

Regions 5 & 6 Election Issue



Pete Weber, Debbie Goslin Honored at Snowsports Management Banquet

Einar Aas Award for Excellence in Snowsports School Management 2016 Honoree – Pete Weber, Waterville Valley, NH

The Eastern Division began awarding the Einar Aas Award for Excellence in Snowsports School Management in 2009. The Einar Aas Award is presented to a snowsports school director in the Eastern Division as a tribute to the late Einar Aas and to honor his memory. Einar was an outstanding snowsports school director; his dedication to his students, his school, this organization (both divisionally and nationally) and the snowsports industry is legendary. This award recognizes a snowsports school director for achieving and maintaining the highest standards in snowsports school management as nominated and selected by his/her peers.

Past honorees include:

- 2009 Frederica “Freddie” Anderson; Schenectady (NY) Ski School
- 2010 Dave Merriam; Stowe (VT) Snowsports School
- 2011 No award
- 2012 Roberta “Bertie” Holland; Pats Peak, NH
- 2013 Karen Dolan; Cranmore, NH
- 2014 Terry Barbour, Mad River Glen, VT
- 2015 Co-honorees Doug Kaufmann, Mount Snow, VT and Gwen Allard, Double H Ranch, NY

This year’s honoree is Pete Weber of Waterville Valley, NH.

Peter began in PSIA as an instructor at Waterville Valley in the early 1980’s. Within a few short years he became a trainer and line supervisor as well before leaving to become the Assistant School Director at Loon in the early 1990’s. He returned to Waterville Valley in 1999 to serve as the Snowsports Director and will begin his 17th year in this role this year. Pete currently manages approximately 180 employees. He oversees the alpine and snowboard rental shops, childcare, guest services, ski check, as well as all snowsports program areas. If that’s not enough, Pete often helps ski patrol do their end of day sweep.

Pete received a record number of individual nominations for this award – 23. Here is just one of the tributes to Pete courtesy of Waterville Valley instructor Theresa Mills.

“One of the things that I appreciate most about Pete is that he leads by example and works harder than anyone else. Every weekend he is out early participating in clinics, quite often leading a group himself. During holiday weeks, it is not uncommon to see him teaching skis in the rental shop or helping out in the cafeteria.”

Over the time that I have been at Waterville, Pete and his leadership team have created an organization that is always looking to do better for guests, balancing what is good for the resort and fair for the staff. He knows that a good Snowsports School is nothing without its staff and that keeping good people is better than managing a revolving door of new hires, so they ask for feedback and do their best to provide the tools and training we need to create the best possible experiences for our guests. This is good for me, good for Waterville & good for the industry.”

Ron Kubicki Staff Appreciation Award 2016 Honoree – Debbie Goslin, Kissing Bridge, NY

The Ron Kubicki Staff Appreciation Award began in 2015 (first honoree – Susan Smoll of Bear Creek, PA) and recognizes a snowsports school director that has demonstrated support and advocacy for his or her staff and has earned tremendous respect, admiration and loyalty from their school staff members.

continued on page 4

Consumers Taking Notice of MakeWinterMoreFun.com

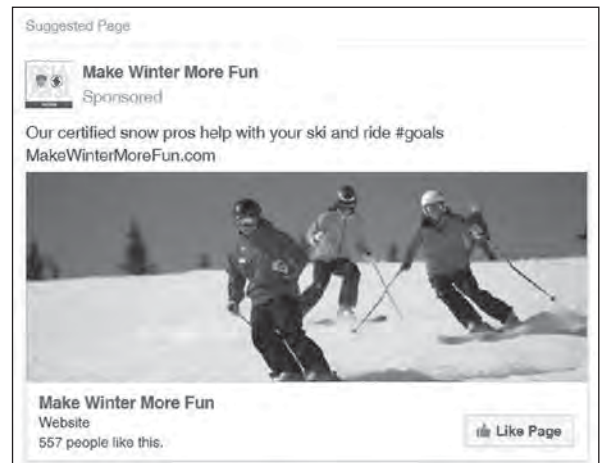
More than 25,000 people have seen our Facebook & Google ads

By Michael J. Mendrick, Executive Director

Our Eastern consumer-oriented website & Facebook page promotion at (www.facebook.com/makewintermorefun) has been getting lots of attention from consumers interested in finding out more about Snowsports this season.

- Links on National PSIA-AASI website and Learn to Ski & Snowboard Month website.
- \$2,500 monthly social media ad budget on Google and Facebook for the season (\$10,000 total).
- Since mid-November we have 19,894 Facebook ad views and 2,068 new “Likes” to the MakeWinterMoreFun Facebook page & 5,501 clicks on the Google ad (average 75 per day) for the MakeWinterMoreFun.com website!

We currently have 549 basic & 53 premium member web listings. It’s not too late to get involved. Check out this free promotional benefit, show your pride and share your achievements at: <http://pros.snowproportal.com/resort/psia-e/get-started>.



inside

President’s Message	2
Around the Regions	14
Region 5 & 6 Elections	18
Your Turn	30

president's message

**ERIC JORDAN,
EASTERN DIVISION PRESIDENT**



Greeting Eastern members, I hope you are enjoying this snowsports season as much as I am so far; we've already had some great events and conditions throughout the division. There is still plenty of time to get out and improve

your skiing, riding and teaching via one of our events so check out the schedule online at <http://www.psia-e.org/ev/schedule/> and sign up soon!

Change in National Representation

On January 6, 2017 Steve Kling stepped down from his duties as the Eastern Division rep to the National PSIA-AASI Board of Directors. On behalf of the Eastern Division Board I want to thank Steve for his time, efforts and contributions during the past 18 months as our representative on the National PSIA-AASI Board. Steve helped set in motion a number of positive initiatives and was diligent and comprehensive in his communications to the Eastern Board on matters of National PSIA-AASI interest, concern and opportunity.

The Eastern Board will be considering candidates to represent us on the National PSIA-AASI Board and plan to have a new rep in place by the spring Board meeting in early June.

Congratulations to Deserving Members & School Directors!

We have had some great accomplishments to acknowledge recently including the awarding of the 2016 Einar Aas Award for Excellence in Snowsports Education to **Pete Weber** of Waterville Valley, the

Ron Kubicki Staff Appreciation Award to **Debbie Goslin** of Kissing Bridge, NY and three National & Eastern Life Membership Awards to **Bill Beerman**, **Dave Merriam** and **Mickey Stone**. Congrats to all for your decades of dedication and enthusiasm for sharing your love of Snowsports with others.

If you know of a member that deserves consideration for Eastern Life Membership please let us know. Below is the criteria and process for making a nomination:

Eastern Life Membership is awarded based on the following criteria after review of nominations by the Member Recognition Committee (made up of the Regional Board rep from each of 7 Eastern regions).

- History of contribution to the Eastern Division via volunteer service on committees and leadership.
- History of contribution to the Snowsports education field.
- Contribution to an individual Snowsports school and region.
- Longevity of membership (track record of contributions and commitment)
- Member testimonial letters

Eastern Board Secretary Dave Welch is the Chair of the Member Recognition Committee. Feel free to reach out to Dave c/o Michael Mendrick at mmendrick@psia-e.org for more information. Eastern Life awards are considered for ratification by the Board at our June meeting each year.

That's all for now, as always, please do not hesitate to contact me if you have any questions, comments or concerns. I can be reached at president@psia-e.org. ☺

SNOW

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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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"Sometimes it's all about the win,
sometimes it's about the skiing!"

-Bode Miller



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MICHAEL J. MENDRICK,
EXECUTIVE DIRECTOR

Highlights of 2016-17 Membership Meeting

By Michael J. Mendrick, Executive Director

The following is a summary of the updates and info shared with members during the Annual Membership Meeting that took place during Projam at Mount Snow, VT on December 14.

New Programs & Initiatives in 2016-17

Eastern consumer-oriented website & Facebook page promotion (<https://www.facebook.com/makewintermorefun/>)

- Links on National PSIA-AASI website and Learn to Ski & Snowboard Month website.
- \$2,500 monthly social media ad budget on Google and Facebook for the season (\$10,000 total).
- Since mid-November we have more than 25,000 views and clicks on our Google and Facebook ads for the MWMF website and Facebook page.

Eastern consumer-oriented website (www.MakeWinterMoreFun.com) member instructor listings

- We have 9,954 “active category” Eastern members.
- We estimate 6,500 are teaching and affiliated with schools.
- We estimated 4,000 basic (free) listings & 500 premium (\$20) listings (based on spring '16 survey).
- We currently have 549 basic & 53 premium listings (602 total - only at 15% of projections so far).
- Check out this free promotional benefit, show your pride and share your achievements at: <http://pros.snowportal.com/resort/psia-e/get-started>

Education-Oriented

- \$99 “Early Season Level 1 Exam” Special for Alpine and AASI. This initiative of offering specially priced Level 1 exams before January 31 has proven to be a big success. Six out of six Alpine Level 1 exams are a “go” with a total of 67 attendees (and new members) and 5 out of 7 AASI Level exams are a “go” with a total of 52 new snowboard members (vs. 12 last year during the same time period). A total of 119 new Level 1 members are coming on board via these events (vs. 56 at early season Level 1 exams last season) – all of whom will be up for renewing as members in June (vs. June of 2018).
- Kids’ Kube app with new content. Developed by our ACE Squad. www.psia-e.org/kidskub
- Eastern Tech Team is developing new Alpine Teaching Standards video for free access on psia-e.org.
- Three online courses now available plus new Children’s Ed webinars (miskinner@psia-e.org)
- New Advanced Educator Certificate Program (see page 6 of fall SnowPro or miskinner@psia-e.org)

Eastern School Director Fall 2016 “Culture Survey” results

Common threads amongst successful PSIA-AASI culture schools (60%-plus PSIA-AASI members):

- Mentors for younger and newer instructors
- A strong PSIA-AASI visual presence (promotional and informational materials on display)
- Measurable increases in compensation for achievement of higher cert levels
- Generous “other” benefits (e.g. discounts on food, gear, programs ranging 20 – 40%)
- Provision of training for exam preps
- Instructors often study and train together for PSIA-AASI exams
- Ongoing clinical, technical and guest relations training is provided
- Have a PSIA-AASI resource library available for instructor staff
- A high degree of socialization amongst instructor staff

New era in Eastern Division & National PSIA-AASI Collaboration

- Weekly calls with new National CEO Nick Herrin; monthly calls with all division execs
- \$5,000 National marketing grant for 2016-17 (helping to support our social media advertising)
- \$7,500 in National subsidy for dues billing process
- \$7,200 in National subsidy for use of National Demo Team members (e.g. Master’s Academy)

On the Horizon

- Working with Eastern on ACH auto-pay options (monthly, quarterly) for dues payments in 2018-19. This would GREATLY reduce the financial burden on members that cannot make one payment in June.
- New PSIA-AASI auto sponsor with discount deals for members (details in National Report on page 13). ☞

This year's honoree is Debbie Goslin, Snowsports School Director at Kissing Bridge, NY

Debbie started teaching at Kissing Bridge the winter of 1976. Debbie joined PSIA-E in 1983 and her first "Registration" clinic was with the late great Otto Frei! She attained Associate Certification in 1990.

In 1985, with three children of her own needing ski instruction, Debbie and a few instructors started the Animal Krakkers children's program. Known then as "Mama Gos" Debbie drove the program to a new respect and in 1988 was named the first Children's Director at Kissing Bridge. During that tenure, she developed daily as well as seasonal programs. Today on any given weekend, the now KB Cruisers daily program has weekend enrollment of close to 200 kids each weekend day. The BridgeBusters, Extreme Team, BoardBusters and GateBusters seasonal programs have enrollment of 150+ young skiers and riders.

In 1998 Mark Halter offered Debbie the position of Ski School Director – another first for Kissing Bridge, a female Director. She continues in that role today. In addition to her many contributions at Kissing Bridge Debbie also served as the Chair of the Snowsports School Management Committee for 11 years.

Among the ten nominations received for Debbie was this tribute from Dennis Donnelly.

"Debbie promotes snowsports and PSIA-AASI. She always has a smile for all her instructors and customers, providing words of encouragement and assisting when needed. She convinces Kissing Bridge to provide compensation and benefits that encourage our instructors to return each year. Debbie was promoting employee wellness before employee wellness programs were even a trend. She encouraged us to get together during the off season to roller blade, bicycle and Nordic walk. During our off-season he has organized committees of instructors to improve our bill, our teaching areas and develop training to improve the quality of our instruction.

When I became an instructor at the beginning of the '02-'03 season Debbie was the school director. She immediately made me feel I was an important team member and worked with me to create a schedule that worked for me and Kissing Bridge. I didn't know it then but quickly discovered Debbie is an incredible organizer that can bring structure to the needs of our sales team, our customers and our instructors."

Congratulations and thank you to Pete and Debbie for their decades of dedication to Snowsports! ⚡

zipperline

Non GMO Free Range Skiing

By Peter Howard
Alpine Education/Certification
Chairman

One might presume because of the Skills, the Fundamentals, body mechanics, turn phases, and the skiing model that PSIA has almost manufactured its membership's skiing. We could call it the Monsanto method, a sort of monoculture where individuality is "bred" out and turns look pretty much the same.

Once I worked in a chicken barn where things were also always the same. Feeding was at 8am and 4pm. The amount of food was half a pound of food per cage. Bad eggs, that failed inspection, were tossed back into the cage to be "reprocessed" into good ones. Everything stayed the same in an unchanging, mechanized, industrial environment. A food inspector came by once a month and as long as the birds were active, no reports were filed.

Recently there has been a fair amount of information circulating about open and closed skills. The chicken barn is a Down Easter's attempt to relate past experience to modern learning theory. If I understand all this correctly, and I possibly don't, skiing is an open skill sport. This means there are many variables to react to, and manage, in the skiing experience. The decisions we make may add or remove variables. When we search for the perfect turn on groomers, is the result the Chicken McNugget of skiing? Are we filtering out the smorgasbord of possible experiences down to the happy meal we all can predict?

It is said to develop a taste for a variety of snow conditions "you have to eat a bit of it." We know

that un-industrialized food is generally better for our health, and the same could be said for snow. In a way snow is like breakfast cereal, the grains are better for you if they remain whole rather than being crushed up and reassembled into corrugated squares or corduroy carpet. Look for places where **No Grooming Machines Operate** to maximize the snow component of the open skill environment. This is also the homeopathic high traffic cure. People who haven't developed a taste for high fiber skiing (trees, bumps, crud) generally get their fill quickly. No one can coach the angle at which skis will exit a rut when they enter a rut between two bumps. Knowledge like this only comes from dining at the smorgasbord of free range skiing.

Have the chickens come home to roost because PSIA has institutionalized instruction? Or is it that the certification process "cages" our outlook and we try to ski a look rather than the snow? I think it was Warren Witherell who was the first to be intolerant of the milk toast turn. The misconception that there is just the "right way to move", is a closed skill outlook on an open skill sport. It is an ancient ingrained human tendency to look good and go where it is easy, and that decision restricts the challenge and the need to find solutions through movement. Think how the National Team is selected; free range skiing is at least half of the tryout environment. The snows that spread across the mountain sifts the field. The candidates with proactive and instantaneous responses are the best of the harvest.

What's the message here? Look at the ingredients that go into your skiing. Is it primarily a monoculture or a free range experience? It all comes down to "effort precedes improvement" and that has always been the author of life's free trade agreement. What I really want to know is... if I put arctic flounder genes in my blood, will it stop my feet from freezing.

Caution! There may be nuts in this product. ⚡



Mike Cavallaro, member since 1987 is pictured here attending his 100th PSIA event this January (along with Eastern Division Examiner Bob Shostek). That is an average of more than three events per season for 30 seasons! Mike is an Alpine Level III certified member and is the Alpine Technical Director for Timberline, VA as well as the school director for the Ski Club of Washington, D.C. Thanks for your decades of dedication to snowsports education, Mike!

Skiing is Skiing

By Candace Charles
PSIA-E Development Team
PSIA Education and Programs
Associate

Watching the Women's World Cup at Killington this past fall, it is hard to fathom how these athletes acquired the skill and precision necessary to navigate the course on Superstar at such a blistering pace. Even as a Dev Team member and former racer, I recognize that the competitive proficiency of these women is above anything I have ever achieved. But, that doesn't mean I do not recognize the movements they are making. I can see, in each of their runs, all of the things we teach on skis: dynamic balance, foot-to-foot movements, edge engagement, steering, and mid-course adjustment. The best part is these "fundamental movements" are at work throughout the entire career of every skier, from rote beginner to World Cup racer.

When we teach people how to ski, we are teaching them all of the movements that would enable them to ski at a World Cup level. A racer's inside ankle is crushing a 150-flex rated boot cuff to shorten the inside leg while directing pressure to the outside ski and keeping their center of mass over the base of support through high speed turns. However, even beginners, on rental skis and 60 flex boots, will benefit from learning to keep their center of mass over their base of support. Teaching the fundamental movements works at every level.

