

## NextCore Action Group: One Year Later

**Ambitious group of young members brings new ideas and energy to the Eastern Division!**

*By Dave Isaacs and Shannon Rucker, NextCore Action Group and Katherine MacLauchlan, NextCore Advisor*

In September of 2018, the Eastern Board approved a proposal by our CEO, Michael Mendrick, to create a group of young members aged 16 – 36 and provide them with the resources to create new programs and initiatives to help them stay engaged and engage others in PSIA-AASI. The Board unanimously supported the proposal and “NextCore” (our “next core of members”) was born.

As the NextCore Action Group wraps up its first year, it’s a good time to take a closer look at this ambitious and talented group of 14 young members and the progress they’ve already made in their mission to attract, engage and retain members from our younger demographic. Chris Schneider, one of the founding members of the group, describes NextCore as, “A group made up of young go-getters with a healthy mix of skiers and riders. We all have had some opportunity where we broke through a boundary to help make our sports better for both students and coworkers.”

During the past year, the group members have brainstormed ideas and established goals through video conference “Zoom” meetings, extensive discussions on their dedicated online Basecamp group site and on Facebook via the expanded NextCore Facebook Advisory group and its 35 members.

Last spring, NextCore members had the opportunity to meet in person at Stratton, VT during

Spring Rally for a day of sliding on snow together along with productive conversations on the chairlift, at lunch, and après.

From these conversations and efforts, NextCore has done much to fulfill its mission and has been complemented by other initiatives already in progress, such as the new quarterly dues payment option available only to Eastern Division members. By engaging and empowering the younger demographic of the organization, we saw new levels of participation in last year’s elections for the Board of Directors, including some candidates for Regions 3 & 4 from NextCore. While the NextCore candidates ultimately were not successful, the Board saw an opportunity to create two at-large positions for special one-year appointments to increase diversity in age, gender, and snow sports discipline. As a result, NextCore member Dave Isaacs and NextCore “demographic” member Katie Brinton were invited to join the Eastern Board of Directors – a historic decision and initiative by the Division.

At the June Board meeting, the first big idea and action plan was presented by NextCore: To overhaul, update and improve our social media presence. Since that time, under the leadership of Shannon Rucker and Dave Isaacs, NextCore members have worked with members of the office staff, especially Hannah Buckey who is also a NextCore “ex officio” member, to organize and develop content our members want to see and that presents our organization to the general public. With the input of others (and still room to get involved!),

*continued on page 12* ➤➤



NextCore Action Group members gathered for a day of ideas and exchange on and off the hill during the 2019 Spring Rally at Stratton, VT.

## PSIA-AASI Eastern Division Area Rep Program Recognizes Long-Time Serving Area Reps

*By Joan Heaton  
Region 6 Director  
Area Rep Coordinator*

The PSIA-AASI Eastern Division Area Rep Program continues to recognize its long-time serving members. The *Recognition Program for Long-time Serving Area Reps* has been well received. This year, the following four Area Reps will be recognized for serving in our program for 10 years:

**Briggs Allen** – Southern Division Snowsports School

**Paul Berntsen** – Crotched Mountain

**Jim Hayes** – Double H Ranch

**Jeff McWilliams** – Massanutten Ski Resort

Certificates will be presented at the Snowsports School Management Seminar and at ProJam in December 2019.

Presently, 132 Area Reps serve in our Eastern Division as dedicated liaisons to our snowsports schools and as sounding boards for providing valuable input and ideas to our Eastern Board of Directors. The Reps are also willing helpers for special PSIA-AASI Eastern Division projects and events.

All members should check with their Snowsports School Director to be sure that they know the name of the Area Rep. If by chance, the school may not have an Area Rep, please speak with your Snowsports School Director. Your area’s Rep could be YOU!! ☞

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## view from the chair

ROSS BOISVERT,  
BOARD CHAIR



**H**ello Eastern Members! As I write this the colors are fading and the nights are chilling off nicely. By the time you read this we may even have an open area or two in the East. The season is upon us!

It's been a very busy "off-season" for your Board of Directors and staff. In fact, we refer to it as our "planning season" instead of off-season since spring through fall is the time for us to focus on making the changes we need in order to better serve you, our members.

One change you'll notice is the name of this column in now "Message from the Board Chair" instead of "President's Message." That's right, my title as the head volunteer leader of the association is now Board Chair. This change, along with related changes to our Vice Chair (formerly Vice President Pete Howard) and CEO (formerly Executive Director Michael Mendrick) were approved by the Board at our meeting on September 29 – October 1 in order to be more relevant and reflective of our respective

roles in the organization. It is also more acceptable contemporary terminology used by membership and trade associations (including our national PSIA-AASI and several other PSIA-AASI divisions).

This is part of a much bigger evolution in our governance and professional management of the organization that has been taking place since June when we hired Sherry Jennings, Ph.D. of Sound Governance to help us transition from our outdated model to a more effective and efficient model called Policy Governance. Sherry joined us for our fall Board meeting and led us through two days of training and exercises toward our gaining an understanding of how Policy Governance can help us (the Board) stay focused on identifying your needs and then allow our professional staff to develop the means to meet those needs. In the past we have tended to get too operational in nature; "in the weeds" as I like to say. Policy Governance will help us stay in clear and clean waters as we navigate the course you most want us to take you in your membership experience.

I encourage you to read the article "Policy Governance in a Nutshell" on the adjacent page 3 to get a better understanding of what Policy Governance is (and isn't)!

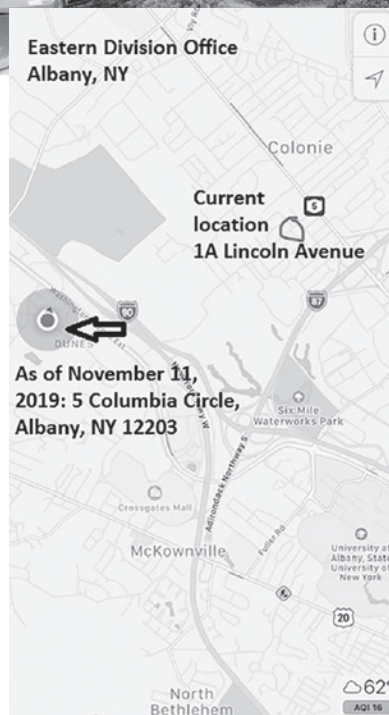
As always, feel free to reach out to me at [ross@mcintyreskiarea.com](mailto:ross@mcintyreskiarea.com) with any comments or questions. See you on the hill! <<

## executive tracks

MICHAEL J. MENDRICK, CEO

### We are moving (but not far)!

**A**fter more than 30 years on Lincoln Ave. in the town of Colonie, NY, the Eastern Division is selling our office property and moving to a nearby office suite. Please note that as of November 11 our new address will be 5 Columbia Circle, Albany, NY 12203. Phone and e-mail remain the same. Our landlord will be Excelsior College, a non-profit private distance learning university. Our occupancy costs over the next ten years will be significantly lower by making this move and we look forward to applying our savings to more events, programming and benefits for our members. <<



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## Policy Governance in a Nutshell

*Excerpted and adapted by Sherry Jennings, PhD for PSIA-AASI Eastern from a UUA blog post April 22, 2019 <https://uua.org>*

Leadership is an important, yet elusive concept. It takes on different forms in different settings. If you watch a city council, school board, social service board, or trade association board, you will often see a lot of ritual, rework, trivia, and failure to act as a group. We regularly accept a level of mediocrity in board leadership that would never be accepted in management. The intent of Policy Governance® is a radical redesign of Board leadership that makes new sense of the board-staff relationship, planning, evaluation, and all other aspects of the board job. By far most literature currently available to help boards is written within the patchwork ideas of the past. Books, articles, course work, seminars, consultants, and associations teach outdated forms of governance we should have discarded long ago. It means that virtually all sources to which boards turn for help only assist in mirroring them more deeply in outdated governance ideas. Most Board training is merely teaching boards how to do the wrong things better than they did them before.

