2018

## Cross Country Feature Events (Open to all members and non-members for an additional \$25)

Key No	Event	Description	Location	Price	Dates	Deadline
R#P 601	Level I Skiing/Teaching	2 Days; Level I Exam	Capital Region Nordic Alliance, NY	\$99	Dec 04-05	11/15/17
R#P 604	Instructor Train Course	3 days; Level I Exam	Bretton Woods XC Nordic Center, NH	\$175	Dec 20-22	11/29/17

## Cross Country Upgrades (Open to members and non-members for an additional \$25) 2 days - \$135

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R#P 602	Level I Skiing / Teaching Upgrade	Rikert Nordic Center, VT	Dec 09-10	11/22/17	R#P 610	Classic Only Skiing / Teaching	Woodstock Inn, VT	Feb 05-06	01/17/18
R#P 603	Level I Skiing / Teaching Upgrade	Lapland Lake, NY	Dec 16-17	11/29/17	R#P 611	Skate only - Alpine Crossovers Welcome	Gunstock X-C Center, NH	Feb 15-16	01/24/18
R#P 606	Level I Skiing / Teaching Upgrade	Garnet Hill Lodge & XC Ski Area, NY	Jan 11-12	12/20/17	R# 612	Intermediate Drills / Skills	Bethel Inn XC Ski School, ME	Mar 01-02	02/07/18
R#P 607	Level I Skiing / Teaching Upgrade	Jackson XC Ski Touring Center, NH	Jan 27-28	01/10/18	R# 614	Lite Backcountry Touring	Garnet Hill Lodge & XC Ski Area, NY	Mar 10-11	02/21/18
R#P 608	Coaching Movement Analysis with Video	Mount Van Hoevenberg, NY	Jan 29-30	01/10/18					

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

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
600	Snow Sense & Plan	Loon Mountain, NH	Oct 21-22	10/04/17	613	Putting It All Together	Maple Wind Farm, VT	Mar 10-11	02/21/18
609	Collecting Data	Cardigan Mtn, NH	Feb 03-04	01/17/18					

## Cross Country Exams All Levels- 2 days - \$135

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
615	Level II Exam	Trapps Family Lodge, Vermont	Mar 17-18	02/28/18	617	DEV Team Exam	Trapps Family Lodge, Vermont	Mar 17-18	02/28/18
616	Level III Exam	Lodge, Vermont	Mar 17-18	02/28/18					

# 2018 Board Elections for PSIA-E Regions 1 and 2

## Overview for Members and Candidates

It is time for interested members in Region 1 (NH, ME) and Region 2 (VT) to declare their candidacy for the Board of Directors for the next three-year term of office. Per the Bylaws and our staggered regional election process, Regions 1 and 2 are up for election in early 2018. Following is an overview of this process. We encourage you to review this and get involved!

- Members interested in running for a Board seat must fill out and submit the candidacy form on the next page. It must be postmarked and sent via U.S. Mail to the Albany office no later than **December 30, 2017**. It may also be sent as a .pdf file via e-mail to [mmendrick@psia-e.org](mailto:mmendrick@psia-e.org). No one is permitted to run for more than one position; to do so will invalidate the form. Late candidacy forms will not be accepted.
- The winter issue of the *SnowPro* (out late-January) will include comprehensive candidate profiles and will serve as the official communication of candidate messages to voters in each electing region. In addition, there will be a dedicated web page for the election including candidate profiles and the ability for members to cast a secure vote online.
- The positions open include two Board seats for each of the regions of PSIA-E up for election in 2018 (Regions 1 & 2).
- Elections for regional Board representatives are for three (3) year terms (beginning April 1, 2018 and concluding March 31, 2021).
- A position for which there is no candidate will be filled by Board appointment after the election.
- All submitted candidacy forms will be acknowledged by e-mail. Any concerns about confirmation must be resolved before the deadline.
- Qualifications for the Board seats: Must be a certified Level 1, 2 or 3 member in your fourth year of continuous membership. Complete qualifications in section 12.3 of association by-laws (available at [www.psia-e.org](http://www.psia-e.org)). Must also meet the requirements of item #9 below.
- All members in good standing as of December 31 of each year may vote in the subsequent regional election. The Eastern Division of PSIA & AASI is divided into seven geographic regions (see "Around the Regions" section of the *SnowPro*). As a member, you may choose to be affiliated with one region – the one in which you work as a snowsports instructor or the one in which you live. This affiliation