Let's take an example many of us struggle with - Wedge Christies. When doing Wedge Christie turns, even seasoned instructors may revert to bad habits to overcome deficiencies. If someone is struggling to flatten the downhill (new inside ski), I think: this person needs to feel their inside ankle and leg tipping with progressive flexing of the new inside leg and extension of the new outside leg and to move his center of mass and release their edges. When I see people dropping their inside hand and leaning into the hill, I think: let's practice using inclination and angulation to direct pressure to the outside ski. If someone is picking up their inside ski, or sliding it toward the other ski, in the matching phase of the Christie, I think: there needs to be more subtle steering of both legs to direct the ski tips. When someone is rotating their entire body with the skis, I think: rotary movements should come from the legs under a stable pelvis and upper body. And when someone is unable to adjust to bumps or varying snow conditions, I think: there needs to be better management of the ski/snow interaction through anticipation, absorption, or extension.

Now let's go back to that World Cup course at Killington. These athletes were able to move from turn-to-turn in a seamless flow. Their transitions were on-point. If you watched their old outside ski,

you would be able to see it flatten in the transition phase, see the body move over it on the steep of Superstar, and see the edge re-engage on the other side. To achieve these movements, these athletes rarely got too far inside. They are constantly moving from outside ski to outside ski, engaging and disengaging edges as needed. When they moved into a new turn, through edging or "stivot" their skis are steered and/or pivoted into a place that will allow them to make the moves they need to, so they are able to reach that next spot on the course, and they do all of this with a quiet upper body. If you watched the races, especially the slalom (won by American Mikaela Shiffrin), you saw an upper body constantly stable and trucking forward, even as her legs were rotating under her so fast it was impossible to see the hundreds of micro adjustments her body made over the course of the run. Finally, a rutted, early season, World Cup course in the East presented its own challenges (much credit to Killington for doing a fantastic job getting the course ready). These amazing skiers were able to see terrain variations

as they tore through the course. They made split-second movements that allowed their skis to perform as they were designed, even as the going got rough. These anticipatory movements are tough to teach, but these talented athletes have spent their lives on skis, and their backgrounds in racing and free skiing allowed them to adjust to the intricacies of the race course on the fly.

Fundamental movements are fundamental for a reason; they are the building blocks on which we create our personal skiing style. Not everyone has a racer style and that's okay, but it is important for us to know that the things we teach are taught for a reason. The way to get better is to perfect movements at a lower level so you own them in your upper level skiing. Think about this every time you do a lower level demonstration. The movements you make should be the same movements the best skiers in the world are making. Skiing is skiing, it is up to you to decide how much you want to dial it up. ☞

National & Eastern Life Honorees

Congratulations to Dave Merriam, Mickey Stone and Bill Beerman for being awarded National and Eastern Life Membership for their collective decades of energy, efforts and contributions to our organizations, members and snowsports education! All three were presented in December during ed staff training at Killington. Also, during the ProJam banquet Executive Director Michael Mendrick and Telemark Eastern Team member Matt Charles made an "encore presentation" to Mickey Stone for his National Life Membership Award.



Eastern Tech Team – Who are They?

Dear Members of the Eastern Division,

The Tech Team mission is to advance the level of educational programs and materials for PSIA-E. They are a group of dedicated pros who are committed to giving our Division extra time and energy. They are inspiring coaches, facilitators, and adventure guides. They are inspirational skiers and leaders who want to collaborate together and help our Division in several ways. They want to:

- Create more videos for our membership.
- Review manuals and printed materials and make sure we stay relevant and up-to-date.
- Make sure top-notch training is available to everyone through our new Outreach Program.
- Be involved in Educational Staff Training to help us in our continuing goal to be more consistent Examiners.
- Use the Tech Team as an excellent way to prepare and train for PSIA National Alpine Team Tryouts.

This is just a snapshot of the goals of this Team. These goals will continue to evolve as more people recognize the value and potential of this Team!

Cheers, Terry Barbour Alpine Tech Team Coach

Eastern Division Alpine Technical Team Introductions

Each issue of the *SnowPro* features interviews of Eastern Tech Team members prepared by Robert Gallo of the Alpine Development Team. Rob hopes that through these interviews you can get to know this group of exceptional coaches. This issue features: Mickey Sullivan, Doug Hammond and Dave Capron. ☀

Tech Team Bio – Mickey Sullivan

By Robert Gallo

Alpine Development Team



What would you like your legacy to be?

That I was willing to share my experience and knowledge to help anyone that asked.

What is your favorite Mountain in the East and West?

My favorite eastern ski mountains are Whiteface and Stowe. My favorite western mountains are Snowbird and Beaver Creek.

How would you like to see the Tech Team grow and what roll do you see the team playing to help bring new young instructors into Pisa-E?

I believe the members of the Tech Team have the opportunity to mentor new and/or younger members of PSIA-E and help them toward their goals in skiing and ski teaching. The Tech Team can grow by understanding their region's snowsport school's goals and taking an active role to help reach these goals.

Do you have any other pastimes?

I love being at "the lake." Water skiing, boating, swimming.

How has your maturation helped you at tryouts?

Tryouts are emotionally tough. You've trained hard and it feels like you're putting it all out there for everyone to see. In reality, everyone is supportive and wants you to do your best. I tell myself: "All I can do, is the best that I can do." If I feel that I have done my best then I'm happy.

What is always in your pocket on the hill?

SkiGee for wiping off my goggles.

What else should we know about you?

I'm a passionate person and I love to share that with others. I love the four seasons; there's always something exciting to look forward to.

What is it that most people who know you don't know about you?

I wanted to quit halfway through my certification exam because I didn't like the militaristic approach of my examiner. My friend talked me into staying. I'm glad he did.

What is the best way a ski instructor could bring a Tech Team member to their mountain?

Call the Tech Team member and ask them. Also, if it's just for you, be flexible and offer to go to the Tech Team member's home mountain.

What are your top three training tip to pass along to other instructors?

Find a mentor(s). Be open-minded. Practice.

Do you have any advice for new instructors?

First, learn the basics of ski technique and ski teaching. Second, enjoy getting to know your students and what they want.

What is in your quiver?

Volkl skis; Marker bindings, Dalbello boots. My advice; learn how to ski well on a GS ski.

Why is it important for you to share skiing with other people?

I've been blessed with opportunity and ability that has led to knowledge. It's important to pass this on, as others have done for me.

Where do you see yourself in 10 years in skiing?

Each year I try to improve my skiing and teaching, and share this with others. I see myself doing this for the rest of my life.

Can you recommend any books for ski pros?

There are no bad ski books. Be open-minded, get as much information as you can, and eventually form your own opinions and beliefs. ☀

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Tech Team Bio – Doug Hammond

By Robert Gallo
Alpine Development Team

What would you like your legacy to be?

I want to see the staff I am working with develop and grow as skiers and teachers. Their success is enough of a legacy for me. I have been very fortunate to benefit from some outstanding training and I believe it is now my time to give back.

What is your favorite Mountain in the East and West?

I am very fond of Mount Mansfield in the east. I played at Stowe often on my days off when I worked at Smuggler's Notch after college. Alta is my go to mountain out West. I love the feel of the place and the skiing is awesome! You can always find someplace to hike to for some fresh stuff after things get cut up.

How would you like to see the Tech Team grow and what roll do you see the team playing to help bring new young instructors into PSIA-E?

Each team member is starting to take on projects that will benefit our membership. The team should get some good exposure as these projects evolve. I see an opportunity for the Tech Team to be inspirational role models for our young membership through playful interaction with them on the hill.

Do you have any other pastimes?

I love to tournament fish. I enjoy the competition of bass fishing. I have even been lucky enough to be on the ESPN highlights on the Saturday morning show. What a blast! I also love to spend time touring around the countryside on my motorcycle with my buddies.

How has your maturation helped you at tryouts?

I have learned over time to relax and enjoy the tryout. You get to ski with some awesome people at these events. You are all in it together! Do whatever you can to relax, you will perform better.

What is always in your pocket on the hill?

I have a card in my pocket that we developed during one of our Windham training sessions. This card says "Listen more and talk less." It helps me to remember the lesson is about my student and their needs.

What else should we know about you?

I have a Master's degree in education from Cornell University and I teach Diesel Technology when I am not on the hill.

What is it that most people who know, you don't know about you?

I have seen every painting by the artist Caravaggio in Rome Italy.

What is the best way a ski instructor could bring a Tech Team member to their mountain?

The Tech Team is trying to make an effort to provide outreach to snow sports schools, call the office and we will come ski with you.

I feel if the Tech Team clinics at a mountain, two of the people in the clinic should not be members of PSIA-E and must be between the ages of 16 and 24. What other ideas do you feel will help bring youth into the organization?

I think the youth needs to see value in being a member. When you get these young people to the table, it is up to us to make sure they are inspired by what we provide and give them a reason to come back for more. We need to show them we can help them play in "their" world.



What are your top three training tips to pass along to other instructors?

1. Let the task be your coach. A task like pivot slips can help provide intrinsic feedback giving you the chance to make adjustments.
2. Don't get stuck in the task. Ski into and out of the task to blend it into your skiing.
3. Ski through variations of the task. Ski it slower or rounder for example. Push your envelope to the point where things break down and then start again. This will help to stretch your range and ability to move accurately.

Do you have any advice for new instructors?

Pick a mentor and train with others as much as possible. The job can be overwhelming, a mentor can help you break it down to the basics.

What is in your quiver?

I am currently running on a Fischer WORLDCUP SC 165cm, a Fischer CURV DTX 178cm, and a Fischer PRO MTN 86TI 175cm depending on the day.

Why is it important for you to share skiing with other people?

I don't remember learning to ski. It has always been a very enriching part of my life and I believe that everyone should get a chance to experience the sport I love. The freedom I get from skiing is intoxicating!

Where do you see yourself in 10 years in skiing?

I still plan to be at Windham Mountain developing the next generation of skiers and riders that will be the future of our organization.

Can you recommend any books for ski pros?

I am very attached to the 32 Degrees publication, my wife would say – read Skiing Right. ⚡

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Tech Team Bio – Dave Capron

By Robert Gallo
Alpine Development Team



What would you like your legacy to be?

I hope it will have been seen and known that skiing with me was a lot of fun. Learning comes out of exploration and trial and error and having fun. Playing on the hill helps to enhance the learning experience in my opinion. I ski because it is fun for me and I try to show students and other pros how they can have a lot of fun skiing.

And probably the most important for me is that I hope my legacy will show that I cared. That I cared about them and helped them exceed their own expectations and goals in skiing and ski teaching.

What is your favorite Mountain in the East & West?

My favorite in the east would have to be Sugarbush, the variety of terrain with the tree skiing and the view when you drive in to Sugarbush and look up at Stein is a great sight.

My favorite resort in the west would have to be Snowbird. I have had a lot of good times there with good friends. Just an incredible place to ski.

How would you like to see the Tech Team grow and what roll do you see the team playing to help bring new young instructors into PSIA-e?

Being part of the first Eastern Tech Team we, as a group, have an opportunity to shape the role of the Tech Team. I believe the role of the team is going to be in developing educational opportunities for our members that have not been available before. I also believe it will help to reach out to those ski teachers not yet involved with the organization. The Team also has a big role in helping to continue the training and growth of our training for our educational staff.

These are not the only roles the Tech Team will have. The organization created the Tech Team in hope that the Team's role would continue to evolve as needs arise versus having one role and just sticking to that. This gives the Tech Team members great opportunities to have a big impact on ski teaching here in the Eastern Division. I believe helping to bring new young instructors into PSIA is a goal of the Tech Team also, but it is not the purpose of the Tech Team.

Do you have any other pastimes?

I love to go sailing on my Catalina 22 with my wife Andrea. I also love to spend time in the wood shop turning bowls.

What is always in your pocket on the hill?

Candy and gum, and usually my video camera.

What is it most people who know you, don't know about you?

I own an ice cream shop but I have not eaten ice cream since I was 13.

What is the best way a ski instructor could bring a Tech Team member to its mountain?

First they should talk with their Director or Manager about their interest in having a Tech Team member come to their resort. They also can call or email the PSIA-E office in Albany NY and talk with the Director of Education and Programs, Don Haringa, and ask about getting a Tech Team Member to their resort.

And probably the best way to get a Tech Team member to come to their resort is to reach out to a Tech Team Member and ask them if they can come.

I feel the participants in a Tech Team clinic should be a mix of members and non-members and a mix of age groups targeting instructors between the age of 16 and 24. What other ideas do you feel will help bring youth into the organization?

Yes, I believe it is important for PSIA to continue to look at how we can inspire more young people to become involved in PSIA; however, I think we need to be careful about putting a specific number, or such strict parameters, on Tech Team clinics. Tech Team clinics should be available for all and putting strict limits on each clinic could hinder some clinics from being successful. The Tech Team is not just about getting more young people inspired about getting involved. The Tech Team is there to inspire and work with the entire membership and possible members. We as Tech Team members are looking at many different types of clinics to service not just younger ski instructors, but all ages of instructors.

What are your top three training tips to pass along to other instructors?

You're training when you are teaching. All the drills you are using with your guests help your skiing. Focus on your performance to do the drills well for your students to see a great visual images but also to work on your own skiing. For example, if you have students sideslipping, make sure you do it technically well and build the fundamentals in your skiing as you teach. If you teach a lot, that is your training time, not just the time with your trainer.

Variety, make sure you do drills and activities at different speeds, sizes, shapes, on different steepness, and on different snow surfaces. Changing the variables helps learning, variable practice and random practice is a better way to train than blocking your practice and doing the same size turn, at the same speed, on the same slope, over and over again. Study motor learning and this will be better understood, the research backs it up.

Have fun, make training fun. Get out there and ski and mix in some small competitions of the different drills you are working on. If you can make your training fun then I know you will be able to develop lessons that are fun for your students.

Do you have any advice for new instructors?

Have fun and never stop learning. As soon as you think you have figured it all out, and have the perfect fix or addition to everyone's skiing, step back and take another look. Every turn on the hill is a little different due to snow surface, pitch of hill, and many other factors. It is ever changing and versatility is the answer. Learning never stops.

What is in your quiver?

I work with Tecnica and Blizzard and I ski in the Tecnica Mach 1 low volume boot and my ski quiver is the Blizzard Quattro 8.4 Ti and the Blizzard RC Ti. I also tele ski on the Blizzard Latigo.

Why is it important for you to share skiing with other people?

I enjoy sharing the sport with others. Just being able to help a little bit and guide someone to better skiing and better teaching is fun. When their hard work pays off so they are able to reach their goals, or even go beyond their own expectations, it is very rewarding to know I helped them a little in the process. Helping others to succeed is one of the most rewarding things you can do in life. People put their heart and soul into teaching skiing and that inspires me to continue to learn and to do my best every day on and off the hill.

Where do you see yourself in ten years in skiing?

Ten years older but still trying to improve my coaching, skiing, and continually searching out learning experiences.

Can you recommend any books for ski pros?

Any and all you can get your hands on by begging, borrowing, and buying. A buddy of mine found a soft cover "White Book" for me a couple of years ago and that's a treasure. The "White Book" is the first PSIA manual and it's the coolest book in my library. They definitely should get Sue Kramer's new book "Be Fit to Ski." Sue has written a great book on how to train year round and be at your peak performance for ski season. ☞

Are your Wedge Turns Under Pressure?

By Don Haringa

PSIA-E Director of Education & Programs

At a recent Level II exam, a frustrated examiner asked, “Why are so many instructors teaching their beginners to turn by pressing down on the outside ski? It isn’t in any of our manuals! Who are they getting this from?”

Let me be very clear. If you come to a PSIA-E exam, and you teach a beginner skier to turn by pressing down on the outside ski - or to put your weight on the right ski to turn left and then put weight on the left ski to turn right - you will **LIKELY** fail that portion of the exam, and most likely the entire teaching exam. Actually, there is a pretty good chance you won’t get as far as the teaching exam, because if you are teaching this, you may very likely ski like this! Pretty harsh stuff, but it’s true.

So, what is wrong with pressing down on the outside ski to make a turn? After all, it works, and we have a fundamental that indicates we “control pressure from ski to ski and direct pressure to the outside ski.” The short answer for why it is wrong, is because the turning part of a wedge turn comes from turning the legs – period. Secondly, there is a big difference between standing against the outside ski and pressing on the outside ski. By forming a wedge turn through edge pressure we establish a less effective movement pattern that makes the matching of the inside ski very difficult. The path to parallel just got a lot more challenging! Read on for the long answer.

Pressing down on the outside ski to learn to turn has been around for a long time. I vividly remember my Dad teaching me to do this. Using this method I learned to turn and soon I was proficient enough to try my skills on the Bunny Hill at Greek Peak. I was working from a Snowplow (tips close together, tails pushed apart, the pivot point was near the tip of the skis). Next, I learned the stem turn, followed by a stem christie. Then, adding the magic of up-unweighting, I learned to simultaneously change edges and push my heels away from me and voila! A parallel turn was born. Not a very pretty parallel turn, but hey, keeping my feet together was going to take time!

Okay, bear with me...it is time for a short history lesson. Disclaimer: This is my account of what happened, not some history book!

My skiing debut took place in the late sixties. The signature of an expert skier was an un-weighted parallel turn, with no light showing between their stretch-pant covered legs. The reason that unweighting was so important was that the skis were long, they had very little sidecut, and they were very stiff by today’s standards. Also, the snow conditions were not what we have today. If there

was snowmaking, it wasn’t very good. In addition, the grooming equipment (or powder makers as they liked to call them) were often not much more than a tractor and a section of chain link fence to chop up the ice. Much of the terrain was left ungroomed. As such, the idea of moving to the inside of the turn to change edges, and then guiding the tips into the turn was unheard of. Instead, we un-weighted our skis (you old timers remember all the different ways to un-weight) and pivoted the skis from the tips. As the skis moved away from us they were turned, the edges would change, and as our weight came back onto the skis we began to change direction.