Unlike virtually every other approach to the board process challenge, Policy Governance is a comprehensive, holistic model, intended as a complete replacement of the deeply flawed traditional wisdom about boards. In light of the leadership opportunities made possible by Policy Governance, our purpose and our own integrity demand that the PSIA-AASI Eastern board govern rather than either rubber stamp or meddle. Our busy lives demand that time, energy and wisdom be well used and that the board and management should both be optimally empowered in their work.

In short, the purpose of the PSIA-AASI Eastern board *on your behalf* is to see to it that your organization [1] achieves what it should and [2] avoids what is unacceptable. As a collective body, it is the board's authority and responsibility to govern. Individual board members do not. That is, whatever authority is legitimately wielded by a board is wielded by the board as a group. Our CEO is bound by what the board as a whole says, but never by what any board member says.

Let's look a bit closer. What do we mean by PSIA-AASI Eastern [1] achieves what it should? Achieves what it should. What should any organization achieve? This is the most important aspect of instructing the CEO. The only achievement that justifies organizational existence is that which causes sufficient benefits for you – the members – to be worth the cost. We refer to these ways of describing achievement as *ends* (the what) as opposed to means (the how). In order to lead, your board will assess whether the desired ends are produced and demand data (even crude data are better than none) on whether you are receiving the right results at the right cost.

Now, what is meant by [2] avoiding what is unacceptable? Putting the board's emphasis on ends is a powerful tactic for board leadership, but the board cannot forget that it is also accountable for the means as well. Means include not only practices and methods, but situations and conduct as well—in other words, all aspects of the organization that are not ends. It is a dilemma: on the one hand, boards are accountable for staff practices and situations, yet dealing with them directly trivializes the Board job. Policy Governance offers a safer way for boards to deal with this dilemma: The Board can simply state the means that are unacceptable, then get out of the way except to demand data (monitor) that the boundaries thus set are being observed.

As counterintuitive as this approach sounds, it works magically. The board can succinctly enumerate the situations, circumstances, practices, activities, conduct, and methods that are off-limits, that is, outside the authority granted to the CEO. In our Policy Governance manual, we have a half-dozen pages dealing with staff treatment, financial management, compensation, asset protection, and a few other areas of legitimate board concern. We avoid telling the CEO how to manage – all the things the CEO is expected to do – because it's too complex and an impossible exercise. The message to the CEO is, with regard to operational means, “if the Board has not said you can't, you can.”

To fulfill board leadership in this more effective way, the board produced four categories of policies in Policy Governance:

- Policies about ends, specifying the results, recipients, and costs of results intended.
- Policies that limit CEO authority about methods, practices, situations, and conduct.
- Policies that prescribe how the Board itself will operate.
- Policies that delineate the manner in which governance is linked to management.

These are exhaustive policy categories. Except for bylaws, there is nothing else for the board to decide.

No matter how dedicated or intelligent, people cannot be all they can be in a poor system—and that is exactly what traditional boards have been handicapped with. Policy Governance provides an advanced framework for strategic and visionary board leadership.

**Editor's Note:** Sherry Jennings is a Policy Governance consultant under contract with the Eastern Division to assist the Eastern Board of Directors with governance training and transition. ☞

## A Note on Bylaws Changes

*By Michael J. Mendrick, CEO*

The transition to a Policy Governance model for the Eastern Division Board of Directors requires a transition of many existing bylaws into a Board Policy Manual.

Article XX, Section 20.2 allows for the board to amend the bylaws language for the purpose of clarification and document reorganization. Specifically, the language states: “The Board may amend bylaws language for the purpose of clarification of existing policy or for document reorganization only, with no revision or addition to existing policy, by a majority vote at any regularly scheduled meeting of the Board of Directors.”

The bylaws are in the process of being clarified and reorganized for the purposes of eliminating redundant language and removing internal inconsistencies with the board's governing policies.

Nonprofit legal counsel recommends bylaws that streamline the board's governance. If you are interested in learning more about it check out the following article link: <https://charitylawyerblog.com/2010/06/07/nonprofit-bylaws-what-to-include-and-what-to-leave-out-2/>

If you'd like to see the revised Eastern Division bylaws send a note to me at [mmendrick@psia-e.org](mailto:mmendrick@psia-e.org) and I'll send them along once completed (likely December 2019). ☞

## A New Season and More National Alignment: Eastern Exam Process Evolves

By Chris Ericson, PSIA-E Examiner  
Alpine Education and  
Certification Committee Chairperson

Over the past few years we have all been witness to the ever-changing Exam **Process**. I highlight **process** because in fact, the National Standards have changed little in the last decade, but the process for which we have evaluated those standards has seen its share of modifications. As our divisions throughout the country have worked over the last few years on aligning more in how they conduct their certification process, we in the Eastern Division find ourselves in a very good place.

There are some exciting things happening within PSIA-AASI for all the disciplines. Going back to the 2016 Leadership Summit, the goal has always been to work towards consistency. The years of work on strategic alignment are paying off with greater consistency between all of the divisions and last year, the implementation of a uniform scoring assessment was another step in that direction. This exercise in alignment has also been interesting because it has allowed all the divisions to look at each other's processes and compare them to their own and see if a change in process is something that will ultimately benefit everyone.

As we looked internally, we found that our Skiing Assessment worked well. With our adoption of new language such as Assessment Activities (AA) and Assessment Criteria (AC) and having them written out in our Alpine Exam Guide, our membership got a clearer picture of what was expected. Additionally, if you took an exam last year, you may remember that we even posted the AA on the wall when you registered and told you which ones you would be performing before you even set foot on the snow. There were no surprises regarding what you were skiing or how it was being scored, because it was all written out and posted.

However, when we looked at our Teaching Assessment, we saw that we were much more reliant on a *process*. In the Creative Teaching module, exam candidates chose cards that described a fictitious person's profile, which they had to imagine, and then show that they could teach those skills using various teaching styles etc. This process became contrived, fake and had outlived its usefulness. The problem started to show its true colors when we found people who were honestly great instructors, being challenged by the process of the evaluation itself. We knew that we saw our best indication of a person's ability to teach and coach when they were in the Movement Assessment module because they were working with people (real, living people not a fictitious person drawn from a card) who were in the group.

### New Process in the East

For 2019, the Level II and Level III Exam process is modified. Please note that these changes in the evaluation process should not change how you prepare for the exam.

### Some General Highlights:

#### Skiing Evaluation

- One Day Assessment
- Candidate stays in the same group all day.
- Scoring is done by **two** examiners who stay with the group all day. Examiners must agree on a score and only one score card will be written. The examiner pair will give a score between 1 (lowest) and 6 (highest) for each task in the performance area.
- As was previously done, skiing is scored in three performance areas. Mountain Skiing, Agility/Versatility and Skiing at Skill Level. Each of these performance areas can still be banked.