is for regional mailing and voting purposes. **You should affiliate your membership with the region in which you are most active as a snowsports instructor.** If you have not previously chosen a regional affiliation (when you joined), the region in which you live would have been assigned as your designated regional affiliation by PSIA-E By-laws, Section 10.8. In order to change your regional affiliation (to where you work as an instructor) you must notify the division office in writing (e-mail accepted) by December 31 for the subsequent election.

- To hold office in any region, a member must run for election in the region of his/her snowsports work affiliation (Association Bylaws, Article X, Section 10.3.c). You may be declared a member of only one region.
- Any candidate that may have a material conflict of interest in serving as a Board member must report the details of his or her situation concurrent with the candidacy form.
- Upon receipt of all valid candidacy forms and support materials, the division office will compile candidate profiles from all candidates in each electing region. These profiles will appear in the winter issue of the *SnowPro* (to be sent to members in late January, 2018) along with the official web page dedicated to the 2018 election.
- Voting for the 2018 election will take place online via electronic voting on a secure, dedicated web page.** Paper ballots will only be provided to members without online access upon request. Online voting will begin in late January and end on March 16, 2018.
- Official results will be announced by March 20, 2018 via broadcast e-mail, social media and the PSIA-E web site. Results will also be

posted in the spring issue of the *SnowPro*. The terms of the new Board members will begin on April 1, 2018, providing the opportunity for newly elected representatives to communicate with constituents prior to the June 2018 Board meeting.

### Position Specifications:

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

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

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

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

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

## ELECTION PROCEDURE CALENDAR

Fall <i>SnowPro</i> :	Candidacy form published.
December 30, 2017	All candidacy forms must be postmarked by this date and sent to the Albany office.
Late January 2018	The winter (Election) issue of the <i>SnowPro</i> , including all candidate profiles, will be mailed to members. The dedicated web page for the 2018 election will go "live" and be available for secure online voting.
March 16, 2018	Online voting deadline.
By March 20, 2018	Election results announced via multiple outlets.
April 1, 2018	New three-year Board terms begin for Region 1 and 2.

# Official PSIA-E/AASI Candidacy Form

## 2018 Board Elections for Regions 1 and 2

Use this form to state your candidacy for the PSIA-E/AASI Board of Directors for the 2018 elections. Refer to "Election Overview for Members and Candidates" on the previous page of this issue for more details. Complete the entire form; do not omit any information. Remember to submit the information requested in items #1 and 2 below. Apply for only one position.

### Personal Data for Board Seat Election

Please print or type

Name		
Address		
City	State	Zip
Daytime Phone	E-Mail	
Membership Discipline/Level	Membership Number	
School Affiliation/Position		
The region for which you are running for a Board seat: 1: (NH, ME)    2: (VT)		

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

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

Each candidate will be provided with a profile in the Winter 2018 *SnowPro* (not to exceed 750 words per statement) as well as the dedicated election web page. Candidates may also choose to submit a photo or digital photo file (.jpg format preferred). The office will add a line of text above each space stating the position you are seeking, your name, membership level, and snowsports school affiliation.

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

You must **submit this form by mail, fax** (518) 452-6099 or e-mail (PDF). We encourage you to submit your **support materials** (outlined in 1 & 2 above) **via e-mail** to [mmendrick@psia-e.org](mailto:mmendrick@psia-e.org).

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Candidate Signature

**Candidacy Forms must be postmarked no later than December 30, 2017**

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



Professional Ski Instructors of America  
Eastern/Education Foundation

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

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