The late sixties were also a time of some fairly radical changes in equipment technology, and with it, skiing technique. Metal skis were becoming common place, and many manufacturers were having great success with fiberglass skis. Plastic boots were rapidly replacing leather boots, and step-in bindings were quickly replacing cable bindings. Killy’s, “jet turn” won a bunch of medals and we discovered the technique of sitting back! By the mid 70’s the slopes were filled with skiers whose legs were apart, they were sitting back (thanks to high back boots and “jet stix”) and the birth of freestyle skiing was underway. Skis were starting to get softer from tip to tail, with stiffer torsional resistance. This allowed them to bend more easily and still hold on hard snow. Soon the mark of an expert was the ability to “carve” their turns. Mind you, the carving part of the turn was more from the fall line through the finish of the turn, but racers and top level skiers were beginning to leave some long radius arcs in the snow.

By the time I started teaching skiing in the mid-seventies, the snowplow had been replaced by the wedge. The pivot point of the skis had moved from the tip to more under foot and our feet were comfortably apart. When we taught wedge turns, we taught leg steering. Pressuring the outside ski to turn was frowned upon. Yes, as we turned we felt pressure build against the outside ski, but that pressure was the result of edging the outside ski, not from moving our weight over it. We extended (which was still pretty much an up move) to help flatten the skis at the turn initiation, and we flexed to help control pressure and to encourage edging through the control phase of the turn. In general, our movements started with an up move, and then we tipped to the inside of the turn. (How many of us still have that old Down-Up-Down mantra playing in our head?)

As ski technology, snowmaking and grooming continued to advance, the ability to bend the ski closer to the top of the turn became a reality on most groomed terrain. By the time I became a member of the Dev team (1987) unweighting had for the most part disappeared, and we were talking about moving into the turn. Wedge Christies had taken the place of Stem Christies, and releasing the old outside ski to begin the turn was coming into favor.

The contemporary PSIA movement pattern encourages us to move our center of mass (CoM) into, or toward the inside of the turn. When we teach wedge turns we turn using rotational movements. One of the fundamentals is Control the ski’s rotation (turning, pivoting, steering) with leg rotation,

next **»»**

Alpine Education Staff Chairperson Announced

By Don Haringa

Director of Education and Programs
PSIA-AASI Eastern Division

As part of the December, 2016, Alpine Education Staff Training, an election was held to choose a new Alpine Education Staff Chairperson. I would like to congratulate Erik Barnes, from Mount Snow, on winning the election for this important position. Erik’s experience as a longtime and highly respected member of the Eastern Board of Examiners, combined with his role in resort management, have given him the qualities that make him an outstanding choice for this role.

The Alpine Education Staff Chairperson (AESC) serves a 3 year term and represents the Alpine Board of Examiners, Examiner Training Squad, Development Team, ACE team, and Divisional Clinic Leaders to the Eastern Division Board of Directors. As such, the AESC reports to the BOD about concerns affecting budgetary considerations, as well as the various activities, developments and status of our educational staffs so that the Board can gain a better perspective of the ongoing efforts of this valued group of snow sports educators.

Outgoing AESC, Keith Hopkins did a tremendous job of representing the Alpine Ed Staff for the last three years, helping to drive forward some exciting action plans, such as the ACE Team’s Kids Kube and an exciting new video project, on which the Tech Team is currently starting production. He kept me up to date on the cares and concerns of the members of the various ed staff teams, and he was an instrumental part of the uniform committee (as was Erik), which oversaw the choice of the BOE’s new Patagonia uniforms.

Thank you Keith, and welcome Erik! **««**



Erik Barnes

separate from the upper body. As such, we teach leg rotation in a wedge. When we further develop these turns, we start to make flexing and extending movements and we begin to move our CoM toward the inside of the turn. As we turn our skis toward the fall line, we allow pressure, created from the direction change, to direct more of our body weight toward the outside ski. We don't press on it. As these movements to the inside become more pronounced, i.e., as we begin to incline more, the inside ski begins to flatten. When the inside ski flattens on the snow, and the leg is turned, the inside ski will match the outside ski. By narrowing the wedge slightly, and by increasing the forces in the turn by increasing speed, tightening the turn radius, or skiing over terrain changes, we can encourage earlier matching and earlier pressure directed to the outside ski.

Eventually, through developing movements that refine our edging, rotational, and pressure control skills, we reach the point where both edges release at the same time and the skis maintain a parallel relationship for the entire turn! This is the movement pattern we are trying to establish. If, however, we

teach someone to turn by pressing on the outside ski, they will more than likely move their CoM toward the outside ski. We would say that they "moved to the outside," as opposed to "they moved to the inside." When they move to the outside, the inside ski will likely increase its edge angle. This is fine, if wedge turns are our ultimate goal, but since parallel turns or even carved parallel turns are the goal, we have now created a problem! Since the inside ski is on its inside edge, it won't steer to parallel. Since it won't steer to parallel, and since the movements toward the outside of the turn do not aid in releasing the old outside ski, we have now eliminated wedge christies from the mix. The only choices for this student are to either have them re-learn to turn (the best option) by using leg steering, or continue with the present movement pattern and find other ways to get the skis parallel. We may find ourselves being forced to teach our students to lift the inside ski, because it is stuck on its inside edge. Eventually this student will either change their movement pattern to one that favors moving to the inside of the turn, or they will learn to unweight and to move the skis away from

their center. This last option is an outdated style of skiing that does not allow for a very rounded turn shape, or take advantage of modern ski design.

If you are still teaching your beginner students to press on the outside ski to turn, please see your Training Supervisor, Director, or ask some questions at your next PSIA event, to start getting some help to learn to teach and use rotational movements to turn. It may be frustrating at first, because you have probably had "success" teaching the other way, but once you've had some practice teaching the new way, a lot of those PSIA things that you hear will start to make sense!

Your students will thank you for this. Now, when they take a lesson from another PSIA instructor, they will pick up right where they left off with you; instead of becoming confused by being taught something very different from your lesson. That makes you more knowledgeable in your student's eyes, and they will be more likely to ask for you again when they come back! <<



The photo booth was a busy and fun place during the ProJam banquet!



Matt Dembinski receives the Master's Award and a very special poinsettia from Director of Education Don Haringa and National Team Manager Jeb Boyd.



Here are some members whose talents extend beyond the hill! These musicians jammed at the fireplace in the Mount Snow Grand Summit Hotel lodge for four evenings during Snow Jam. From the left: Rick Pawelski, Fred Weiss, David Powell, George Myers, and R. B. Powell.

Mount Snow certainly lived up to its name and provided an awesome venue for the 2016 Snow ProJam and Master's Academy!



*** NEW*** Alpine Spring Academy & Spring Rally at Sugarbush, VT!

First time ever – Spring Academy and Spring Rally will be held at Sugarbush Resort, VT. Sugarbush was recently voted the #1 resort in the East and #2 in North America by USA Today readers.

PSIA-E Alpine Spring Academy - April 6-9, 2017, Sugarbush, VT

Join the Eastern Tech Team members and get ready to take your skiing and teaching to the next level. Focus on the five fundamentals of skiing and see for yourself how these affect the learning experience while improving your own skiing. This clinic will focus on techniques and tactics to deal with the conditions du jour which helps prepare skiers for a broader range of conditions. The groups will be small with a maximum of eight members per coach. You can expect plenty of ski time and lots of individual feedback at this event! Four skiing filled days will provide a fun, dynamic and educational event for the end of season. Sugarbush Resort is offering 20% discount resort wide on lodging for PSIA AASI members.

PSIA-E Spring Rally – April 8 & 9, 2017, Sugarbush, VT

Once a year we invite ALL PSIA and AASI members for one final “hurrah on the hill”! All Alpine, AASI, Adaptive and Nordic members are invited. The Spring Rally is a great way to catch up on your PSIA-E/AASI education credits and ski or ride with new and old friends for the weekend. Ski and ride groups are organized according to certification needs, ski experience and education desires. The Annual Spring Rally race (optional) will be held on Sunday. This is a fun non-competitive race for all levels and abilities. Start now to gather up your friends and colleagues for this end of season hurrah in April at Sugarbush Resort!

What is spring skiing without an après ski party?!

Saturday afternoon mingle with other participants in the Valley House Lodge for an Après Ski Party and Spring Celebration beginning at 4 p.m. Drinks and hors d'oeuvres will be available. And of course, it wouldn't be Spring Rally without the Norwegian Party for Nordic Spring Rally Participants! Sign up online before March 15, 2017!

Event 270 – Alpine Spring Academy – April 6-9	\$355
Event 271 – Alpine Spring Rally – April 8-9	\$200
Event 441 – AASI Spring Rally – April 8-9	\$200
Event 599 – Adaptive Spring Rally – April 8-9	\$200
Event 679 – Telemark Spring Rally – April 8-9	\$200 ☞

Dual Divisional Members Recognized for Service

The following members of other PSIA-AASI Divisions that also maintain Eastern Division membership celebrated service anniversaries this season and last.

Congratulations and thank you!

Name	Anniversary	Primary Division
Jeffrey E. Black	40 this season	Rocky Mountain Division
Chris Easton	40 this season	Rocky Mountain Division
Morton M. Mower	30 this season	Rocky Mountain Division
Jeffrey P Puchalski	20 this season	Northwest Division
Linda Goslee Heymering	40 last season	Intermountain Division
Eric O. Henderson	30 last season	Central Division
Steven Jonas, M.D.	20 last season	Rocky Mountain Division
Jeanne L. Murtagh	20 last season	Rocky Mountain Division

First event for 21-29 age members! SPRING BREAK - Let's get together and rip!

****NEW**** all-inclusive package! Meet your peers from all over our division and decide how you want to spend your time. You have something you want to work on – great! Just want to take on all The Beast has to offer with like-minded pros – awesome! It's your time, your agenda. This inclusive package will get you:

- Three days of skiing and clinics at Killington – THE BEAST
- Three nights lodging at the Cascades Lodge
- Full hot breakfast each morning
- Ski/ride and learn from some of the best and brightest new talent on the PSIA/AASI education staff

Fulfill your biennial education requirement while enjoying lots of skiing/riding, camaraderie, and après ski activities all three days.

March 13 – 15, 2017 \$425.00 Inclusive!

This event is open to members and non-members between the ages of 21-29! Space is limited. Register now! ☞

ProJam Raffle raises nearly \$5,500 for Education Foundation Scholarships

Thank you to our generous members for raising \$5,452 in just two hours during the ProJam & Master's Academy Raffle! The money raised will help provide more than 100 event scholarships for members in 2017-18. Thanks also to the killer raffle sales squad led by Bob Shostek and including: Mark Absalom, Matt Ellis, Ken "Telethon" Sauer, Brian "Wingspan" Whatley, Tim Bradley, Chris Ericson, Dave Wiznewski, Steve Moore, Frank "The Organizer" Cartwright, Doug Hammond, Dave "Cash is King" Capron and Bill Beerman! Also, props to Eastern Icon Bill Irwin and Elan for donating the "Grand Prize" pair of skis! <<

EF Fundraising Challenge Issued by Karen Anne Riley of Killington, VT!

Karen Anne Riley of the Killington Snowsports School has made a very generous offer and challenge to her fellow PSIA-AASI Eastern members in support of our Education Foundation. Between now and March 1, Karen Anne will match the first three donations of \$100 to the Eastern Education Foundation in support of the Member Scholarship Fund. That's right – if three members donate \$100 each Karen Anne will match it with a \$300 donation!

Help Karen Anne raise \$600 for the EF by the end of February. Send your check to PSIA-E Education Foundation, 1A Lincoln Avenue, Albany, NY 12205 and reference "Riley Match". Thank you Karen Anne for stepping up to help our members in need! <<

"There is no such thing as too much snow."

-Doug Coombs

2016-2017 EF Scholarship Award Recipients

Total scholarships awarded: \$10,198.00

Name	Scholarship Fund
David P. Bertelli	Membership
Kimberly L Bishop	Terry
Alexander Blossom	Membership
Maria Booth	Membership
C. Clifton Cearley	Membership
Lyman R. Clark	Membership
Kris F. Constanzer	Membership
Greg DeCell	Leader
Janelle Marie DeNormandie	Membership
Darlene M. Desroches	Burbridge
Melinda K Fairchild	Burbridge
Jennifer Farmer	Membership
Thomas Farrell	Burbridge
Pandora E. Fink	Leader
Kristen Flower	Burbridge
Angel Fraile Lax	Membership
Harold R. Freeman	Membership
Austin Johnson French	Membership
Natalie A Frost	Membership
Keith Galgot	Membership
Christine L Garbacz	Membership
Laura K Gilham	Membership
Marina Gilpatrick	Membership
Thomas Gregory	Membership
Corinne Hirai	Leader
Colleen Shelby Hoffman	Terry
Marina Judkins	Membership
Kevin S. Kearns	Leader
Charissa Klinedinst	Membership
Dr Witold Kosmala	Membership
Lauren Evans Lang	Membership
Robert J Ledger	Membership
Erica M Lesto	Membership
Kathy Manning	Membership
Harrison Ross McNeil	Membership
D. Scott Meeker	Membership
Jeanmarie F Miller	Membership
Christa Miller-Shelley	Membership
Ian V Morris	Membership
William Giovanni Myhre	Membership
Gerald New	Terry
Kathleen New	Terry
Mr Morgan D Nowlen	Membership
Robert A Pollock	Membership
Richard B Rittenhouse	Membership
Charles B Rowan	Membership
Karen S Saginak	Membership
Craig E. Scott	Membership
George B Seeley	Membership
Mr Andrew J. Snyder	Membership
Maja A Tlokinska-Scroggins	Leader
Laura Toma	Membership
Michelle A Trotter	Membership
Jonathan A Trzepakowski	Membership
Giulia Vardabasso	Membership
Ingrid Verachtart	Membership
Deborah J. Weisz-Van Orden	Membership
Christa M Whiteman	Membership

National Report



Volkswagen teams up with Professional Ski Instructors of America and American Association Of Snowboard Instructors (PSIA-AASI) to support snowsports lifestyle

As part of the collaboration, VW will provide the new Volkswagen Golf Alltrack with 4Motion® all-wheel drive vehicles to PSIA-AASI divisions across the United States to transport gear and navigate the slopes

HERNDON, VA (January 25, 2017) —

Volkswagen of America, Inc. is pleased to announce a new sponsorship with the Professional Ski Instructors of America and the American Association of Snowboard Instructors (PSIA-AASI) to promote access to snowsports in communities throughout the United States. As part of the collaboration, Volkswagen will be providing 4Motion® all-wheel-drive 2017 Golf Alltrack support vehicles to nine PSIA-AASI divisions nationwide, to help PSIA-AASI members, who work as ski and snowboard instructors at resorts across the country. The vehicles will be used to transport both equipment and instructors throughout the winter season.

“The collaboration with PSIA-AASI is a great opportunity for Volkswagen to support the active lifestyles of its customers,” said Vinay Shahani, Senior Vice President of Marketing, Volkswagen of America. “Our vehicles are built to meet the needs of those who enjoy outdoor recreation all year-round, and the Golf Alltrack—spacious, rugged and capable of handling a variety of terrains—will be a standout this winter.”

“It’s our privilege and pleasure to begin a long-lasting collaboration with Volkswagen to help provide support for the active and outdoor lifestyles of our members,” said Nicholas Herrin, PSIA-AASI’s CEO. “We’re thrilled to find a sponsoring Volkswagen, whose automobiles will help our members get to the mountains and enjoy the outdoors.”

“Every winter, our members’ expertise and enthusiasm to teach others to ski and snowboard helps drive more people outside, to enjoy winter,” said Herrin. “Working with this industry leader allows us to provide professional pricing on a critical resource that can help many of our members arrive at their destination to better serve their employers and their guests.”

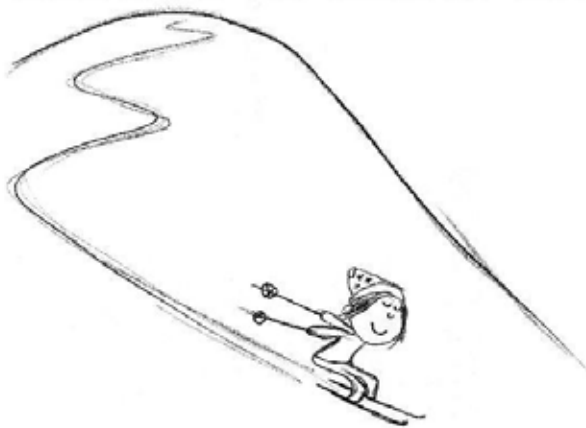
Engineered for exceptional performance on a variety of road conditions, the Golf Alltrack features 4Motion® all-wheel drive, Hill Descent Control, Alltrack-exclusive “Off Road Mode,” and increased ground clearance.

Comprising a community of more than 32,500 U.S. snowsports professionals across the United States, PSIA-AASI members teach an average of 20 days a winter, offering traditional alpine, cross country, snowboard and telemark lessons as well as adaptive curriculum for disabled winter sports enthusiasts.

For more about PSIA-AASI, visit <http://www.thesnowpros.org/>. <<



Happiness is...