#### Teaching Evaluation

- One Day Assessment
- Scoring is done by **two** examiners who stay with the group all day. Examiners must agree on a score and only one score card will be written. The examiner pair will give a score between 1 (lowest) and 6 (highest) for each task in the performance area.
- Scoring reflects the Learning Connection Model – Technical, Teaching and People Skills relative to the National Standard.
- Candidates will coach each other to get better at an Assessment Activity and/or use the activity as a way to improve a fundamental of their own skiing on Level II or III terrain depending on the certification level.
- During the day of the teaching exam, the candidate can expect to have two teaching sessions that will run up to 20 minutes in length.
- In addition to their own teaching session(s), candidates will be expected to observe, give comments and actively participate in teaching discussions as requested by the Examiner.
- \*The Creative Teaching Module and the Movement Assessment Module no longer exist as separately scored performance areas.
- \*There is **NO** banking of the Teaching Evaluation.

Our goal with these changes is to make certification less about understanding the process that you must go through and more about showing you are at the standard for Skiing and Teaching at Level II or III. During the **Skiing** Assessment, you will be with your same group for the entire day. There will be plenty of time to show that you understand and can apply the Fundamental Mechanics where needed depending on the Assessment Activity. With the **Teaching** Assessment, you will find it to be more *organic*. Candidates will have an entire day with one group and have the opportunity to show that they can incorporate into their coaching the fundamentals of good Technical, Teaching and People Skills that are relevant to the National Standards.

I am looking forward to seeing you all on the hill this season; please stop and talk to me if you see me as I am always looking for feedback on our educational and certification events. «

## ACE Team Selection

By Sue Kramer, PSIA-E ACE Team Coach  
and Alpine Examiner  
National Children's Task Force

Every year there seems to be more people asking for children's-based programming. We have seen the continued growth of children's programs and many schools throughout the east have expressed a need for more training of their children's staff. The need for knowledgeable, caring, and creative children's trainers is greater now than ever. Are you one of these people? Are you looking to go beyond your Level 3 pin and take your knowledge and experience on the road? If you're the one whom others rely on to problem solve and to generate new ideas and solutions, please consider becoming an ACE, an Advanced Children's Educator. Be a part of the Eastern Division's education staff.

There will be a selection for new team members on March 25-26, 2020 at Sugarbush. Now, mind you, just because we focus on kids doesn't mean we're slouches when it comes to ripping down the mountain. The skiing and riding standards are that of the Development Team. Our standard is to have fabulous demonstrators with the expertise, experience and *passion* for working with children. Please join us at Sugarbush and show us your stuff! «

## The Game Plan

By Toby Burrows

AASI-E Examiner Training Squad

Mount Snow Staff Trainer

**W**ith the start of fall, we have the return of football, which means that winter is right around the corner. When we watch games on Sundays, we see the execution of a Coach's game plan, their strategy. They spend all week working on it; training, practicing, until it comes down to the game time. Then we sit back, kick up our feet and watch our favorite teams compete. We cheer and yell as our favorite players, either score, fumble or scrounge their way to victory. Too often we forget the work these players put in all week long and focus only on their performance on game day. Those players did not get to where they are by relying on their talent alone. It took a meticulous training program and a coach's game plan in order to be successful. How can you set yourself up for success this season? You are going to need a game plan.

Let's come up with a game plan. A football coach's game plan changes every week based on the opponent. It is nearly impossible to come up with a personalized training plan that is a catch all for everyone. However, this can serve as a guideline to come up with your own game plan. If you want to be successful at exams this year, or have some fun while improving your lessons, this will assist you. Here is a basic outline of what we will cover together.

- Pick Your Team
- Practice, Practice, Practice
- Make it Fun
- Be Organic

**Pick your team** - You are going to need some support or accountability to stay on track. As you return to your mountain, do not be shy about your intentions this season. Tell your trainers, supervisors and friends. Find a group with similar interests or past exam experiences, they are going to be an asset. See if there is a time you can commit to get together as a group to ride and train at least once a week. If not, do not despair, you can reach out to nearby resorts, or by using the AASI East or PSIA East Facebook pages to find others with similar goals. Try to work together as a team on snow as the time allows.

**Practice, practice, practice** - Teach as much as possible; so much of what we learn is based on experience. We learn something every time we are in front of a guest or a group of our peers. We learn what our guests are able to accomplish, we learn about them as a person, and we learn how to tailor our material so that it best connects with that specific guest. When we are in front of our peers, we learn how to keep things entertaining, and how wordy we may

be. With guests, be sure to offer them a great experience while still furthering your own development. When you are in front of your training team that is the time to experiment, you can try out new ideas and gain insights into your teaching. Don't be afraid of a little failure, football teams practice drills all week in order to make their mistakes in practice and not on game day. Approach every opportunity you have in front of a group as just that, an opportunity to grow.

**Make it fun**- The best part of being at a football game is all the excitement. You are cheering on your team and seeing big plays. It feels interactive. Even though we as fans have little impact on the game, we feel as though we cheered our team on to victory. We want our students to be active participants as well, involving them as participants as early as possible, vs bombarding them with extraneous information. One thing I find useful is after you have taught in front of your team, teach them the same thing again. If you have gotten feedback on what to improve, work to improve it. If you find that you or your students are getting bored, it might be time to liven up the program with some fun (i.e. more snowboarding or an engaging theme/activity.) This is also where you rely on your experience for making your scenarios real-world. If you had a guest who was a basketball fan, how would you relate the program to them? Think of other ways you could engage various audiences: rap fans, rodeo cowboys, or even astronauts for example. Finding creative ways to relate your movements and activities to your students can be a fun challenge as well as strengthening your understanding of the material you are covering.

**Be organic** -Football coaches do not have a play book that lays out exactly what play is going to be called on every down throughout the entire game. Plays are going to be chosen and changes are going to be made based on what the other team does. This is the same thing we do when we're teaching. Don't force anything. When you are teaching, aim to let the lesson naturally progress. If something is going in an exciting way, let it happen. You may learn some new things when you vary from the play book. By doing this you gain valuable experience when the lesson works and when it doesn't work. This experience will help you later on in other lessons and in an exam setting. Teaching in an exam is best when it is based on a real-world student or lesson, not a contrived program thrown together theoretically.

There is the basis for an exam prep game plan. Take these ideas and hit the ground running once the snow guns turn back on this season. Work with your team to stay on track. We all strive to improve, no matter the level. We want to be our best from the first play to the last. Not every team can win the Super Bowl, but everyone can perform to their best on game-day. For some people they can get there in a season, for others it may take a few seasons. Don't get discouraged if it is taking some time. Hard work is always rewarding once you achieve your goals. ⚡

## "Awesome Eastern" T-Shirts to Help Send the Eastern Team to National Tryouts

**W**e are partnering with PSIA-AASI Eastern Division Alpine Examiner Training Squad Member Angelo Ross to bring you these "awesome Eastern" t-shirts of Angelo's design as a fundraiser for the Eastern Teams training to participate in the National PSIA-AASI Team Tryouts in April at Breckenridge. Thanks to Angelo, \$10 of each shirt sold will go to the Education Fund and be used to help send our Eastern Teams to the National Tryouts! Check them out at: <https://naturalcause.myshopify.com/>

Pre-order available now. Angelo will be placing the first round of orders on December 1. That means they will be here in time for Christmas and they would make great stocking stuffers for all those skiers and riders in your family. Let's get our Eastern Team members to the National Tryouts!