... the first downhill skiing run of the season

around the regions

Region 1 Report (NH, ME)

By Peter Holland

Region 1 Representative

As of this writing, we are off to a better start than last year. Last week's 15 inches of snow in our area brought everybody, and I mean everybody, out. Just goes to show there is a lot of pent-up demand for snow sports if there is snow on the ground. Good news for our industry. Hope there is a lot more of the white stuff to come.

Our Board Meeting in October hosted new CEO Nick Herrin and Chairman Ed Younglove. We were able to see them up front and personal; talk with them and learn about the road ahead from the National perspective. Nick also attended the Snowsports Management Seminar at Killington. Many of you had an opportunity to both speak and/or ski/ride with him. While the details are too many to get discussed here, some of the major topics of discussion were the requirements for CS1 and CS2 for Level 2 and 3 certifications; monthly or quarterly dues payment options; more standardized exams and exam requirements from region to region; a closer relationship with SIA and USSA; and the possibility of being able to take any part of an exam in the order you want. We see nothing but positive vibes coming from Nick and our National Board.

In other news, I had the pleasure of working the Women's World Cup at Killington over the Thanksgiving weekend. I was lucky enough to be stationed at the start for both the GS and Slalom. Killington did an unbelievable amount of work to host this event, and by all accounts they did an excellent job. Ted Sutton, a long time PSIA member and USSA Official was the Chief of Race and there were many PSIA members working on the hill. The athletes enjoyed the venue and were very impressed with the friendly crowd. They all want to come back and do it again. Attendance reportedly exceeded 16,000 each day, which is more than either Aspen or Beaver Creek gets at their World Cup Events.

We held our 10th annual NHARA/PSIA Coaches Clinic at Bretton Woods on December 8th and 9th with a record attendance of 120 USSA/FIS coaches over the two days. Ed Staff clinicians were Jeb and Matt Boyd, Dave Capron, Troy Walsh, Brain Smith, and Sue Kramer. Also a clinician was Edie Thys Morgan, a former member of the US Ski Team, who was a speed-event skier in the '88 and '92 Olympics. Steve DeBenedictis, Snow Sports Director and longtime PSIA Member, helped organize the event. Our thanks goes out to Steve and Bretton Woods. It is a great forum to bring USSA coaches and PSIA together on a regional level to talk and share ideas

about teaching athletes. There was lots of skiing involving skills and drills with excellent snow conditions. The event has grown in popularity every year.

Baron's Run at Cannon Mountain was set to host its first race on December 28th but was cancelled due to a lift problem. This new trail, on the revived Mittersill slopes, is the result of a joint development venture between the Franconia Ski Club, the State of New Hampshire, and USSA. The hill is an excellent venue for speed events.

We held our regional meeting at Waterville Valley on January 5th with about twenty-five members in attendance. A thank you to Peter Weber and Waterville for hosting this event. The second regional meeting will be held at Sunday River in late March. We hope many of you will attend. This is an excellent forum to ask questions and discuss topics of your choice concerning our organization. Peter Howard and I look forward to seeing you.

We hope you all have a great winter. We look forward to having more details to discuss about some of the things PSIA-E and National are working on in the next issue.

Region 2 Report (VT)

By Ted Fleischer

Region 2 Director

After the "Winter That Shall Not Be Named" everyone in Region 2, and the rest of the east coast, was looking forward to a better start of the 2016-17 season. We seem to have gotten it. With some early snowfalls, our areas were in good shape by the Winter Holiday season and some resorts were already reporting snowfall totals near 200" by the start of the New Year!

Weather cooperated during both of the first two holiday periods. Even though the entire region received some warm, wet weather just before the MLK weekend, it didn't seem to overly damage the natural snowpack, man-made efforts, or the spirit of the guests and staff. The last couple of weeks of January held slightly higher than average temps.

We have seen nearly double the number of Level I exam candidates in early season events this year over the recent past. This is likely due to the improved snow, high business levels and improved morale from last year AND also due to a new \$99 early season exam option that we offered this season. Pent up demand from instructors who struggled through last seasons "winter" certainly added to this.

With a solid foundation of holiday business, snowpack, and member interest, the remainder of this season, including the busy exam season ahead, looks to be good for everyone. Take advantage of some of the popular annual events held in our

region such as the Spring Rally, Freestyle Camp, and Trees Camp. The Region 2 membership meeting will alternate to the north this season and be held at Jay Peak during the AASI Trees Camp, details will be emailed to all Region 2 members.

Thanks for all you do for our organization; we look forward to sliding with you.

Ted Fleischer – Region 2 Director

Katherine MacLauchlan – Region 2 Representative

Region 4 Report (PA, NJ)

By Bob Shostek

Region 4 Director

Greetings fellow Region 4 members. All I can say is WOW! What a difference this year is compared to the same time last year! A year ago, while writing my winter regional report, most areas were just opening for the first time of the season. This season we have been blessed with cold weather and some natural snow here in PA and NJ. Our northern friends are also experiencing colder temps and much more natural snow. When speaking with managers at some of our Regions' resorts, they tell me, with a sarcastic smile, they are experiencing a 100% increase in business from the same time last year. GREAT news, I would say, since last season our resorts were closed in early December and through the holiday period.

Our Divisions' early season premier Snow-Pro Jam, Master Academy, and Level II College were great successes. Attendees at these events experienced some of the best skiing in years. A BIG thank you goes out to all the energetic, enthusiastic attendees and to Mount Snow for the great hospitality!

Speaking about events, our calendar is loaded with lots of educational opportunities from now until April. Plus, our Region will be hosting numerous events in all disciplines. We are very lucky in Region 4 to be hosting the next Level II colleges at two great regional resorts. We will host the skiing college at Whitetail and a teaching college at Ski Liberty. Both colleges will happen the week of March 6th to the 10th and we anticipate lots of interest, so sign-up early. You may choose to sign-up for the entire week, or just for the validation on Thursday and Friday. Don't miss out, check the dates and get registered.

For our younger (21-29 years old) members we are holding the first "College Spring Break" at Killington resort on March 13-15. Round-up your college, or non-college, skiing friends and spend your spring break on snow with some of the best coaches in the East. In early April, our Spring Academy and Rally will be hosted by Sugarbush, VT. This is just a sampling of the many events remaining on the event schedule. With snow,

excellent weather and conditions, come out and ski and ride with your fellow members.

In various articles in this newsletter you will find a review of the 2015-16 (The Winter That Wasn't) season, including some highlights and challenges our Division encountered. By the time you receive this newsletter, the first of two Region 4 meetings has taken place at Elk Mountain. The second meeting will take place on Tuesday, March 7th at Whitetail. We encourage members to come and mingle with fellow regional members; get updates on what is happening in the division; and more importantly, ask questions or voice concerns. We will report about the regional meetings in our next Snow-Pro article.

As always, if you have any questions, suggestions or concerns, feel free to contact Steve Martin or me, your Region 4 reps, at any time.

Remember there are many days of skiing and riding remaining, we hope to see you out there!!!

Region 5 Report (Western & Central NY)

By Wendy Frank
Region 5 Director

Happy New Year, and Happy Winter to All! I sent out a request to our Snowsports Schools' Area Reps to find out concerns from PSIA-E members. Several members feel there are too many different types of clinics offered and many get cancelled. They would prefer fewer choices and more exam specific clinics. One member wrote: "I think local and evening events help our instructors attend events without creating schedule conflicts and without incurring travel costs. I also think the PSIA/AASI events are a great deal. We get to ski or ride with some of the best instructors in the northeast for two days, costing less than buying a two-day lift pass. Liftopia wants \$184 for a 2 day pass to Stowe. I can do a 2 day event at Stowe for less with PSIA."

Another member from Region Five would like to see more Telemark events in our area and feels PSIA focuses too much on Alpine events. They wrote: "The PSIA inventory of instructors only takes into account one discipline per member, so if a member is certified Alpine, Snowboard and Telemark, only one of these is accounted for. Perhaps PSIA could figure out a way to take into account members who are also Tele skiers and riders in order to figure out how many and which types of clinics to offer."

I would like to remind all directors in Region Five to poll their instructors when filling out their clinic request forms in the spring. Make good choices based on the types of clinics that would work the best for your staff. Of course, we cannot always get the request we want, but it would help

if you make fewer choices, and cater more to instructor requests when filling out the form.

Also, remind your instructors to sign up for the "Find a Pro" member listings on the www.MakeWinterMoreFun.com website.

Dick Fox reports that one current discussion on the Board concerns the status of CS1 and CS2 (Children's Specialist) as a requirement for Level 2 and Level 3 certification (respectively). Just to clarify, the CS event may be used as an educational prerequisite, although many candidates are looking for something more directly aimed at their performance (particularly skiing). It is not necessary to complete the CS1 or CS2 prior to taking the skiing exam, but it is for the teaching exam.

The original decision to make the CS a requirement was a response to very strong input from the Snow Sports and the Resort Managers who (correctly in my opinion) see this part of our guest base as driving growth and retention. The basic thought was that ALL certified instructors should have a solid understanding of how to succeed with various youth groups.

While this general support remains, there is an off-setting viewpoint that the CS requirement just makes certification more time consuming and expensive. Besides, this viewpoint argues, if there is a value to the mountains to emphasize this, it can be done equally well by including a module for teaching children in the exams and keep the CS as a separate credential for those interested in working with children.

Since this is likely to come up again in June (when this type of change is most likely to be implemented), Wendy and I would really like to hear the viewpoints of the members. Please email us with your thoughts (deleting extraneous expletives). Wendy, having taken both CS1 and CS2 believes the courses are both worthwhile for all instructors. After all, in Region Five - Children Rule! Thanks.

Greek Peak's Director, Joe Hazard tells us "With the snow piling up, we've had an awesome start to what we hope is a very good year. Since opening on December 16, we've seen some of the best early skiing and boarding conditions in a long time. One of the highlights of our holiday schedule was Free Day (that always helps). It's our effort to give back by collecting for the local food pantries. Friday, December 3rd was a bluebird day with almost 300 skier visits. Hundreds of boxes of non-perishable goods were collected for the local community. It was a wonderful and rewarding experience for the Greek Peak family.

Our Adaptive Program, under the direction of Jim Cappelett, is looking forward to a great season, and is pleased that they have a nice addition to their adaptive building. They are looking forward to the upcoming clinics with Pat Crowley in March.

We have also been lucky to attract some of the best new instructor candidates that we have seen in years. Our newly hired ski and snowboard instructors are experienced, enthusiastic and are highly motivated. Our training staff has excelled even with scheduling limitations caused by having to delay training until we opened on December 16th. From this group, we hope to have many new PSIA and AASI members. We hope to see you at Greek Peak when we have our clinic week in February."

Tom Liptak, Area Rep for the Buffalo Ski Club in Colden, reports the area has added a new groomer to its fleet, along with additional snowmaking equipment. Further, a dedicated group of BSC instructors continued to clear the area's ample "side-country", glade terrain for adventurous alpine, tele and AT skiers and boarders. BSC is well-known as a great place to visit following one of Western New York's typical "lake effect" storms, and the folks there would be happy to show you around the area.

Bob Armour from Holiday Valley reports that Snowsports has been busy from the start of the season on December 10th. The Christmas holidays were a good lead into the January Learn a Sport Month where the Valley offers half-priced Learn to Ski and Snowboard lessons. In the second attempt at breaking the Guinness Book of World Records for the Largest Ski and Largest Snowboard lesson, Holiday Valley joined together with more than 150 resorts across the US and Canada on Friday, January 6, 2017 at exactly 1:00PM Eastern time. The event was the kick-off for the snow sports industry's January Learn to Ski and Snowboard Month. This snow sports industry initiative has introduced thousands of children and adults to ski and snowboard lessons since its inception in 2009.

According to Bob: "Eighty-five first time skiers and snowboarders received a free lesson, rental equipment and beginner's lift ticket today. The ages of participants ranged from 6 to 60, and they came from as far away as England! At the conclusion of the lesson everyone was treated to a complimentary cup of hot cocoa and a cookie, compliments of Centerplate food service."

Whether the attempt to break the record was successful will not be determined until paperwork from all the participating resorts is submitted. The records that are being attempted are the Largest Snowboard Lesson Single Venue of 250 participants, the Largest Snowboard Lesson Multiple Venue of 500 participants, the Largest Ski Lesson Multiple Venue of 594 participants and the Largest Ski Lesson Single Venue of 594 participants that was set by Sarn (Graubunden) in Switzerland on February 23, 2008.

Adult participants also received a “You Rip” card that gives them a discount on future lift, lesson and rental packages for a full year, plus a discount on a helmet purchase at Holiday Valley’s Mountain Shop.

During the rest of January’s Learn a Snow sport Month, Holiday Valley offers learn to ski/snowboard packages for half price, just \$30 during the day or \$22 at night. The package includes a beginner’s lesson, a beginner’s area lift ticket and equipment rental.

The Lounsbury Adaptive Ski Program of Holiday Valley Resort is looking forward to participating with Aspire of Western New York in their Ski the Valley Day. Aspire is a foundation that provides services for individuals with disabilities and their families. Aspire has many programs that help those with disabilities realize their potential. The Lounsbury Adaptive Ski Program will be instructing some Aspire clients on how to ski. The event is January 29th from noon to 6:00 pm. Pricing for families and friends includes lift tickets, snow tubing, meals and an auction. The Lounsbury Program is proud to support this organization. The program will also be having 2 ski days for Veterans, February 3rd and March 3rd. Please see our website for more information and events www.lounsburyadaptive.org.

Steve Howie, Director at Bristol Mountain says they cranked up their snow guns early and had a great start to the winter. “Tell all of Region Five to bring a friend to learn how to ski or ride. The snow is excellent and we expect a good, long winter.”

In The World’s Largest Lesson, **Peek n’ Peak** had approximately 100 participants who received a \$10 Learn to Ski & Snowboard coupon. **Stu Gates, Director**, is promoting January’s Learn a Snow sport Month by offering buy one get one free Learn to Ski and Snowboard lesson for \$48.00 which includes an hour and a half lesson, rentals and a beginner lift ticket. The last week of February is Race Week. Monday, February 20 – 26th the NASTAR Course will be open during the week in the evening, and race clinics will be held on Saturday and Sunday from 11 – 3 PM. The Peek has introduced Terrain Based Learning this season, Stu looks forward to a busy season.

With a bit of help from Mother Nature, KB had a good start to the season with an opening on December 16th as well as a good Christmas week. The new Magic Carpet is a “game changer” according to our instructors says **Debbie Goslin from, Kissing Bridge**. Magnetic Induction lighting is being tested on one of the slopes, in consideration for new lighting throughout the area. Upgrades to our existing outdoor decks as well as a new welcoming deck with fire pit have been well received by our guests!

HoliMont Snowsports opened on December 16th with a ton of fresh powder! What a refreshing change from last year. We re-vamped our beginner area by moving the Magic Carpet to a new location

on Sunset Slope. With a better run off area and more room for TBL elements, beginners will learn faster and have more fun than ever. We also invite you to join us for our TeleFest, “Free Heel Fling” on Friday, March 3rd for a fun-filled day of skiing and pot-luck lunch. **David Berghash, Phoenix Adaptive Program Director** is looking forward to our annual Phoenix “Rise to the Challenge Race” on March 4th. The race includes entries from New York, Pennsylvania and Canada. Many of our adaptive instructors will be taking their Level 2 and Level 1 Exams this season. HoliMont has been happy to host the exams here two years in a row.

Dick and I look forward to seeing you at the **Region Five annual meeting at HoliMont** on Monday, February 27th after the clinics at 4:30. Food and drink will be provided along with lively conversation. See you then.

Wendy Frank, Region Five Director

wendy@holimont.com

Dick Fox, Region Five Representative

dfox@wmf-inc.com

Region 6 Report (Eastern NY)

By Jack Jordan

Region 6 Representative

Greetings from Belleayre of Region 6. Hopefully your season is off to a successful start. We just finished one of the busiest stretches, culminating with MLK weekend. Fortunately, the weather cooperated providing us with a good mix of natural and man-made snow. In spite of having most of our ski/board instructors available, we actually had to limit participation in a few of our programs and limit sales of private lessons. These are “good” problems to have and another reason to encourage our staff to become members of PSIA/ASSI. At our mountain, you must be at least Level 1 to receive the commission rate for teaching privates, this rate is significantly more than the base rate of pay. The exact commission varies based on the number of hours and students in each private lesson.

The majority of our instructors work almost exclusively with children and thus the CS1 and CS2 are invaluable tools for quality instruction. The biggest “bang for their buck” is the access to resources and the knowledgebase they can gain through membership. Of course, improving their personal skiing is a big plus, as is the opportunity for discounted rates from our sponsors on equipment, clothing, lodging, etc. The reduced rates on lift tickets at other resorts are another incentive. Personally, my wife and I take an annual “busman’s holiday” to ski out west in March when our home season is winding down. The PSIA discount offered by many resorts on lift tickets is often greater than the cost of our annual PSIA/ASSI dues.

I hope we all continue on the current path for a very successful season.

We are planning our Region 6 meeting at Belleayre again sometime in March and specifics on the date and time will be forthcoming. I hope to see many of you at this meeting. Enjoy the rest of the season and “Making Winter More Fun”.

Region 7 Report (States south of NJ & PA)

By Paul Crenshaw

Region 7 Representative

Region 7 continues its winter weather challenge as a warm spell influences the amount of base the mountains are able to maintain. Hopefully old man winter will drop south and snowmaking may resume.