FYI these will also be sold "on-site" at the SSM Seminar at Killington and Projam/Master's Academy in December at Mount Snow. ⚡





## Dev Team Tryout – “Count Me In!”

By Kathy Brennan, PSIA-E Dev Team Coach, Examiner  
PSIA-AASI Educational Leadership Council –  
Eastern Representative  
Technical Director – Waterville Valley

**H**ave you ever participated in a PSIA event that had a Dev Teamer as an understudy? Have you ever thought, “Wow, that is cool. I wish I could do that!” Well, this is your chance. At Sugarbush VT, on March 25<sup>th</sup> - 26<sup>th</sup>, 2020, we will be conducting a tryout for new members of our PSIA-E Alpine Development (Dev) Team.

### Dev Team Members:

- Pursue awe inspiring ski performance in all conditions.
- Embrace the Learning Connection Model and constantly challenge their understanding, and application, of their skiing, teaching and people skills.
- Love to teach people how to ski as much, or more, than they love going skiing.
- Instruct because it is their chosen career or a part-time obsession.
- Relish the opportunity, and have the flexibility, to travel around our division to learn and share.
- Epitomize the athleticism, commitment, openness, selflessness, and passion that are required to be inspirational and motivational for our teammates, PSIA staff, members, our home schools, and guests.

Does that sound like you, or someone you know? Alpine Level 3 certified? If yes, then trying for a spot on our Development Team is the next step. At Sugarbush our division's best and brightest will be gathering to compete for spots on our Team. Exceptional candidates, during this highly competitive tryout, will be selected for a four-year term. While there is no National Standard for performance above Level III, it is the expectation from our division, members, and frankly ourselves, that candidates will exceed the Level 3 National Standard in ski performance, teaching skills, technical knowledge, and people skills. Furthermore, they demonstrate the aptitude to actively work on improving their skills.

### During their term, Team Members are:

- Required to attend a two-day training event each season.
- Required to understudy 20 mandatory days of specific PSIA-E events.
- Invited to participate in other PSIA-E events.

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

When Dev Teamers conduct an event, they will be paid their contracted rate and expenses. A stipend is paid for mandatory on snow training and understudies, and team members pay their own expenses. Optional training is at the team member's expense.

Still interested? Well, March will be here before you know it. Begin training now! Seek out variable snow conditions, steep terrain, flat light, and challenging tasks. Get to the gym to supplement your on-snow activities. Keep reading - manuals, articles, 32 Degrees, and other resources. Practice your high-end movement analysis and prescription skills. Seek the opportunity to teach your peers and solicit their *detailed* feedback – “That was great!” isn't going to improve your performance. Check the PSIA calendar for Development Team Prep events in your area. Consider joining us during the optional session on Wednesday afternoon during the Masters' Academy. Finally, talk to your Snowsports Director, Trainers and Mentors to find out what you *must* do to prepare for the tryout.

Questions? Contact me – the coach, Kathy Brennan through the PSIA-E office or at [Kathy@arc2arc.com](mailto:Kathy@arc2arc.com). I look forward to meeting you at the prep events and seeing you shine in March! ⚡

## CS1 E-Learning Course – New for 2019-2020

By Sue Kramer

ACE Team Coach and Alpine Examiner  
National Children's Task Force

**N**ew this season for members going for their CS1 credential is the Children's Specialist 1 e-learning course. While the CS1 workbook remains a helpful learning tool, the e-learning course is designed to bring to life the topics included in the workbook and manual.

This course will require familiarity with the Children's Instruction Manual, 2<sup>nd</sup> edition and is built upon the foundation of knowledge inherent in being a Level 1 certified PSIA-AASI member.

Course takers should set aside 4-6 hours to complete the course (it does not have to be taken all at the same time). There's video, animation and review questions to create an interactive learning experience.

The CS1 e-learning course dives right in with the CAP model and continues to cover familiar territory but from the perspective of the children's instructor. The 5<sup>th</sup> and final module explores Movement Analysis of children, comparing the Real and the Ideal.

We're excited to be offering this course. While we take teaching kids seriously, there is an element of fun throughout the course. Don't be surprised to meet a few new characters! And as always, we look forward to your feedback. ⚡

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home of mount snow

## Education and Programs Update

By Don Haringa

PSIA-E Examiner

PSIA-AASI Eastern Division Director of Education and Programs

If you are like me, you look at all of the signs that might predict what the upcoming winter will be like. It starts with reading the Farmer's Almanac and checking out all of the long-range weather forecasts. After that, you check out the wives' tales and folk lore that predict the severity of the winter. You examine the Woolly Bear Caterpillars to see if the black area is longer than the brown area. You check out the size of the pinecones or the number of acorns on the ground, as well as the thickness of their shells. I even try to gauge the activity level of the squirrels and chipmunks, as they prepare for the winter. In short, if you are like me, you are looking for any sign that the upcoming winter will be cold and snowy! And, if you are like me, you probably also have some non-skiing/snowboarding friends and neighbors who think you're nuts!

In the PSIA-AASI Eastern Division office, we start looking forward to the next winter as soon as our last events for the season have concluded. We evaluate our events and we look for ways to make our educational offerings better, and make sure they meet the needs of the members. We also take a critical look at our certification process and try to determine if there are better ways for us to evaluate how our members show us their skills at teaching the sports we love. We don't make these changes lightly, and we don't make them just for the sake of change. In fact, we know that changing the certification process is difficult for our members, as they have been training to take the exam in the format we've used in prior years. When we do make changes in the exam process, we do it because we believe the changes will benefit both the members and the organization.

This year we are making some significant changes to the Alpine Level II and Level III process, and the Adaptive Level II and Level III process. In addition, we have added some new courses you requested through a Facebook survey

### Alpine Level II and III Skiing Exam

The first change that Alpine Level II and III Skiing Exam candidates will notice is that instead of skiing for a half day with one examiner, and the second half day with another examiner, starting this year the groups will spend the entire day skiing with 2 examiners. The candidates will receive one scorecard, with scores upon which both examiners have agreed. The tasks, now called *assessment activities*, haven't changed, nor have the three performance areas (Mountain Skiing, Agility and Versatility, and Skiing at Skill Level) that can be banked. The only other significant change is that the Skiing exam is now just one day, even at level III.

By having two examiners with the group for the whole day, the candidates will benefit by having both examiners see the same assessment activities performed in the same place and snow conditions. Also, being with the same examiners for the entire day allows the examiners more time to see the candidates ski, and to possibly repeat some assessment activities.

### Alpine Level II and III Teaching Exam

Like the skiing exam, candidates will ski with a pair of examiners for the entire day. Instead of having modules, the candidates will have a couple of slightly longer teaching sessions (the length of the teaching sessions may vary depending on the certification level being assessed). Candidates will coach each other to get better at an Assessment Activity and/or use the activity as a way to improve a fundamental of their own skiing on Level II or III terrain (depending on the certification level). Adjustments in the teaching assignment

will be made for candidates who have previously banked some of the teaching modules. Because we are no longer using the module system, no further banking of teaching assignments will take place.

For all Alpine Exam Candidates - Please see Chris Ericson's article - *A New Season and More National Alignment*

### Adaptive Level II and III Exams

The Alpine Skiing Fundamentals exam will no longer examine teaching or professional knowledge. It will be a skiing exam only. Instead of examining the candidates teaching and professional knowledge at this exam, the candidate must pass the on-line Alpine Level II Professional Knowledge Exam. Once a candidate has passed the Alpine Level II Professional Knowledge Exam and the Alpine Skiing Fundamentals, they may begin taking the adaptive discipline specific Level II/III exams, i.e., Mono Skiing, Bi Skiing, 3 Track, 4 Track, etc.

With the elimination of the teaching and professional knowledge sections of the Alpine Skiing Fundamentals exam, Adaptive candidates may choose to take the Alpine Level II skiing exam instead of the Alpine Skiing Fundamentals exam. This will open up many more opportunities for adaptive instructors to begin the Adaptive Level II and III process. Like the Alpine Skiing Fundamentals Exam, candidates must pass the on-line Alpine Level II Professional Knowledge exam prior to taking the Alpine Level II Skiing Exam.

### New Alpine Courses

There are several new Alpine courses to choose from this season:

- *Indoor and Outdoor Movement Analysis*
- *Creating an Effective Bag of Tricks*
- *Ski with the Eastern Team*
- *Ecology in the Winter Environment*
- *3-Day Level II Skiing Prep*

Several of these courses were created after our members made new course suggestions in a Facebook poll. You can find descriptions at [www.psia-e.org](http://www.psia-e.org).

### Children's News

There is a new CS1 eLearning course that will be available in early November. This is taking the place of the CS1 workbook as the required prerequisite to taking CS1. Filling out the CS1 Workbook is still a great way to help you prepare for CS1, but the **CS1 eLearning course will be required**.

The Children's Academy is being held at Killington, VT this year! It will be held in conjunction with the Snowsports School Management Seminar on December 2-4. Participants will have the option of participating in some of the courses in either event!

Please be sure to read Tina Buckley's, Griz Caudle's and Sue Kramer's articles for more info on the happenings in the Children's world!

As always, we are looking forward to a great week at the SnowPro Jam and the Master's Academy! This year the events will be held on December 9-13 at Mount Snow. We will be meeting in the Sundance Lodge, which should bring back fond memories for many of us. It promises to be a great week!

Be sure to read Mickey Stone's *Nordic Season Preview* and catch up on the Snowboard world by reading Brian Donovan's *AASI Update*.

The long-range forecast looks good. The squirrels and chipmunks are busy stocking up for the winter. The pinecones are huge, and there are tons of thick shelled acorns lying on the ground. The Woolly Bear Caterpillars are black on the ends and brown in the middle...and they always look the same to me, SO...

We must be about to have a GREAT winter! See you out there!

~ Don <<

## Eastern Division Membership Benefits for 2019-20!



# VIP Privileges



**H**ere is your 2019 - 2020 **Eastern Division** membership benefits and promotions update. Throughout the season, be sure to check out the Eastern Division website to see what's new and get more details, forms, etc. on all of these benefits. Focusing on keeping our website up-to-date with the details and forms needed for any of these Pro Deals allows us to get the timeliest info possible to you. We hope you take advantage of all of these great programs!

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



Hovland Snowskates is offering AASI members a 35% off PRO FORM deal this season - you can get more information about snowskates on [Hovland's Website \(www.hovlandsnowskates.com\)](http://www.hovlandsnowskates.com) today! Hovland makes it easy for AASI members to order a snowskate today. Please use coupon code "AASI" at check out.

### WSI Sports – Pro Purchase Program for 2019-2020 Season!



WSI Sports manufactures high quality, 100% MADE IN USA, innovative performance apparel. They are supporting PSIA-AASI Eastern Division by offering members 30% off the suggested retail price using the code, PSIAE.

### PSIA-AASI Eastern Division Logo Business Cards – high-quality, well-priced

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

### Avalanche Skiwear – Member purchase program will continue for 2019-2020 Season!



PSIA-AASI Eastern Division members will be able to access special pricing on Avalanche purchases at up to 40% off retail. Discounts are available on the online store.

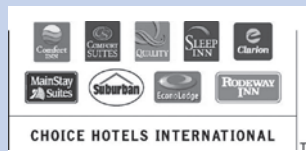
Please see the Avalanche member benefits page on our website for more details.

### Burton – Attain AASI Level I, Level II or Level III Certification Recognition Program

# BURTON

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

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



As an Eastern Division Member, you get a 15% discount when you book online for reservations at hundreds of Choice Hotel locations (including Comfort Inns, Clarion, Quality Inn and EconoLodge) – plus, take advantage of their Choice Privilege promotions to earn free rooms, etc. Please see the Choice Hotel ad in this issue for more details.

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



Green Mountain Orthotic Lab's Stratton store, located in Bondville on RT 30, will again offer pro prices. All current members will receive 33% off full price custom footbeds and manufacturer's suggested pro pricing on all boots in stock or special ordered.

Please call 802- 875-1122 to set up an appointment.



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



Reliable Racing is offering a 10% discount to PSIA-AASI Eastern Division with a code. Check out the Eastern Division website for more details.

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



SkiPal, the ski/ride teaching tool, is offering PSIA-AASI Eastern Division Members a **40% discount** on their Ski & Snowboard Training Hoop. See the Eastern website for more details.

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



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

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



Check out the SmartWool page and details on how to get your 40% discount in the Member Benefits section of the Eastern website. Members will need to create an account

on Smartwool.com and email their current credentials (a photo or PDF of your current membership card).

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

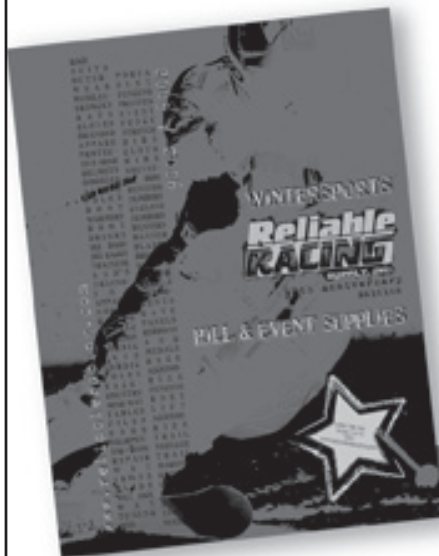
### PSIA-AASI Eastern Division Gift Certificates

If you are looking for a unique and useful gift for an employee, parent, spouse or child, who is a PSIA-AASI Eastern Division member, gift certificates toward events are available. To purchase a gift certificate, please call the office at 518-452-6095 and speak with Jodi Bedson.

For the latest information about PSIA-AASI Eastern Programs  
and Promotions be sure to check often at

[www.psia-e.org/ms/eastern-benefits/eastern-member-deals/](http://www.psia-e.org/ms/eastern-benefits/eastern-member-deals/). National PSIA-AASI  
promotions can be found at: [www.thesnowpros.org/about/sponsors-partners](http://www.thesnowpros.org/about/sponsors-partners).