Participation in events by Region 7 members is lagging a little and we hope our members will continue to support the programs from PSIA-E/AASI as the winter progresses. Many of our mountains are offering events this year. Remember this is OUR organization and we support educational development by participating. Yes, our local mountain trainers are often very, very good. However, skiing at a different mountain, particularly under the tutelage of master educators from the BOE, never fails to push our envelope and broaden our knowledge about skiing/riding and TEACHING. Education is our mission first and foremost as teachers and as an organization. The BOE takes great pains to develop the depth of their presentations – take advantage of their dedication to us!

I believe we shall see a new spirit and focus from National on the needs of individual Divisions. You will notice, throughout the *Snow Pro*, articles relating to this new spirit in each issue. The next issue of the *Snow Pro* will see an article on the recent surveys completed by PSIA-E on “best practices” for retention of our instructors. Please review this survey. This kind of analysis is particularly important for Region 7 because of the unique and continuing challenge we face: Building a Skiing Culture in the South.

We hope your turns are safe, fun and rewarding this winter. Any of your concerns are our concerns – call, or e-mail if we can assist you to get more from our organization.

Walter Jaeger: (434) 242-7749 -

wjaeger1@mac.com

Paul Crenshaw: (540) 289-4923 -

pcrenshaw@massresort.com

Not reporting –
Region 3 <<



2016-2017 PSIA-E/AASI - NEW MEMBER APPLICATION

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

Fax# (518) 452-6099

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

This application is valid to be used between July 1, 2016 and June 30, 2017.



Rev. 07/01/2016-N

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

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

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

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

- | | | | |
|---|---|---|-------------------------------------|
| <input type="checkbox"/> 1 – ME, NH | <input type="checkbox"/> 2 – VT | <input type="checkbox"/> 3 – MA, CT, RI | <input type="checkbox"/> 4 – PA, NJ |
| <input type="checkbox"/> 5 – Western NY | <input type="checkbox"/> 6 – Eastern NY | <input type="checkbox"/> 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 30-39: **\$ 127.00**
- TOTAL NATIONAL & DIVISION DUES AMOUNT INCLUDED, AGE 40-74: **\$ 139.00**
- TOTAL NATIONAL & DIVISION DUES AMOUNT INCLUDED, AGE 75&up: **\$ 107.00**

OFFICE USE ONLY

Date Proc.	_____	Initials	_____
Ck/CC	_____		
Num	_____		
Batch	_____		
Num	_____		
Mem	_____		
Num	_____		

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

EXP. DATE: _____ **SIGNED** _____

ALL APPLICANTS MUST READ AND SIGN THE FOLLOWING MEMBERSHIP AGREEMENT:

- I am aware that the "membership year" for PSIA-E/AASI runs from July 1, 2016 - June 30, 2017 (or June 30, 2018, if joining on or after February 15, 2017) and that membership dues are non-refundable.
- If you are a new member wishing to attend a certification event after February 15, 2017, you still need to submit your new member application and event application by the deadline date. Your application will be processed on or after February 15 to ensure you receive the extended membership benefits.
- As a new member of PSIA/AASI National and Eastern Division, I agree to be bound by all PSIA-E/AASI bylaws, policies and educational requirements. Continuing education updates are required for active Certified Members. Active Certified Members, under the age of 65, must obtain 12 credits every 2 seasons to maintain good standing. 12 credits (CEU's) equal 2 days of clinic credit.

APPLICANT'S SIGNATURE _____ **DATE** _____

Regions 5 and 6 Board of Directors Election

Voting Rules, Instructions and Candidate Profiles

There is one (1) candidate running for the PSIA/AASI Eastern Board of Directors in Region 5 (Central & Western NY) and four (4) candidates running in Region 6 (Eastern NY). The Board candidate receiving the most votes in each region is elected the Regional Director; the candidate with the second-most votes will be elected the Regional Representative (within compliance of the association bylaws provisions relative to Board elections). The three-year Board terms will commence April 1, 2017 and end on March 31, 2020. No write-in votes for any positions are accepted. Only one candidate identified as an Education Staff Employee may be elected in each region per the Eastern Division Bylaws. In the case of Region 5 with only one candidate, that candidate will be elected Regional Director with one affirmation vote and will be responsible for recommending a candidate to fill the seat of Region 5 Rep to the Board.

Voting for the 2017 election will take place online via electronic voting on a secure, dedicated web page. Paper ballots will be provided only to members without online access, upon request. Online voting will begin in mid-January and end on March 10, 2017.

Official results will be announced by March 20, 2017 via broadcast e-mail, the division website, Facebook and Twitter accounts and subsequently via the *SnowPro*. The terms of the new Board members will begin on April 1, 2017, providing the opportunity for newly elected representatives to communicate with constituents prior to the June 2017 Board meeting.

To Vote:

1. Link to our special PSIA-AASI Eastern Board Elections website at www.psia-e.org/vote
2. Log in to the site using your assigned voting username and password (different from your PSIA-AASI login). An e-mail with instructions will be sent out to all eligible voters when the voting is opened.
3. You must be a member in good standing and affiliated with Region 5 or 6 as of December 31, 2016.
4. Follow the steps at the website to complete your secured voting.

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

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

Region 5 Board Candidate



*Dale R. "Dick" Fox – Alpine L3, CS2
Trainer/Instructor at Holiday Valley, NY*

Background & Qualifications

EDUCATION

- BARCH – Pennstate – 1972
- PHD program (ne degree) Urban Design – Univ. California, Berkeley 1972 – 1974
- NCARB (national) license (Architect)

SKIING WORLD

- Began Instructing in 1965
- Instructor, coach, & trainer at Holiday valley since 1973
- CSIA Certified in 1972
- PSIA Certified in 1975
- PSIA-E Ed Staff from 1994 to 2012
- USSA L1 Coach
- CS2
- Eastern Trainer Academy 1 & 2
- Two terms as Region 5 Representative – 2010 - 2016

OTHER RELEVANT QUALIFICATIONS

- Founded and Managed Architecture and Construction Company from 1974 to present
- Coached Soccer, Track, Swimming and Cross Country
- Long time endurance sports competitor
- Served on numerous not-for-profit boards

MOST SIGNIFICANT

- Hundreds of Friends who share the love of coaching snow sports.

Philosophy & Direction

It has been 52 years since I put on my first instructor's uniform. In that time, it has been my joy to meet many of you at various events. This has been an incredible opportunity to talk about our mutual passion for sharing our love for the mountains in winter, and these conversations are the basis for my beliefs as to what PSIA is to us (and what it could be).

Every one of the years listed above has been spent on snow as a part-time skiing coach. Like the vast majority of us (particularly in Region 5) this is a labor of love – sharing our knowledge and experiences with our winter guests. My constituents are those who teach largely for the love of sharing.

The fact that I also brought with me the experiences of building and managing a real-world professional services firm (architecture and construction) for over 45 years also allowed me to have valuable input at the Board level in discussions dealing with the very real challenges of managing the multi-million dollar business that PSIA-E is.

When I first threw my hat into the ring in 2010, my mantra was to try to make PSIA-E “relevant” to today's and tomorrow's snow sports professionals. I think that we have turned some pretty important corners, but there is still work to be done.

- While we have become much more relevant to the industry of 2016, we still face a significant challenge in becoming relevant to a new generation of winter enthusiasts and potential coaches. We will have to continue an evolution toward thought leadership and meaningful participation. What worked marvelously for the “boomers” just does not cut it for the future without some changes that will scratch different itches.
- PSIA-E needs to maintain a clear focus on the value proposition that it represents. We need to develop a business plan that is not entirely dependent upon member dues. Our business plan will have to reflect the reality that currently we are an aging group with declining membership.

- We need to continue to evolve our delivery of educational material. There is no single solution. Many of us look forward to the comradery and the experience of multi-day educational events with a variety of focuses. Others need to find less expensive strategies to gain insights and skills while juggling the other responsibilities of our increasingly complex lives.
- PSIA-E must continue to evolve our method of certifying an increasingly diverse set of skills that relate to the many directions that snow sports present to our guests. A single “certification” that covers everything may simply be impractical in the future.

So there you have it – my reason for asking you to trust me with another three years of representing you. The needs listed above are not simple, but we will have to deal with them. Know that I continue to be committed to bring forward your concerns and ideas. Thanks for your support over the last six years. I would be honored to continue this on your behalf.

Region 6 Board Candidates



*Joan Heaton – Alpine L2, Telemark L1
Trainer/Instructor at Windham
Mountain, NY*

Background & Qualifications

Eastern Division:

- PSIA Member since 1978; started teaching Mount Snow, Vt.
- Area Rep Program Coordinator 1998-present
- Snowsports School Management Committee 2002- present
- Umbrella Steering Committee 1999 - present
- Education Committee Chair 1996 -1998
- Distinguished Service Award 2003

National:

- Education Excellence Award - 2016
- National and Eastern Division Life Membership - 2012
- Keynote Speaker, PSIA-AASI National Academy -1982
- Introduced “The Teaching Styles”

Educational Activities:

- Retired physical education teacher at The City College of the City University of New York
- Created divisional and national educational materials i.e. The Teaching Dimension www.psia-e.org
- Author and Co-Author of ski books and articles
- Started including Experiential Learning into teaching - 1999

Philosophy & Direction

Over the years, it has been my privilege to write about the teaching/ learning process in snowsports teaching. I have been involved in keeping our Association truly at the forefront of educational theory and practice. I have worked to promote the attention that is given to ‘how we teach’ and ‘how we learn’ in order to help you, as instructors, to make your job as effective as possible. Although this is *not* the work of the Board, it is the work of the Board to empower and direct our professional staff to keep *Education* as our highest priority and I will carry that message. Hopefully, the renewed focus on *Education* from our National Association will only strengthen the strong work of our Eastern Division.

Beyond Education, I believe we need to work hard to make sure that your money, the money that funds us, is well spent. Presently there is a keen focus on fiscal restraint and I will continue to support this.

As a member of the Board, I would have the opportunity to have an active role earlier in the formative processes of the Board. In the various roles I have held with our Association, I have been attending and participating in Board meetings for many years. As a result, this experience enables me to ‘hit the ground running’ and, hopefully, to be effective from the ‘get go’. Thank you, Joan Heaton.



*Jack Jordan – Alpine L2
Instructor at Belleayre Mountain, NY*

Background & Qualifications

1. Region 6 Representative on the Board of Directors – 2011-present
2. PSIA/ASSI Level II Alpine 20+ years
3. Full-time instructor at Belleayre Mt.
4. Staff trainer – completed both sessions of Eastern Trainers Academy
5. Retired public school administrator
6. Former editor of the “New York Sportsman” magazine
7. Former member of the Professional Golfers Association of America

Philosophy & Direction

It has been a privilege and honor to represent the members of Region 6 for the past six years. I believe there is great opportunity to take advantage of what PSIA/ASSI offers its members to grow educationally, professionally and to improve their skills. I see my role on the BOD to be your voice to improve and expand upon these benefits and to promote our organization.

Your BOD has made significant progress in bettering the relationship between National and Eastern and I am proud to have been a part of this process. I support our Eastern Tech Team and encourage their efforts to attract and maintain members. I am a fiscal conservative and work to keep costs down while still maintaining services.

As a BOD representative I have listened and responded to questions and concerns from you, our members. I have attended most of the Regional meetings at Gore and annually hosted these meetings at Belleayre. My motto as a principal and Superintendent of Schools was Teamwork + Communication = Success and I continue that philosophy as your representative on the BOD. If re-elected I will continue to work for you to do what’s best to increase the value of the service PSIA/ASSI provides. I appreciate having had the honor of representing Region 6 and look forward to continuing in that capacity.

Yours in the outdoors,
Jack Jordan



*Charlie Knopp – Alpine L3
Alpine Examiner – Education Staff
Employee
Staff Trainer at Hunter Mountain, NY*

Background & Qualifications

- Member Hunter Mountain SSS
- PSIA Member since 1986
- PSIA Educational Staff 20 plus years
- Former PSIA Race Coordinator.
- Umbrella Steering Committee PSIA
- Multiple Terms on PSIA Children's Committee.
- Camelback Mountain Resort VP of Base Operations 4 years
- Director of Skiing, Hunter Mountain 14 years
- President Charles M. Knopp Contracting Inc. 25 years
- Principal, Senior Project Builder, Sharp Pencil Creative Construct. 4 years
- Current member Town of Hunter Planning Board
- Current member Village of Tannersville Zoning Board of Appeals

Philosophy & Direction

Diligence, determination and attention to detail have enabled me to create change and accomplishment throughout my work history. I am a committed individual with a lifetime of experience in the Snow Sports Industry stemming from Jr. Instructor to Vice President.

My decisions are driven by research, fact, data and metrics. These key performance indicators help lead me to an outcome that is logical, factual and measurable.

At Hunter Mountain I managed an overhaul of the Snow Sports School, the rental facility and the building in which they are housed. These changes streamlined and enhanced the customer experience.

As Vice President of Base Operations at Camelback Mountain I implemented improvements that enhanced throughput and reduced wait times creating a more positive customer experience. The afore mentioned improvements culminated in Camelback Mountain Resort being voted #1 favorite resort in Pennsylvania in 2010.

As a consultant for Pocono Raceway/ NASCAR, I oversaw a two and one half year Guest Experience Way Finding Project. The design changes enhanced Pocono Raceway's customer experience. The project was delivered on time and under budget.

My terms on various local town boards have offered me the opportunity to facilitate the needs of the community, while achieving a balance and blend with local and state agencies.

I am proud of my contributions as a PSIA Educator and Evaluator. Through those years I have gained an appreciation of what we have accomplished as an organization, and of what we have left to do to move into the next millennium.

I have owned my own contracting company for 25 plus years and take great pride in being a builder.

Building is what I do. Homes, skiers, facilities and processes to enhance the customer's experience are all examples of what I have successfully built.

I have an understanding of the different forces in our industry which sets me apart. My experience has given me an understanding of the variety of forces in our industry: snow sports instructors, managers, ownership and industry leaders.

My history of successfully managing change through an understanding of all party's concern is the hallmark of my working life. This will make me an asset as a member of PSIA's Board.

I bring to the region a diverse work history of accomplishment that uniquely qualifies me for a position on PSIA's Board. I ask you for the honor of your vote to enable me to represent Region 6 on PSIA's Board.



*Darryl Leggieri – Alpine L3
Staff Instructor at Gore Mountain, NY*

Background & Qualifications

My name is Darryl Leggieri, and I am a certified Level III ski instructor. I got my start in the ski industry at Gore Mountain Resort and I have been teaching there for the last 13 years. I joined PSIA-E in 2005.

Philosophy & Direction

I respectfully declare my candidacy for the PSIA-E Board of Directors, Region 6! As a member for the last 14 years, I realize how important it is for an organization like PSIA-E to advocate for its members, and keep them informed! I enjoy being a member of PSIA-E and I feel like my voice is heard and that the organization listens. If elected, I will make sure that continues. In recent Snow Pro publications, I've read more and more about the good work that our current board has been doing. For example, one issue that has surfaced recently from the membership was the lack of recognition that instructors receive when it comes to the skiing public, and in some places, resort management. I applaud PSIA-E's efforts to create more public awareness and will work to increase promotional outreach efforts for an even bigger impact. Proactive promotion of the value of PSIA to the skiing public must continue. It's so important for PSIA/AASI members to be recognized for their efforts to continuously train, teach at a high level, and add value to the resort experience. When this happens, certified instructors get more lessons, the resorts make more money, and the association retains its members! It's great for all! Like I said, PSIA-E has really made an effort in this area, and I would like to support their current initiatives, and continue to build on this foundation. As an instructor on the snow, just like you, I will work to keep you "in the know", and convey our most important concerns back to the organization.

Get out and vote! Thank you! ☞

Call for Regions 5 & 6 Committee Members

The Snowsports School Management Committee Representative, Alpine Education & Certification Representative and Children's Education

Committee positions for Region 5 (Central & Western NYS) and Region 6 (all of Eastern NYS) are currently up for a three-year appointment, pending a recommendation from the Regional Director and Board ratification. The PSIA-E Board of Directors will approve the appointment of these positions at their June 2017 meeting.

If you are a current member of one of these regions and are interested in being considered as a representative to serve a new (or renewing for existing committee members) three-year term for one of these open positions in your region, please send written notification via e-mail to the attention of Michael Mendrick, Executive Director, at mmendrick@psia-e.org by March 31, 2017.

Thanks for your interest in serving your organization!



**PSIA-E/AASI
2016-2017
Event Application**



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

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

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

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

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

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

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

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

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

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

AMOUNT: \$ _____ **PAYING BY:** **CHECK #:** _____ **or** **Charge**

____ - ____ - ____
Exp. Date: _____ **Signed** _____

OFFICE USE ONLY	
Date Proc _____	
Auth # _____	
Initials _____	

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

All applicants must sign the following release form:

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

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 for complete descriptions of administrative charges.

snow sports school management

Eastern School Director Fall 2016 "Culture Survey" results

By Michael J. Mendrick, Executive Director

This fall the Membership & Promotions Committee conducted a specialized survey of a select number of Snowsports school directors. The goal of the survey was to help determine what factors help create a positive PSIA AASI culture in a snowsports school.

The survey was completed by 26 participating school directors including:

- 13 schools with 60% or more PSIA AASI members on staff
- 13 schools with 35% or less PSIA AASI members on staff

Common threads amongst successful PSIA-AASI culture schools that have 60% or more PSIA-AASI members on staff:

- Mentors for younger and newer instructors
- A strong PSIA-AASI visual presence (promotional and informational materials on display)
- Measurable increases in compensation for achievement of higher cert levels
- Generous "other" benefits (e.g. discounts on food, gear, programs ranging 20 – 40%)
- Provision of training for exam preps
- Instructors often study and train together for PSIA-AASI exams
- Ongoing clinical, technical and guest relations training is provided
- Have a PSIA-AASI resource library available for instructor staff
- A high degree of socialization amongst instructor staff

One important result to share with resort management is that while the "instructor return" percentage for all 80 schools that participated in the general spring 2016 survey was 76%, the return percentage at schools that had 60% or more PSIA-AASI members on staff was 83% - a solid sign of a positive investment as recruitment and retention of instructors is cited as a perpetual challenge for most school directors.

To see the complete PowerPoint presentation on both the spring 2016 school demographic survey and the fall 2016 school culture survey visit: <http://www.psia-e.org/download/SSM-Town-Hall-presentation-November-2016.pdf>

Thank you to Walter Jaeger and his Membership & Promotions Committee for initiating this survey in hopes of identifying "best practices" that can be valuable to all Eastern Snowsports schools. ☺

In Memoriam

Carolyn Freed, 76, formerly of Glenside, PA passed away on November 20, 2016. She was a founding member of the ski school at Blue Mountain, originally Little Gap, in 1977. Carolyn joined PSIA in January of 1978. She was a supervisor and ski instructor at Blue for 32 years. She was a leader and champion for ski instruction as reflected in her facilitation of the women's workshop, a program still going strong. In her final season, she was celebrated for her contributions at Blue with a scrapbook and ladies' luncheon dedicated in her honor. Carolyn was a great coach and insisted on a professional appearance and punctuality. She is remembered fondly by the many she reached out to and touched.

Carolyn is survived by Bob, her loving husband of 53 years, and also by her 2 daughters and 2 grandchildren. She was also an avid golfer, but once said "I only golf for something to do until I can go skiing." Thanks for everything – we'll miss you!

Submitted by Jane Moyer.



Michelle L. Schupp, 54, passed away peacefully to be with the Lord on Monday, Dec. 12, 2016, with her loving family by her side. Michelle was born on Nov. 9, 1962, in Rutland, Vermont, to the late Harold and Florence Rogers. She was a graduate of Fair Haven Union High School, in Fair Haven, Vermont, in 1980. Soon after college, Michelle moved to Colonie where she went to work for Blue Shield of North Eastern New York. She worked there for over 10 years. In 1983, Michelle met the love of her life, George Schupp. In 1990, they were married and together, they had one son, Joseph Schupp. She will be remembered as a loving and devoted mother, wife, sister, aunt, godmother and friend. Her passion in life was her family.

Editor's Note: Michelle was a valued and loved member of the Eastern Division seasonal office staff for many years. She always wore a smile and shared her time and attention to members with genuine care and compassion. We all miss her. Michael J. Mendrick, Executive Director

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:

Spring 2017 issue: April 14, 2017

Writing Guidelines

General member submissions should not exceed 1,000 words and should be e-mailed to Editor Kathy Brennan at kathy@arc2arc.com as a MS Word document. Please see additional guidelines on page 2 of this issue under General Information. Thank you! ☺

kids, kids, kids

Children's Academy Reflections

By Lyndy Dawson

Advanced Children's Educator

To be a more effective and successful children's snowsports educator we use the CAP model as a teaching aid. As teachers, we strive to make sure we use all three elements of the CAP model during our lessons. We need to understand how our students think/process information (C), their feelings about sliding on snow (A), and the physical capabilities of their bodies (P). When those three elements of the CAP model are met, the results are positive for student and teacher alike! Looking back on the Children's Academy (CA), I realize my reflections exactly follow that same model.

The Children's Academy is a two-day event held in early December. Unlike most PSIA/AASI events, where there is one main topic for the entire time, the Children's Academy offers up many different clinic topics over the two days. Each clinic is led by an ACE team member. Participants may select multiple topics over the course of the two-day event; either to hone in on a specific skill or to expose themselves to new techniques and ideas. Topics included games for different age groups, personal skiing/riding improvement, how to use natural terrain variations for beginning freestyle, and more. The ability to choose from a wide range of topics enables participants to tailor the event to their individual needs, creating a unique experience for each attendee. To me this is an extremely beneficial aspect of the Children's Academy, and by offering a variety of options, CA participants were sure to have their cognitive (C), affective (A) and physical (P) needs met.

C - Most of the CA participants were experienced teachers wanting to advance their skiing and expand their teaching skills. All were open to receiving new ideas and implementing different tactics to be a more effective teacher. Everyone had the common goal of striving to be better at what they do. Attending Children's Academy reinforced the idea that we are never done learning. Continuing to challenge ourselves to learn something new enhances our effectiveness as teachers.

A - The atmosphere of CA was very relaxed with much humor and fun mixed in versus some of our professional events that may carry more competition and a certain element of stress. CA fostered a team spirit between the participants in each of the individual clinics. This open atmosphere enabled participants to share their ideas, offer suggestions, and delve deeper into the material. ACE team members promoted collaboration between participants and clinicians. Never once was there a feeling of "you must listen to me and do what I tell you." In games for 8-10 year olds, Maureen Drummey summed it up perfectly by saying: "I will give you the fishing pole, but not the fish." That attitude cultivated honest and open discussions where everyone was able to contribute toward the end goal and see that their input was valuable.

P - Since CA is held early in the season, many participants had not spent much (or any) time on snow as many of their home resorts had not yet opened. Furthermore, many participants did not have much sliding time last season due to the dismal weather and lack of snowfall. This event was beneficial as it provided the starting point to get back on their equipment for the season. Quality, versus quantity, of runs was the focus. But, don't get me wrong, there was much sliding to be had! For those participants that felt a little stiff and sore, indoor clinics offered an alternative way to ease into the season, providing valuable education without having to be on snow for the entire day.

In summary, the Children's Academy was a motivating and inspiring event. Meeting new people from resorts all over the Eastern division, gaining new educational material, and most importantly, enhancing others knowledge base were the highlights for me. If anyone is looking to kick-start their winter season next year, the Children's Academy is the way to go! <<

Tips for a Successful CS Experience

By Sue Kramer

ACE Team Coach

Children's Committee Chair

Alpine Examiner

The Children's Specialist (CS) events are some of our Division's most well attended programs. While CS1 and CS2 remain a requirement to move through the Alpine Certification Ladder, even those who attend the events by choice have reported a positive experience. This contributes to a greater understanding and application for teaching all populations and disciplines.

It is well known the workbook must be completed prior to the event and this can take many hours. Some instructors plan study groups around lessons to get it done. However, besides completing the workbook, how else can you prepare? One tip is to keep a journal of your lessons, especially the most successful ones and those that proved to be a bit challenging. Consider aspects of the Children's Specialist Standards to identify key points that led to that positive (or challenging) experience, such as the CAP model and other pertinent developmental theories. Being consciously aware of the choices we make, and their intended outcomes, are what separate the good children's pros from the best kid's pros. Refer

Scenario: Let's say the skill focus for a group of 8 year olds is turn shape. One straight-forward approach is to tell them to make short, then medium, then large radius turns. This may be the desired goal but your idea of small may be different from theirs. Instead, ask them to name a small and round fruit. How about a plum? What's a round fruit that's a little bigger than a plum? How about a grapefruit? Now what's larger than grapefruit? How about melon? Making size relevant to their life experience will help these kiddos to understand the differences in radius.

to the Children's Specialist Rubric located on our website for a chart of the expectations and standards. Go to psia-e.org then click on Children's Education > CS Resources > CS1/CS2 Rubric for more information.

Another tip to prepare for the CS1 and CS2 is to ask a trustworthy veteran instructor to shadow your group. It is invaluable to have an extra set of eyes and ears to give immediate and constructive feedback on stated goals, terrain selection, group dynamics, management of practice and feedback given to students.

Whether by necessity or by choice, attending the CS1 or CS2 events is money well spent. Participants learn about teaching students of all ages and stages and will undoubtedly take home new ideas. The most important reminder for those attending is to ask questions and contribute to the conversation. Remember, the more you DO the more you learn. >>



You Are Always In My View (A Trainer's View)

Tina Buckley

PSIA-E ACE Team Member

Staff Trainer, Bear Creek Mtn. Resort

Winter comes and here we go
Training indoors and on snow,
To pivot, slip, to slide and turn
Until all our muscles burn.

Every day, while on the hills
I bombard you with new drills,
Movement assessment and teaching, too
To coach you on the professional view.

You are always in my view
I enjoy the way you grew
I don't want you to be scared
I want for you to be best prepared.

So let it snow or let it rain
On the slope we go to train
In the dark, the cold, the heat
Repeat, repeat, repeat, repeat.

I see you struggle and then succeed
Both in slower and in higher speed
And throughout this training ski program
You'll get ready for the desired exam.

The day will come when you will go
To get assessed now on the snow
To prove you own the newest skills,
And are familiar with the coolest drills.

Because I know exams are tough
I hope this training was enough
Preparation at its best
Is also put here to the test.

You are always in my view
No matter how you'll finally do
And remember, while you are there
My fingers are crossed, because I care.

xx-ploring

Nordic Review – Winter Highlights

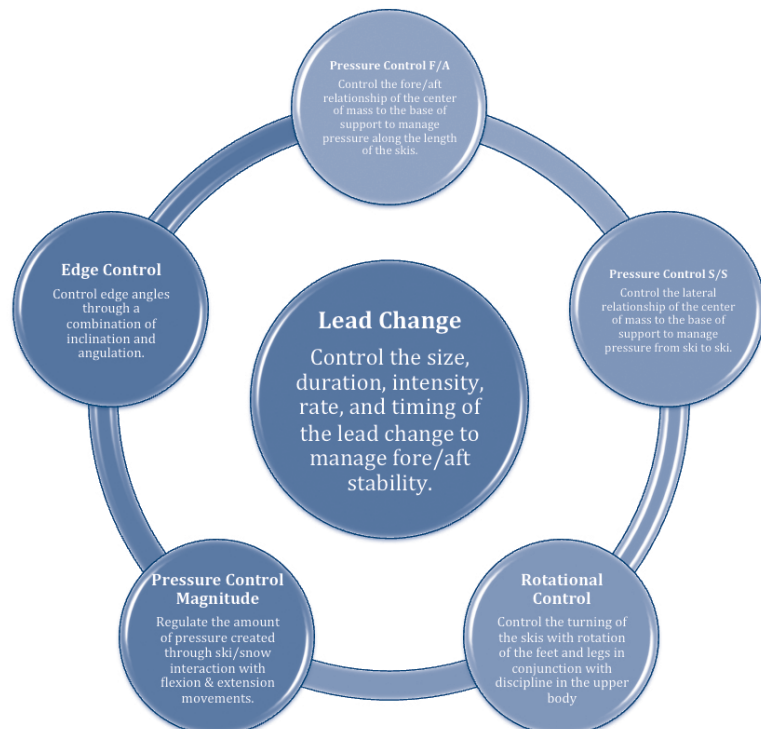
By Mickey Stone

PSIA-E Nordic Coordinator

A great start to the season has filled our early season events very well. The World Cup excitement at Killington, Vermont in November just seemed to get us back in the swing of winter sports. This is truly an exciting time for Vermont and New England with a good snow base through the holidays.

We would like to recognize and congratulate Dave Berger from Big Boulder ski area who received the prestigious Kare Anderson Award at Pro Jam at Mount Snow in December. Dave has been telemarking for about 12 years and has obtained Level II certification. Dave has been a great supporter to our discipline for many years, so much so he has become a personal Aquavit supplier for our famous Norwegian parties. His passion for the sport has taken him on many long road trips through New England hitting festivals and taking events. We would like to congratulate Dave on this award and thank him for his gratitude and support through the years. Way to go Dave!!!

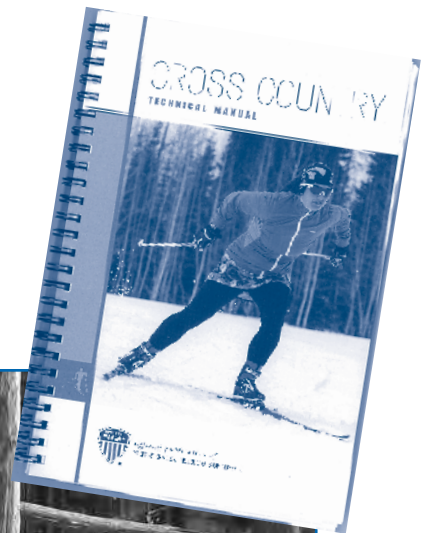
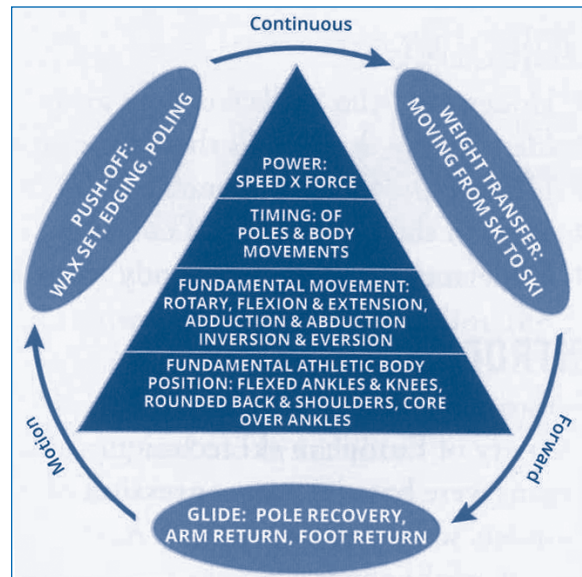
Earlier this season, even before the World Cup, I had the chance to represent the East at the Fall National Conference at A Basin. The goal was for each discipline to create a Fundamental Movement Component that would allow all disciplines to see what similarities and differences there are in our sports. In addition to creating other supportive materials. I am happy to announce the Telemark group created the Fundamental Telemark Movements, Level I, II, III test questions for online exams (50 for each level), Level I Study Guide. They also started to review the National Standards and tweaked the Visual Cues Document. Having all of these great teaching documents, plus the new Telemark Manual that was released in 2015, allows telemark teachers to have a strong educational background to ground their teaching deliveries. Congrats to all divisional coordinators and the Nordic team for their efforts.



Also, the Cross Country side created Fundamental Movements within a Cross Country Technical Model. To enhance these publications National released the NEW Cross Country Manual this 2016-17 season. It can be purchased as hardcopy, digitally or both. The Nordic National Team and the divisional coordinators linked the USSA principles together with PSIA and came up with a very comprehensive Technical Model to follow and to use as guide for teaching all levels. Purchase these manuals and use these new educational materials this season. Look to the PSIA Nordic section on the website for more info and templates.

Our two teams just spent Team Training in January reviewing, understanding and getting ready to deploy some of this new material in our clinics. The Telemark and the Cross Country Teams of Examiners, Development team and DCL's put in quality training time on the hill and in the classroom (which I guess is also on the hill). Kudos to all team members for their time and valuable comments during training and throughout the year. Here they are at training in the below photo.

Good luck with the rest of your teaching and skiing season. I know we will get more snow!!! ☀☀



Cross Country Team Training at Trapp Family Lodge: Hal Westwood, Dale Rodgers, Julie West, Mark Lacey, Mike Innes, Randy French

AASI Update

By Brian Donovan
AASI Advisor

Calling all Snowboarders near and far! The AASI-Eastern Division Steering Committee is seeking a member interested in joining the committee.

What does this mean?

- The Member-At-Large is a volunteer position that helps to shape the direction of AASI in the Eastern Division.
- The Member-At-Large helps to represent the AASI-E members as the Steering Committee makes decisions regarding policies and procedures that govern snowboarding in the division. The Steering Committee decides on the priorities and order of business for AASI-E and helps to manage the general course of the yearly operations.
- The Member-At-Large has the ability to make motions to the AASI-E Steering Committee and also has the responsibility to vote on all motions brought before the Steering Committee.

The nitty gritty:

- The Member-At-Large position is open to any member of the Eastern Division that is a current AASI Level 1 or higher certified instructor.
- The Member-At-Large will be required to participate in up to six AASI-E Steering Committee meetings annually. Some meetings occur via conference call and some meetings occur in person at pre-selected locations.
- It will be the responsibility of the Member-At-Large to either travel to the location of Steering Committee meetings or to conference call into all meetings. All Steering Committee members are volunteer positions and do not include travel reimbursement or a wage.
- The Member-At-Large will serve a 3-year term beginning in the spring of 2017 and ending in the spring of 2020. In the winter 2020 issue of SnowPro, the voting will be opened for the next Member-At-Large term.

If you are interested in a spot on the AASI-E Steering Committee, here's what you need to do:

- Prepare the following:
 - Your resume
 - A brief position statement regarding your beliefs about the needs of AASI-E members and how you hope to best represent those members' needs as part of the AASI-E Steering Committee.
- Submit your resume and position statements to Brian Donovan (mrbriandonovan@hotmail.com) by no later than March 3, 2017.