*“Skiing is  
more than a  
sport, it is a  
way of life”*



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## Interski Insights

By Kathy Brennan

PSIA-E Dev Team Coach, Examiner

PSIA-AASI Educational Leadership Council –

Eastern Representative

Technical Director – Waterville Valley



Interski 2019

In March 2019, when back in the United States, all the talk was about collusion; in Pamporovo, Bulgaria snowsports instructors from the alpine nations gathered at Interski to conspire in a different way. They joined forces to share their techniques and ideas for growing and retaining snowsports participants and, more particularly, lesson takers.

I was fortunate to participate in Interski as a PSIA-AASI delegate. This was my second time at Interski, the first being in 2012, in St. Anton, Austria. As a student of our sport, I find this event to be an invaluable opportunity to explore how instructors across the world approach snowsports and instruction. These events challenge my understanding of our sport and encourage me to consider how I may adapt my skiing and teaching to better help my guests, our members, and our organization.

Around the world, resorts are seeing a drop-off in advanced lessons, particularly for adults. In part, I believe, it is easier to ski without lessons because the beautiful snowmaking, great grooming, and modern equipment, make it possible to get down the hill relatively well with limited skills. We could try to convince the resorts to keep the hills ungroomed; and the equipment extra-long, stiff, and heavy. That may drive people to our lessons; however, the one resort, or manufacturer, that doesn't follow along will be swamped with all the business. So, as much as I would like more challenging terrain, I don't see it happening any time soon. Pondering this dilemma, and listening to the presentations from the various countries, my overall takeaway from Interski is the key to retaining students is to keep them motivated. Fortunately, Interski delivered some new ideas that might help.

First, Argentina helped with some science that supports my hypothesis. In their indoor presentation, The Neuroscience of Sliding, they indicated our brain wants to be efficient. Neural pathways convey information from the peripheral nervous system to the brain. Two major classes of neural pathways relay sensation to the brain or carry signals for movement to the body. Imagine a pathway begins like a trail bushwhacking through a forest. Over time it expands and gets smoother - faster. Eventually, it is like a superhighway. Building a new superhighway takes hard work. Thus, to conserve energy, our brain is going to make us believe what we are doing is correct. Existing movement patterns may have negative results, but from the brain's point of view, doing the same thing is more efficient (easier) than developing new/different neural pathways. I have felt this in action. I've been coached to make a simple change in my skiing. Even though I get positive external feedback, my intrinsic feedback voice is screaming at me that it must be wrong because it "feels" horrible. How easy it is to slip back

into old movement patterns because "normal" feels "good." For example, a relatively simple change to flex a little more in hip and spine – versus standing more upright – is an example where many people sense they are over-flexed, despite barely moving. As the Argentinian Team members pointed out, the key to overriding the brain's natural tendency, is to engage our emotions. Specifically, we need to be highly motivated to stick with it.

One way to motivate is with exceptional people skills. We all know those instructors; the ones with the biggest private request book; the ones who go out on the rainy day and don't come back until the lifts shutdown; and the ones who have the biggest groups on the hill. At Interski, while many countries spoke to a student-centered approach, PSIA-AASI demonstrated they are clearly setting the bar in this area. The Learning Connection Model's components of technical skills, teaching skills and people skills, highlight how important our ability to create a learning partnership with our student is to their success. The coach who has mastered the elements of the Learning Connection Model expertly offers technically sound advice, that is effectively communicated, and has the power to keep students motivated to work at it.

In a presentation from German, Austrian and Polish team members, they suggested using feedforward, instead of feedback. This subtle change moves the emphasis from problems to solutions. Similarly, Canada shared their approach to technical assessment in their decision-making model, where they focus on what is missing versus what is wrong. I find both these ideas to be positive, hopeful, encouraging, and likely to keep me motivated. Some students want to know what they are doing wrong. Others need to feel good about their performance and want to build on that. Having both approaches in my skill set, allows me to individualize my approach. In turn, trust grows, I can influence the behaviors, motivations and emotions of my students, and engage in meaningful two-way communication – the People Skills fundamentals.



Austrian Team sharing ideas with teams from other nations

our control – work, family, finances, fitness and more. Sometimes people are involuntarily brought to our resort, they may decide they love our sport, or, despite our best efforts, they want nothing to do with it. Other people come to our sport excited, looking for an adventure, eager to learn, eager to improve. What kind of experience do we create for them? Is it one that will make them want to come back for more? I shared with Eric that these were questions we reflected upon at my home resort, Waterville Valley.

During a session break at Interski, I was fortunate to have a conversation with Eric Shekleton, former PSIA-AASI Chairman of the Board, former member of the AASI Snowboard Team, and now vice president on the Interski Presidium. We discussed how many nations are focused on attracting and engaging people in snowsports and lessons. We agreed there is only so much we can do as instructors; the resort operators also play a key role. The participants, themselves, are also influenced by things beyond

Some years ago, our Snowsports Director, Peter Weber and I discussed the fact that when we both learned to teach, we were taught to teach to the slowest member of the class. While nice service to that person(s), and an important safety consideration, we asked ourselves: "How likely is that person, who is struggling, going to become a lifelong skier/rider?" Furthermore, we surmised the people who picked it up more easily were a lot more likely to become skiers or riders, but "What is the likelihood they will ever take another lesson after we bored them, ignored them, and wasted their money?" I shared with Eric that when we acknowledged the probability that they would take more lessons was low, we made a conscious change at Waterville. In our beginner classes, instead of focusing on the slowest/lowest skilled member of the group, we focus on the majority who are getting it, while ensuring we keep everyone safe. Granted this may take some extra staff; supervisors have to coordinate moving people to different groups or stepping in to help the students who require additional assistance. The flip side is the students advancing more quickly are challenged, encouraged, invited to explore more terrain, fully engaged in the lesson, motivated to do more, and more inclined to come back for another lesson.

After my conversation with Eric about Waterville's approach to beginner lessons, it occurred to me that we may have the same problem in our more advanced lessons. We toss out a nugget of information to the more skilled person and then focus our attention on the students who need more work. When, in fact, the more skilled student has already been inspired and motivated to change. They've shown up and they've paid their money. Much of our hard work is done. We need to recognize how precious that student is. The neural pathways of highly skilled athletes aren't just a superhighway, they're the Autobahn. They're not going to be able to simply take an exit ramp onto I-93 and be off and running. Often, they may need to go back to the beginning and do some bushwhacking through the forest. Building the new superhighway will be challenging, at times frustrating, and will take time. It takes a highly skilled instructor to guide them through this process.

A key to inspiring a student to come back for more lessons is the trust they have that their instructor is helping them to achieve their goals and make desirable changes in their ski performance. Making the initial connection between students and their instructors is typically the role of a line supervisor or private coordinator. It is as much art as science. Often perfect matches are made; however, at times, the coordinator is not sure the instructor has the level of technical skills needed for the lesson but knows their people skills will rule the day. Sometimes, the student's skills may exceed the abilities of their instructor. In this instance, I suggest directors empower their instructors to give their student another lesson with a different coach. Don't settle for the idea that great people skills will suffice. Don't force your instructors to commiserate with their peers about how they had no idea what to do for their student. It's likely their peers are going to give them some suggestions, but it's too late to earn the repeat business from that customer - trust is gone and the partnership is broken.