The Steering Committee will vote to select the most qualified candidate. The new Member-At-Large will be announced on March 17, 2017. ⚡

It Was There the Whole Time

By Anthony Bailey
AASI Level III
Stratton Resort, VT

Over the years I've heard instructors talk about the "secrets" to teaching and riding. Well today I'm here to tell you these secrets aren't really secrets at all. There's no code, no special handshakes, no tricks or shortcuts. I'd like to talk specifically about teaching segments during the exam process.

For me, I think the biggest "aha!" moment came at an exam prep when it was explained how to structure a good teaching segment. It was explained that we're trying to change people's riding, which coincidentally is what we're trying to do when we take out lessons at our home resort. It was encouraged that whatever lesson topic you're given at the exam, you develop a baseline. Do this by watching them ride, look for tendencies, look for safety moves, look for fluidity, look for ownership of a particular move, look to see how their riding changes with the terrain. It's important to remember it's going to be different for everyone. Again, aside from our never-ever lessons, don't we try to develop a baseline for our students so we can decide where to go from there? I think one thing that should be noted is when we're developing our baseline in the exam, don't just look at things you think need to be fixed. Look for something that inspires you, look for something one person is doing that the rest of the group could benefit from. Now the fun begins, pick something out and roll with it. Do your best to give out individual tasks and feedback. Everyone in your group will be doing something slightly different, and it's important to cater to them, just as you would during a lesson at your resort. Finish things up with a nice wrap up about what you saw, what you told them, and where they can take it from here. Which, not to sound like a broken record, is what we do with our students at our home resorts.

Unfortunately in the exam setting some candidates will try and work with a pre-planned teaching segment that they've taught or rehearsed at their home resort. From the moment they're given their teaching topic, they have everything planned out, they have their progression lined up, and they know what their final outcome will be. Can you imagine trying to do this when teaching a lesson at your home resort? Imagine having a group of beginners that are just starting to link turns and using a linear progression that is the same for everyone. Imagine moving onto carved turns because you have it all timed out to finish at the exact time you planned, but the group doesn't have a handle on seamlessly connecting turns without hesitation. When we take out lessons we cater to our students individual needs, we give extra time to those who still need to work on something, and we get creative with those who already have a handle on it. This is what should happen during your teaching segment at an exam. When this was explained to me, it was like a huge weight being lifted off my shoulders, it instantly made the exam seem more attainable.

There you have it, that's the secret to a successful teaching segment - teach the way you always do - teach based on what you see. Everyone will get something out of it and it will be a more enjoyable time for you and everyone else. ⚡

How Do I Stop This Thing?

By Marty Wallace

AASI L2

Windham Mountain Resort

Every so often an instructor comes into the locker room after a long, bitter cold day and says “I don’t know what happened, my student just fell apart up on the slope; he was *totally* out of control!” If our boss hears this, that instructor might be accused of “over-terraining” the student.

We know successful lessons are helped by keeping a student on appropriate terrain for the skills that are being taught. For improving familiar skills we can increase the terrain; however, if we attempt to teach a new skill on more difficult terrain, it usually doesn’t end well. We must be aware that where we are going and what we are teaching, *both* have to fit the student and the skill to be mastered. As instructors we need to keep our students safe, and that requires awareness of whether or not they know how to control their speed. An often-repeated mistake is taking students on terrain that is above their ability or comfort zone. This mistake can be severely compounded if a student is unable to stop, or control their speed, on any terrain.

Many of my students are adult never-ers, usually over thirty years old. One of the most frequently asked questions I get, shortly after the lesson starts, is: “Can you tell me how to stop this thing?” Not an unreasonable request for someone who is beyond the youthful need-for-speed and who might have a young child and/or other responsibilities at home. All my students will agree that knowing how to stop, and stop quickly, is a highly desirable skill. The *Snowboard Instructor’s Guide*, I bought when I started instructing, indicates to use turn shape to control speed. Riders keep turning the board until he or she begins to go back uphill, then the board should stall-out and stop. While this approach may work well in their closely choreographed lesson on virtually flat, never-ever terrain, this isn’t always possible, or practical, on the crowded, narrow slope on which our novice student often finds his or herself shortly after leaving their lesson. As a result, I’ve used their question to segue into the subject of executing emergency brake, or ‘hockey’ stop, from any situation where the board is heading downhill, perhaps even straight down the fall line like a run-away train.

Throughout the lesson we build balance, edge control and turning skills that will normally enable students to traverse the slope, turn and stop under control. Should things go awry while following this

standard approach, the emergency brake option gives them a quick way to safely stop. The prerequisite for this maneuver is for the student to have a reasonably solid heel-side turn with reasonably good balance. I bring them to a spot that’s almost dead level. I introduce pivot by first demonstrating, then having them make snow angels with their boards with no downhill movement. We start with relatively small angels, then quickly progress to the point where they can do a 90° pivot in the direction of a normal, heel-side turn with good balance. I stress that the successful stop will blend tilt with pivot; they need to increase the board’s tilt angle, by pulling their toes toward their shins (dorsiflexion), as they are pivoting the board across the fall line. I also mention they can increase stopping effectiveness, and maintain balance, by gradually blending in knee flexion as they are executing this stop maneuver. I explain with practice, they will begin to feel the proper amount of pivot, flexion and tilt required to stop with the board perpendicular to the fall line. Some instructors frequently say “you just need to do this or that” to be successful; but like most snowboarding skills, it’s really doing a little bit of everything-all the time!

When all my students have a basic understanding of what is required, I ride downhill toward the group and demonstrate the quick stop from above. They can clearly see me start the heel-side turn then blending pivot, knee flexion, and tilt to bring the board to a stop. Next, I have the first student start down the slope and begin a

heel-side turn with me walking beside them. Many will look at their feet as if the downward gaze will magically force the board to do what is expected! If that happens, I explain tilting their head can throw off their balance. An offer to hold my hand for a little extra balance is usually accepted, but I quickly wean them off the hand-holding. I suggest they start the pivot and gradually increase knee flexion and the board’s tilt angle. For most students, the move comes pretty quickly. Some students will not tilt enough, some may either continue over-rotating or sideslip down the slope. With some corrective action on the instructor’s part, most everyone will be successful after a short while. For example, if someone continues spinning because they are executing the move with upper-body rotation, I first congratulate them on a fine 180 or 360, then I get them to focus more on their lower body. When a student is successful it really raises their confidence level.

I encourage everyone to use this maneuver when they think they are getting close to their own personal speed limit. This is the point just before they say: “Ohhh craaap! I’m going waaay tooo fast!” I also suggest they blend it into traversing exercises for speed control, for slowing down before going from heel to toe-side, or skidding to a stop. Of course, using turn shape is still the ultimate first choice to control speed, but now each student will hopefully have a solid skill set when they need to slow down and allow them to keep heading down the hill under reasonable control. ◀◀



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I Am a Bad Mom and Proud of It

By Holly Anne Andersen
AASI Eastern Examiner, Adaptive Examiner & Steering Committee Member

Over the summer, a movie was released called *Bad Moms* that exemplified how overwhelming parenting can be. I watched it a number of times, with different groups of parents, and I kept coming to the same conclusion—this movie is an autobiography of my life.

It presented the challenges of being a mom in a funny and sometimes too honest way. For me to take care of my kids means constant and overwhelming scheduling, packing, unpacking; getting them to tennis, gymnastics, baseball, and to the mountain with every appropriate piece of gear—all in a constant negotiation (“No sweetheart, you do have to put on pants to go to school. No honey, your kitty cannot go to school with you today, please take her out of your backpack.”). For me, it means crappy lunches at my desk, constantly running as fast as I can and feeling like a failure, and facing my ultimate nemesis—the gosh-darn PTA.

Growing up in the snow sports industry, it has been a pleasure to see my friends have kids, and I’ve noticed how our conversations have changed as we have grown our families. Parenting, however, is no joke. I can hear my mother at present saying “No, really?” with sarcasm and honesty. I am preaching to the choir that the process, and as I’ve already mentioned, the responsibility of parenting is, at times, daunting all by itself.

I thought about the *Bad Moms* movie over and over this fall. Every year, everyone in the ski industry sits down and sorts out our winter work schedules. When, in October, I sat at the kitchen table with a blank calendar, to each side of me were schedules: my full-time job work schedule, my husband’s full-time work schedule, my girls’ school schedules, board meeting schedules, my AASI and Adaptive schedules, and my volunteer schedules at two different adaptive programs. I tried to hold off tears thinking: “How am I going to do this? As it is, I can barely keep everything in my life going. I am thrilled every morning when I get Josie on the bus, with the sixteen items she needs. Then pack up Celia to get to her pre-kindergarten with the nap blanket, lunch, share bag, etc. And, still show up to work with only a few miscellaneous stains.” I do not live near my family, my husband works an hour away, my youngest never sleeps, and I could go on and on but you get the picture.

I could hear my friends, family, and coworkers, who are not involved in the ski industry, making comments like: “How long are you going to do this?”

When are you going to give that up? Why do you work all the time anyway? Don’t you know how old you are, snowboarding, really?” I could feel myself agreeing with them, thinking about the inevitable stomach bug we are going to get over the course of the winter; the business trip that pops-up so you have to plan and pack at a moment’s notice; all the preparation that comes with the holidays; how, by Presidents’ Week, my house is a mess; and how every meal comes out of a crock pot. I can’t help thinking: “What if I get hurt again? What then? I can’t be hurt—I need to pay my mortgage; pick-up and drop-off my kids; train with them for talent shows; do their homework with them; and keep my full-time, year-round job. Oh right, that too.”

And then, we just do it. I feel like we step on the rollercoaster, that is ski season, and we just figure it out. Rehire training comes around and you remember why you add all these extra steps to your life. You see longtime friends (Brennan McGuane, for example, who gives you the best compliment of your life) that share your experiences and love of this silly sport. You go to volunteer at your favorite adaptive program and you remember the warriors need you and the freedom that comes with sliding. I watch my girls ride with their friends, my friends, and with their parents. (I hate that it is true that parents shouldn’t teach their kids, can’t I be the exception?) I get to go to education staff training and I remember what it is like to ride with kindred spirits, people that love my sport as much as I do. When I ride with Brian Donovan, Mike Ma, Amy Gan, Rob Bevier, and KC Gandee (to name only a few) they remind me that riding fills our souls and brings us all together. I need to be out there just as much as my kids do. We need to be outdoors and to be active on the mountain to keep us happy, to keep our cups full. My kids get to ride with members of the greatest community I have ever known, that of our PSIA and AASI families. And I remember, I need this community as much as my children do.

I love being a parent. It is has been the greatest honor of my life to be Josie and Celia’s mom. The best part of my day is the last half-an-hour before bedtime when we sit and watch a show or read a book, and they snuggle up against me. I love when they crawl in bed with me in the middle of the night and I can hear them breathe while I am holding them. But to watch them ride, is, well ... unbelievable.

So I implore all parents out there—keep at it. It is one more thing on your plates, the plates that overflow every day. But, it is the one more thing you will do during the winter that will keep you happy and your children engaged in our lifestyle. You will forget mittens, snow pants and goggles, that’s ok. Get out and ride for yourself as much as is reasonable. Whether you are a stay at home mom, working mom, single mom, or dad in any of the aforementioned categories, get out on the mountain and stay there.

I may be the mother that brings a bag of potato chips to every potluck, unset Jello to every bake sale (oh, how I loathe the bake sale), and make my kids order Shirley Temples on their own. But I am also the mother who provides my kids with the mountain experiences that will help them to overcome life’s little challenges. I am the mother who introduces them to the people that will help them along the way, just like my parents did for me. If this makes me a Bad Mom, I will proudly wear that title.

Holly Anne Andersen

Mother to Celia and Josie

AASI Eastern Examiner, Adaptive Examiner & Steering Committee member ☞

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Preparing for the Changes in the Certification Process

By Kathy Chandler

Adaptive Advisor

Adaptive Steering Committee Chairperson

Each year the Adaptive Board of Examiners meet twice to discuss our membership and how to continue to improve the education and certification process. This year the changes we have made are directed at the Level II and Level III certification. The skiing exam will be the first exam that all candidates will take and a teaching and professional knowledge piece will be included in that exam. In preparing for these changes, here are some suggestions.

First, know the tasks you may be asked to do. The skiing portion is task centered. Go to the Adaptive or Alpine Exam Guides for a list, and descriptions of most tasks. Then, get out on the hill and practice each one listed. Do them with your clinic leaders or alpine school on blue and black terrain. Examples of tasks include wedge turns, wedge christies, side slip, straight run to a hockey stop, falling leaf, short, medium and long radius turns, leapers, stem and step turns, and more.

The professional knowledge piece, is likely to be a short segment in the middle of the day. To prepare, look at the glossary in the *Alpine Technical Manual* and know how to describe each of those words and perhaps show them on the snow. There are words like “flex, edge,” or “rotation” and many more. Work with a partner, quiz each other, and be able to show what you mean. You will only have a short time, maybe 5 minutes, so you will need to know how to describe a word quickly.

Finally, there is the teaching portion. When teaching one of the skiing tasks to your peers you will be using the five fundamental mechanics of skiing. Again, practice at your home mountain. Work with each other and teach the fundamental mechanics to your peers, or better yet, apply it to your lessons every day. Ask yourself how each fundamental applies to what you teach your students. Practice makes perfect.

The scoring for each section will use a numerical system, 1 to 6, (1 being not so good and 6 exceptional) with room for comments. It will be a full day, but in the end we will see some good teaching. Take some time to practice the tasks and teach at home to feel comfortable doing it in the exam. Once this exam is passed, you can move on to the disability modules. <<

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Getting Ready for Your Level II or III Skiing Module

By Aurora Kushner
Adaptive Clinic Leader

It is so exciting that this winter has already proven to be better than last year! We hope this translates into seeing some of you getting ready for your Level II and III this winter. As mentioned in the Fall 2016 issue of the *SnowPro*, the skiing component of the Level II and III exams will be the first module you will need to pass before moving onto the other components of the exam. The format of this day has also changed, so please read on to know how to best prepare yourself for the event.

The exam will be divided into three sections that will assess your skiing strengths and abilities, your technical knowledge, and how you are able to describe and integrate the five fundamental mechanics into your skiing and teaching.

The first section will be skiing a variety of tasks, as directed by the examiner. During this portion of the exam, the examiner will read you a description of the task and you will be asked to demonstrate it. You will be asked to demonstrate between 4-6 skiing tasks, including, but not limited to skating, wedge turns, straight run to a hockey stop, or falling leaf. More about these tasks may be found in the *Adaptive Exam Guide*.

The second component of the exam will be short professional knowledge scenarios. Using the *Alpine Technical Manual* glossary as a guide, candidates will draw 1-3 cards. You will be asked to define and teach this concept to the group.

The third, and final component of the day, will be the teaching segment. During this segment candidates will use the tasks from the morning as a vehicle for delivering one of the fundamental mechanics of skiing. Candidates will teach the fundamental through the task to the group. As a reminder, the five fundamentals of skiing are:

1. Control the relationship of the center of mass to the base of support to direct pressure along the length of the skis.
2. Control pressure from ski to ski, and direct pressure to the outside ski.
3. Control edge angles with a combination of inclination and angulation.
4. Control the skis' rotation with leg rotation, separate from the upper body.
5. Regulate the magnitude of pressure created through ski-to-snow interaction.

While each exam may be a little different due to conditions, examiner, group, and more, here is how the day may look for your group:

9:00 - 11:00 – Skiing Tasks

11:00 - 12:30 – Short Professional Knowledge Scenarios

12:30 - 1:15 – Lunch

1:15 - 3:45 – Teaching Segment

Good luck in your preparation. Use the resources available to you and don't hesitate to reach out to the ABOE with any questions. We look forward to seeing you out there! ☘

your turn

Finding Strength in Your Passions

By Patrick Murray
Alpine Level II

Being a ski instructor has brought great joy into my life, both through the professional success I have had in the industry and the people I have been fortunate enough to meet along the way. While working at Gore Mountain, in upstate New York, I was able to work on my professional development while building up a consistent clientele. PSIA culture is strong at Gore and Brian Smith was one of my trainers. We would go out in training groups, work through different teaching scenarios, and test ourselves with different tasks and “stupid skier tricks.” I took this training to heart and pursued my PSIA First Tracks and earned my Level I certification in 2004. My introduction to PSIA proved to be invaluable and I soon built up a consistent clientele base of request private lessons. In 2008, I proudly earned my PSIA Level 2 Alpine certification and was awarded Instructor of the Year by my peers, supervisors, and my Snow Sports Director, Gail Setlock. Things were looking great for me, but as I was preparing to enter into the 2012-2013 season, things took an unexpected turn.

I suffer from a condition known as ulcerative colitis (UC). UC is an autoimmune disorder of the large intestine. It is a result of an abnormal response of the body's immune system where the immune system mistakes food and otherwise healthy bacteria as a threat and sends white blood cells to the lining of the intestines, producing chronic inflammation and ulcers. While getting ready for the season in December 2012, my condition was flaring, and I approached Gail and told her I was unsure if I would be able to work the season. I decided to take the season off, but had no idea what challenges I would soon face. In February 2013, I was admitted to Glens Falls Hospital with severe blockages caused by my UC. The situation at the hospital was grim as my body had become septic and major organs were starting to shut down. The first night in the hospital I went from serious to critical condition before eventually slipping into a coma. The prognosis on my ability to make a recovery was not good.