As I reflect on retaining students, particularly adults in advance lessons, I have come to the realization that I've not done a good enough job. I need to recognize the hard work required to make any changes and acknowledge how cool it is that a skilled skier wants to invest their time, money, and energy in learning from me. I need to continue to improve my technical knowledge, movement analysis skills, communication and feedback, and my ability to connect with my students so I can motivate them to continue to invest in me, my resort and their long-term development.

The next time you have a lesson with someone who skis or rides really well, realize, while it is just a little change they need, making that change is going to take a lot of time and effort. Remember they showed up for a lesson, they are already highly motivated, and we just need to keep them that way. Give them as much, if not more, of your attention, energy and talent. If we keep them engaged in the learning process, I guarantee they will be a raving fan, bringing more students to our lessons. ⚡

## Online Event Registration Available!

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

On the Sortable event schedule page, you can filter events based on event name, location, state, region, discipline, level, dates, day of the week (i.e. weekday or weekend events) and more! Once you choose an event, click on: **REGISTER ON-LINE NOW**.

In the process, you will need to log in at the national site. There are directions on that page if you need assistance logging in. (Remember: your Username is your e-mail address.)

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

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

We encourage you to take advantage of our convenient online event registration! ⚡



## Member Customized Events

### Design Your Own Event for You and Your Instructor Friends

By Don Haringa

PSIA-AASI Eastern Division

Director of Education and Programs

Back by popular demand! You can create your own event at your home area and invite up to nine additional instructors!

Order your own Member Customized Event (MCE for short). You can order any educational event on the schedule except First Chair, Level II or Level III Exams. Need an exam prep? No problem. Looking to attain your Children's Specialist 1 Professional designation? We can arrange that event too!

Here are the basics:

- Two-Day MCE - no minimum number of participants, maximum of 8-10 per group (depending on the event type) for the flat group fee of \$1,990.
- Please note that special requests for some education staff members may result in a travel-related surcharge.
- All two-day MCE's are worth 12 credits and fulfill your educational update requirement.
- To get started on setting up your own Member Customized Event, please contact James Friedman at [jfriedman@psia-e.org](mailto:jfriedman@psia-e.org) or call James at (518) 452-6095.

You can find more information about the new MCE option plus a registration form at [www.psia-e.org/mce](http://www.psia-e.org/mce).

Get together with your fellow colleagues and start planning your own Member Customized Event today! ⚡



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*AASI Advisor*

Brian Donovan

*Area Rep Program Coordinator*

Joan Heaton

» nextcore action group, continued from cover

the group is sourcing a variety of topics, images, videos, and resources to help you connect, expand and learn. This has also become a useful tool to communicate event information and deadlines.

In addition to the Division's official social media plan, a Facebook group, PSIAEast, was born out of the Spring Rally meetup and was created for PSIA members to mirror the AASI group (AASIEast) that has existed since 2013. It was an immediate hit with more than 400 members opting into the group within the first couple of weeks. As of this writing the PSIAEast Facebook group now numbers 975 members! A shout out to Chris Schneider for acting as the admin of the new PSIA East group and growing it to nearly one thousand members over the summer. Chris comments: "Starting PSIA East Facebook page was a great way to help everyone communicate in another way. Not everyone is good at checking emails or reading forums."

This platform has allowed our members to engage in informal discussions about teaching and skiing concepts, receive movement analysis feedback from videos that are posted, and generally connect with other members on a regular basis that may only happen a few times a year otherwise. It is "member-moderated" and member-driven as well in contrast to the office-moderated Eastern Division Facebook page.

Don't forget to follow the main PSIA-E Facebook and Instagram pages and join the exclusive AASI East and PSIA East Facebook groups. Here are the links:

**Official Eastern Division FB page:**

<https://www.facebook.com/PSIA.E.AASI/>  
(3,638 followers)

**PSIAEast:**

<https://www.facebook.com/groups/PSIAEast/>  
NextCore initiative and moderated closed FB group;  
(975 members since start-up on March 31, 2019).

**AASIEast:**

<https://www.facebook.com/groups/AASIEast/>  
AASI ed staff initiative and moderated closed FB group;  
(839 members since start-up in December 2013).

Groups are a great way to engage with your peers and share information in a closed setting. Katherine MacLauchlan, NextCore liaison to the Eastern Board of Directors, reminds us that, "Anything you share could always be shared via screenshot outside the group (please don't ... we're building a safe space here), but all the members are screened as current members and we encourage you to post questions, make connections, study for exams, make travel plans - however best helps you grow as a person and instructor. If you would like to get involved, and you are 16-35 years old, search for the NEXTCORE Advisory Group of Facebook, answer the screening questions and start contributing! If you are interested in contributing to any of the social media campaigns, email [SeeYouThere@psia-e.org](mailto:SeeYouThere@psia-e.org)."

Dave Isaacs reports: "While our group is happy with the progress we've made so far, we can't help but continually look to the future. Over the coming months we hope to continue to build on the success we've already achieved and keep the momentum going. You're going to see more implementation of the social media plan through several campaigns: #WomenOfTheEast, #TeamTuesday, #FitFriday, #SeeYouThere, and #QuickTips. There may even be opportunities to help with these efforts, so keep your eyes peeled! We will also continue to identify the most important issues for the NextCore demographic, both holistically as a demographic and specifically for any Regional issues. If you have something to contribute, please talk to any members of NextCore, your Regional representatives for the Board, or your Area Rep at your mountain! We all want to make this the best Organization it can be."

Other areas NextCore members are discussing include fundraising, Eastern Division swag, children's snowboard education, and working with the Area Rep program to potentially expand their focus. Perhaps most exciting is the upcoming meeting with the National Board of Directors (along with our National CEO, Nick Herrin) at Sugarbush Resort for their winter board meeting in February. Both the Divisional Board and the NextCore group will join our National partners to share ideas, ensure awareness of our challenges and strategize on the future of our organization.

One of the defining attributes of each of the members in this group is their determination to make a difference. Shannon Rucker sums it up like this: "NextCore has given me the opportunity to give back to the organization I've gotten so much from. The energy I put into collaborating with others to improve member experiences, more substantially meet their needs, and to anticipate where we need to be in the future is returned to me tenfold when I think about the future. Having the opportunity this February to further those activities in conjunction with the National Board meeting being held at Sugarbush demonstrates this organization's commitment to its own evolution - which will ensure others get the same energy I get for generations to come."

The efforts, ideas and energy of our NextCore group members have made this is an exciting time for our organization and its members. Now all we need to do is add a little snow!!

**Editor's Note:** We'd like to thank the members of the NextCore Action Group, namely Emily Absalom, Michael Bradley, Austin French, Breezy Grenier, David Isaacs, Matthew Iyerly, Bailey McCue, Ryan McSwain, Sara Miller, Sarah Phelps, Shannon Rucker, Chris Schneider, Sheila Smith and Stephanie Zimmers for stepping up and contributing their time, talent and energy this past year! Also thanks to NextCore Advisors Katherine MacLauchlan and Brian Donovan for helping the group move their goals forward. «

## national report

By Tom Butler, Eastern Representative  
PSIA-AASI Board of Directors



**H**ello Eastern Division. If you think about the changes that you have witnessed within your lifetime you may immediately think of innovations in transportation, advances in medical research or the discovery of new technologies. For me, as I type this, with my phone within arm's reach on the desk I can't help but think about the advances in communication. When I was a kid, we spoke on the phone (rotary dial), got our news from a newspaper or the evening news on TV and—wait for it—wrote letters to each other.