Given the state of my body, the doctors gave me little chance of survival. A phone call, that I cannot imagine, was made to my family. My father was told that if he wanted to say goodbye he should get to the hospital that night because there was not a lot of hope I would make it to the morning. While I was in my coma there was an outpouring of love and support from my family, friends, and the beautiful community of North Creek, New York. They all gathered and prayed for a miracle. Three days passed and I remained in a coma. Then, much to everyone's surprise and happiness, I woke up.

While waking up was viewed as a miracle, the doctors still cautioned that my life would not be the same. I would have to relearn to walk and talk because my body and mind had been through too much trauma. I remained in the hospital for another week constantly hooked-up to oxygen in order to breathe. When it was finally time to take off my oxygen mask, the doctors warned my family that if I did not respond well, they would need to do an emergency tracheotomy. When they pulled the mask off, I immediately told them they were crazy to think they would perform that surgery. While this was a shock, it was also a great sign because it showed I was, in fact, recovering. After two long months in I.C.U., I went home to start my incredible journey back.

It was hard not having the strength or endurance I once did; however, over the past four years I have gotten back to teaching skiing, working at the Garnett Hill Lodge near Gore. Skiing and instructing is one of the true loves in my life. This season I reinstated in PSIA and look forward to once again pursuing my passion of instructing.

I write this, not to tell my story of success, but to give hope and inspiration for those who are struggling and feel life has become too challenging. Never give up. Your family, friends, and your community mean everything and they are worth fighting for. Believe in your faith and stay true to your convictions because, sometimes, they will be the rope you use to climb out of a deep hole.

Anyone who wants to reach out to me to learn more about this disease or how I rebuilt my strength (or anyone who wants to make some turns!) can reach me at Garnet Hill Ski Center. A special thanks to Candace Charles at PSIA, Garnet Hill Lodge, Gore Mountain, and my family and friends. I have been truly blessed with the best people. «

Halfpipe and the Center of Mass

By Peter Novom

PSIA-E Alpine Development Team

Alpine Level III

In the fall of 2014, after spending four years bouncing between Japan and New Zealand in an endless winter, I found myself back in Vermont for my 18th season as a ski instructor. PSIA had just released a new technical manual and I was looking for a way to immerse myself in the new material. The timing could not have been better as the scheduling wizards and educational content creators at PSIA-E had just launched the Eastern Trainers Academy. Perfect, I thought. Sign me up!

The Trainers Academy was phenomenal. As expected we ran through the new exam standards to help clarify, but most of the time was spent on the new “5 Fundamentals.” While they initially read as a minor addition to the skills concept, after spending two days on snow, I was totally blown away by how the fundamentals may be used as both an ideal, and a diagnostic tool, at any level.

Fast forward to late December. I had a private lesson with a seven year old named Alex who wanted an introduction to halfpipe skiing. We followed my normal progression of warming up with some higher speed skiing to see if he could handle more aggressive parallel turns. Then we played around with quick changes in pitch. At my home mountain there is a natural quarter pipe between two green runs. The challenges are to practice dropping in and generating enough speed to make it up to the top. I was looking to see if he could go from flat to steep pitch and stay balanced over his equipment.

In a typical intermediate ski lesson, I spend a lot of time working on the ability to **control the relationship of the center of mass (CoM) to the base of support (BoS) to direct pressure along the length of the skis.** In this instance it was no different. I needed Alex to demonstrate he could control that relationship during the rapid transitions that happen in the halfpipe. Initially he was chasing his feet down the hill, but after some practice moving and jumping up and down in the natural quarter pipe he found his center.

Alex absolutely loved it! The giggles were exploding out of him and I felt totally comfortable taking him into our halfpipe. We high fived and I told him he was ready. On to the pipe! On the way up

the lift, there was a moment to reflect as we chatted about the new Star Wars movie. Alex especially liked the Tie Fighters and how they maneuvered around anything. That’s when I had an epiphany, we can make this into a game!

On the way to the superpipe, I made a quick plan to help Alex stay over his feet. We became a team of two TIE Fighters where I was the leader and he the follower. We started at the top of the pipe. He was nervous, but I reassured him. I took a slow line, careful to make a rounded turn, only traveling a third of the way up the wall. My goal was to show him the path to take and demonstrate keeping my COM over my BOS. His jobs were simple: keeping his hands forward, moving and reaching with his whole body for the controls, staying right on my tail, and not letting the TIE Fighter’s controls slip away. The result? A fantastic first run he nailed because we went out and practiced staying centered over his feet a lot.

As I took my boots off at the end of the day, I ran through the lesson in my mind. The Trainers Academy showed me how to apply the 5 Fundamentals to a turn. By focusing that lens into the halfpipe, I had another way to breakdown the strengths and weaknesses of a student. Alex, like many intermediate seven year olds, had a minimal grasp of what it means to balance along the length of the ski; however, after much practice, he could move and adapt to much harsher terrain changes like moving up and down the walls of the halfpipe. Next, we were able to tackle how to time the edge change, which line to take in the pipe, and what turn shape to make. But even as Alex progressed higher up the wall and to a more advanced line, he was able to continue to control the relationship between his CoM and BoS. «

Getting Out of Your Comfort Zone: It’s Closer Than You Think

By Matt Ellis

Alpine Examiner Training Squad

Technical Director - Jack Frost and

Big Boulder Ski Areas

He stood on top of The Wall like a gendarme guarding an alpine summit. Every fiber of his body was tense with anticipation. This was evident even through the bulky layers of finely labeled ski apparel that covered his average size frame. His gaze was intense. Eyes focused like lasers on the pitch that dropped away from the bottom of his skis. You could practically see the smoke rising off his temples as he concentrated down the pitch in the cold February afternoon awash in sunshine.

“The Wall” is a short, but very steep trail, at the eastern most reaches of the Holiday Valley, NY ski area. I was skiing there with my tour-guide-for-the-day and local trainer Lonny and we were on our second lap down the trail. By this time, neither of us hesitated as we cleared the precipice atop the run. It is here that many stand to gather their courage before they plunge down the frozen descent. We were attacking different portions. Lon taking the skied off and icy section in the middle. I was seeking the few patches of snow remaining on the left side of the trail. Each of us completely focused on our own challenge.

By our third ride up the chair directly above the run, he had still not moved from the spot. Not an inch. Then, a subtle shuffling of his feet broke the stillness. He began a slow, barely perceptible, slip down the slope, as if his subconscious mind was taking over and trying to do damage control before he hurled himself down the waiting monster. He clearly was psyching himself up for this challenge. This skier really wanted to nail this run. He was looking to raise his game and make that leap in performance, conquer his fear, and break through to the next level. He was in the zone, or “flow” state as it’s called. Why not? It is said that being in a flow state is one of the most powerful ways to accelerate learning and performance.

A flow state is when we are so engrossed in an activity that nothing else matters. We lose track of time and it flies by. We have all experienced this feeling at one point, an optimal state of consciousness where we feel and perform great. It takes us to a performance level we don’t normally experience. However, to get to that level, we first have to get into a flow state, and that depends on meeting certain trigger conditions. There are hosts of flow state triggers. One of the most important triggers is that the difficulty of the task should be just outside the performer’s current abilities, but there should be a chance of completing the task successfully.

On our fourth lap up the chair, the psychological thriller on the slope below unfolded at last. The skier rotated his body, taking his skis from across the fall line to slowly facing into the fall line. He hesitated for just a moment as the skis aligned with the short, but relentless pitch. Within an instant, he was on his back careening helplessly down The Wall. Adding to his misery was the slow rotation that started his head down the hill below his skis.

So, what went wrong? You may have guessed it; he picked the wrong challenge. Yes, he had entered a flow state, deep in concentration, and ready to ride the wave of heightened attention and awareness to the next level of performance. However, to remain in that flow state, the challenge level of the task needed to be just outside his skill level. However, how far is “just outside?”

In “The Rise of Superman: Decoding the Science of Ultimate Human Performance,” author Steven Kotler concludes the challenge to skill ratio to keep one focused on the task at hand and in a flow state is not as much as you might think. Kotler has researched how flow states contribute to the performances of athletes in action and adventure sports such as skiing, snowboarding, motocross, skateboarding, surfing, mountain biking, and others; as well as, to people in everyday life. He concluded to stay engaged and maintain a flow state; the challenge needs to be only about 4% greater than current skill levels. It is surely not an exact science, but the real point is that it’s not much.

The skier came to a stop down near the run out of the slope. He got up, brushed himself off and headed toward the lift, no worse for wear. I never saw him again; but, this experience really made me think about how I view my limits, and how hard, and far, I push to get out of my comfort zone. I still enjoy seeking out the steep, gnarly terrain and giving it my all. However, if I finish a run and have barely hung on (or worse), not coming close to making a single turn the way I want, I chalk that run up as “fun.” If I really want to increase my performance, in a way that I will “own it,” I know my challenge should just exceed my ability. It’s when I’m out of my comfort zone, but still able to fully concentrate and perform close to the way I want, that real progress is being made.

Pushing your own, or a student’s, comfort zone, doesn’t always mean going to a steeper slope. It may mean you take an easy task and make it harder. For example, stay on the same slope, but use only one foot, or change the turn shape, size, or speed (up or down). Alternatively, if conditions permit, try the task in chop, powder, or crud, instead of on a groomed slope. The key is to truly know the current skill level so activities can be picked that are just outside one’s grasp. This will give the best chance to maintain focus and tap into the power of flow to accelerate performance.

When working to stretch your limits, or those of your students’, remember: how far you need to go is closer than you think and will take you farther than you thought!

For more on the Flow State, see:

Csikszentmihalyi, Mihaly. *Flow: The Psychology of Optimal Experience*, HarperCollins e-books, 2008.

Kotler, Steven. *The Rise of Superman: Decoding the Science of Ultimate Human Performance*, Boston. New Harvest, Houghton Mifflin Harcourt, 2014. ☀

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.

Out of the Box and Into the Core

By Rick Svencer

Alpine Examiner

Trainer - Killington Snow Sports

If you have been teaching skiing for a number of years, you most likely have encountered a student who has challenged your depth of knowledge. Last season I had an unusually challenging student for two all-day lessons.

The first day began like they all do for a first-time skier. I introduced myself to my new student, Pete, a college student, and helped him get fitted for the appropriate equipment. To develop a personalized lesson plan, I watched Pete as he geared up to see how he carried himself (move/walk) and I asked him questions that would give me some insight into his athleticism and/or physical limitations, attitude, interests, and more. You all know this stuff, so let’s fast forward to the part of the lesson when we moved to Killington’s Terrain Based Learning (TBL) area which offers gentle features that allow for early success.

After walking around on skis, working all the skills, we made our way to the mini half pipe. Pete started to move into the mini half pipe, went two feet, his arms flew up, his legs turned into Jell-O, and he fell. Strike one, we’ve all been there. After giving him more information on how to be successful, we tried again, as soon as Pete’s skis started to slide, strike two with the same discouraging outcome.

I needed to dig deeper into my bag of tricks. I held his hand to give him the assurance I was there and we could ski together, same result. After about three hours and several different approaches, we still had extremely limited success. The best I could do for the remainder of the day was to ski next to him and hold him up with a bamboo pole as we skied down the TBL trail. His “Jell-O legs” were not capable of supporting him. This was a long day for both of us. I needed to come up with something that would work on day two so Pete could experience some level of success independently. During the lesson, I asked him if he ever spent any time at the gym. As expected, his answer was “no.” It was quite evident he had no idea how to engage the muscles in his core and legs.

On day two, I presented Pete with a barbell with 30 pounds of total weight and instructed him to hold the bar out in front of his legs...Bingo! He was off and running, skiing on his own down the TBL trail, making wedge turns. Right about now I’m thinking how I’m going to explain this to Human Resources; however, I was just inches away to assist if needed, and sometimes we need to do a little creative problem solving while keeping safety in mind. When carrying the weights, Pete had to engage his arms, core, hamstring and

glut muscles. This helped put him in an ideal, balanced skiing position: ankles and knees flexed, hands and elbows in front of the hips and body over his feet. In other words, a good athletic stance. Because he was carrying the weight, he was unable to flail his arms and all that power was transferred to his skis. Pete skied all day on the TBL trail with the barbell, happy as hell. After a few runs, we tried one run without the weight. He made progress as he began to understand how to activate his core muscles to keep his body over his skis.

So here is what I learned. In all levels of skiing, it is important to understand how to engage the core, hamstring, glut, and bicep muscles. Most people don’t talk about the hamstrings and gluts, but these muscles are critical. Without this awareness, who knows how long it would have taken Pete to experience any satisfaction in skiing? Maybe never.

Next time you are skiing bumps, or other variable snow conditions, and you find yourself folding at the waist, bobbing for apples, or unable to maintain upper and lower body separation while making short radius turns, you are probably not activating these strong, stabilizing muscles.

In closing, I am not suggesting you bring weights into your lessons; however, by having a better understanding of the importance of these muscles you may have more success in your lessons, as well as in your personal skiing, and perhaps it will help you reach your next level of certification.

To view the video of Pete in action click on the following link: <https://www.youtube.com/watch?v=zUskUbIbRac> ☀



Getting the Edge on Exams

By Sheri Miltenberger

PSIA Alpine 2, Children's Specialist 1, Adaptive 1

In the winter of 2015, I (somewhat obsessively) went after my Alpine Level 2. It was an interesting process and I learned a lot from "those who had gone before." I hope some of the advice gathered along the way will benefit you! Good luck!

Prepare!

Read and study the PSIA/AASI manuals. The technical manuals are very good and the video component accessible on a smart phone was extremely useful. I also borrowed a DVD and watched it at home, and with other instructors, to do practice movement analysis. I was fortunate there were two exam preps nearby that I was able to take. One was with a somewhat intimidating examiner that I later had during the skiing exam; however, since I had already met him I was not as nervous as I might have been. I scribbled notes on index cards on the snow and later in the lodge during lunch. Later I wrote them up and shared them with my group via email. I also took notes when talking with instructors in the ready room.

Practice!

How many leapers did a friend and I practice that year? I was glad, when they were one of the agility/versatility tasks we both had to do! While we practiced, we also videotaped each other, which was useful to watch later with other instructors to get some feedback on what looked good and what could be improved. Also, make-up teaching scenarios and practice them while you're skiing or even driving or doing something else. Talk to instructors to get ideas about what you might see on the dreaded "cards."

I had progressions (stationary drills, on flats, and downhill) prepared and practiced for each skill and many different age levels and scenarios.

Ask for Help - from clinicians and peers

In my family we always say, "If you don't ask, the answer is no." I asked for advice and help constantly, and received a ton! We did not have many formal clinics that year, so I had to initiate informal ones by asking if people were free and would ski with me. At one time I had the pleasure of skiing with two of our Level 3/examiners together! Another Level 3 ran the Sunday morning clinics and was always very accommodating when I asked to work on "Level 2 stuff." I also skied with a friend who is a Level 3/examiner at a different mountain.

In addition, I picked the brains of many other skiers, who were extremely helpful. One friend met me for coffee to chat and ended up staying for dinner; which was cooked by my son for an "international day" project at school. Whenever I smell curry, it reminds me of Level 2 prep!

Volunteer What You Know - to avoid getting asked what you don't

During the movement analysis part of the teaching exam the examiner would throw out questions to the group. Mostly, one other candidate and I answered them. We both passed that section, and no one else in our group did. Coincidence? I think not. The others did not speak up and share their knowledge and were later called upon by name to answer questions they did not know. If you know something, don't be afraid to tell it! But be careful to not talk too much, especially about topics you don't know well. Even if volunteering is a little out of your comfort zone, it's worth practicing so you can do it. Once an examiner realizes that you know your stuff, you may be able to relax a little as she or he calls on others.

Take Care of Your Basic Needs - and help those in your group (within reason)

Make sure you have eaten, gone to the bathroom, have hand warmers, cough drops, snacks, etc. If possible, bring some extras to share with the group. I was told by an examiner (in the hotel hot tub the night before the skiing part) that the groups that bond together the most and support each other have better overall passing results. With that in mind, I bought chocolate for my group and passed it out. We agreed that if we had a good run, we would reward ourselves and if not, we'd eat to make ourselves feel better! We also sang the "Everything is Awesome" song from the Lego movie frequently. Almost everyone in the ski group passed, except for one person who wasn't feeling well. For a while, I tried to boost her spirits, but she often asked how she looked. Eventually, I had to not watch her so I could concentrate on what I needed to do.

When Describing a Drill Ask "Is it skillful?"


As you are considering the activities in your teaching segment, ask yourself, "Is it skillful?" Be sure you can justify what you are asking your "students" to do. For example, if you describe playing "follow the leader" with a group of children, you'd better be able to state the purpose behind it and the skills they'll be using.

Have Fun and Enjoy the Experience!

This was the advice that I thought was the most foolish, and I was surprised at how much fun I had during the exams. Let's face it, even a nerve-racking day skiing or riding is still a pretty good day!

People were extremely kind with sharing their knowledge and advice while I was preparing. I have certainly learned a lot from my fellow instructors and I am very grateful to all of them. Thank you! ☺

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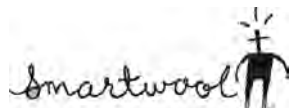
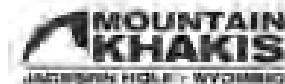
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