Things have changed a wee bit and now we can do pretty much anything and everything with just our phones. Our phones supposedly have more technology and horsepower than the Apollo 11 spacecraft that put astronauts on the moon 50 years ago! Now thanks to technology, communication on multiple platforms along with internet searches, GPS, and apps galore have brought us all a little closer together.

With this communication evolution in mind the idea of a “national report” within the *SnowPro* seems a bit redundant. With the aforementioned technological advances, the world is more accessible which has made it all seem so much smaller.

*“To ski or not to ski,  
that is not  
a question”*

Denver may be 2048 miles away by car (31 hours drive time, 190 hours by bike and 669 hours on foot—thanks Mr. Google) but with email and social media Denver is only seconds away. The National office is more engaged with the membership than it ever has been in our history with bi-weekly member services broadcasts, blast emails, social media posts, and a wicked robust website. Our operational, educational and governance leaders are all in regular contact.

Our organization used to look like 10 individual silos with a line or two of communication from the divisions to the national office. The landscape now resembles an intricate spider web with multiple lines of communication connecting our members, divisions, and national office. PSIA-AASI's evolutionary process during the past decade has been dynamic and has reflected our member's desire to have education and services that are relevant to them. E-learning courses, customized events and the new quarterly dues payment options are only a few of the areas where the organization has responded to member needs.

Advancements in governance also are organi-

cally happening at the divisional level to keep pace with evolving membership and organizational trends. The national association has committed to holding our winter Board meetings in different divisions each year so that you, the member can see the process in action if you choose and so that we can come to you learn how we can better serve you. This winter, the National Board will be holding its meeting February 2 & 3 at Sugarbush, VT. We are excited to have a chance to hear from the NextCore action group and also to ski and ride with the eastern membership during an Eastern event. I'm personally thrilled that the National Board has an opportunity to experience skiing in the East and gets to engage with people that have enriched and sustained me for nearly 30 years.

With all that said, the “National Report” column in the *Snow Pro* won't be a regularly occurring piece anymore but as always, if you have any comments or questions, please let me know. You can always reach me at [tbutler@sugarloaf.com](mailto:tbutler@sugarloaf.com).

Have a fantastic season and thanks for being a teacher.

Tom ◀◀



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## around the regions

### Eastern Board calls a Moratorium on Regional Elections

By Ross Boisvert, Board Chair

**D**uring our October Board meeting we discussed the extensive training and changes we are making via our conversion to a Policy Governance model. As such, it was determined that we would best serve the membership and the organization if we called a one-year moratorium on all regional board elections as well as the officer elections scheduled for June 2020.

The motion as passed is below:

Motion/Second: To have a moratorium on Board and Officer elections until 2021 for Region 5 & 6 and Officer elections with all officers and

board members including the president to remain in their current positions. Staggered elections for all regions will be delayed by one year. Motion carried. Unanimous.

As such, there will be no regional elections in 2020. The next regional election will be for Region 5 and 6 in January of 2021. Also, I will be serving as Board Chair through June of 2021 – a one year extension.

Feel free to contact me with any questions or comments at [Ross@mcintyreskiarea.com](mailto:Ross@mcintyreskiarea.com).

## Region 1 Report

By Dave Capron  
PSIA-E Examiner  
Region 1 Director

**I** hope all of you in Region 1 have had a great summer and are excited for the start of another winter season. I don't know about you, but I have been thinking, dreaming, and yearning to slide on snow from the second I took my last run in Austria in April. So, if you are not super excited that it is almost time to start a new winter season, you better get excited because it is going to be an incredible season.

There has been a lot going on since the end of the winter season in our Eastern Division. The board has moved forward with the adoption of Policy Governance to help the Eastern Division Board of Directors operate more efficiently and to be a more proactive and forward-thinking board. This will allow our CEO, Michael Mendrick, and his operations staff to have a better understanding of what is expected of them and what the Board wants them to deliver and accomplish for the membership of our Division. On the certification side of things, there will be some very positive format changes to both the Level 2 and Level 3 Alpine Skiing and Teaching exams and also to the Adaptive Certification exams. These changes are being made to better the experience for the exam candidates and should be very positive.

So much work and thought was put into the event schedule again this year for all disciplines and I believe there are many great opportunities for our members in Region 1. If you look at the event schedule from December through March, every month has offerings of events in Region 1. The Alpine schedule in December has a great variety of events scheduled at Bretton Woods December 18-19. Get your season started on a high note and take your update clinic early - right at Bretton Woods. Get some great feedback and information on how to create a super productive season right from the beginning. On the Nordic side of things, we have four Telemark events in our Region and two Cross Country events. With a small number of total events

in these disciplines, this is an excellent number of options for Region 1. As for Children's events, we also have great opportunities with four CS 1 events and two CS 2 events in our Region. The Snowboard and Adaptive schedule of events also has a good variety of options for Region 1.

In my opinion, the event schedule is the heart and soul of our organization. We are an Education Organization and the schedule lists the tremendous educational opportunities you have as a member. Yes, there are some web based and written educational opportunities but the bread and butter for us educationally is that face to face group interaction looking at how we teach, ski/ride, and deliver the service to our students. It is very important to me that Region 1 Members have a variety of educational opportunities and I believe this year's event schedule does that for our Region. Don Haringa (PSIA-E Education and Programs Director) and Melissa Skinner (Assistant Education and Programs Director) with help from other staff have put incredible thought, time, and energy into this season's schedule and I think they deserve a big thank you for a job well done.

I want to thank Peter Holland, Peter Howard, Tom Butler, and Ross Boisvert for their hard work and the large amount of time they volunteer to our organization on behalf of the members of Region 1.

Peter Holland is not only your representative to the Board of Directors, he also is the treasurer. Mr. Holland is the Chair on the Finance Committee and gives a lot of time toward board meetings and committee meetings all year; he takes this responsibility very seriously doing a tremendous job as your representative.

Peter Howard is the Vice President, now termed the Vice Chair of the Board and will be the next Chair of the Board; he also serves on the Alpine Steering Committee. Peter Howard has given a tremendous amount of time and works hard to make sure our organization remembers those of us doing the work in the trenches every day and every weekend. Peter Howard never waivers in his support of snow sports instructors and reminds us often that our organization is here to serve you the members.

Tom Butler is the Eastern Representative to the National Board and has done a great job voicing our concerns and thoughts to the National Board. Tom works very hard to make sure we are represented at the National level and is always willing to make time to listen to what members are looking for from PSIA-AASI.

Ross Boisvert is your President, now termed the Board Chair. He not only spends time with the board, but he must also stay in touch with the CEO multiple times a week. Ross is the board's voice to help our CEO keep things running in a positive direction to reach the board's desired outcomes for our members. With these individuals representing you from Region 1, I must say this is a great voice and force for our Region 1 Members.

Snow will be here soon and I hope I get to see and slide on snow with all of you this winter. In case you forgot, I asked all of you to do two things for me this off season. One was get out and be active walking, running, biking, swimming, or something fun. The second was get a ski/ride book or educational book to read, maybe the new PSIA-AASI *Teaching Snowsports Manual*. There is still a time before snow flies to do a little of both. This will give you a better start physically and mentally to another season of the vocation we all share, coaching snow sports.

See you on the slopes,  
Dave Capron

## Region 2 Report

By Ted Fleischer  
AASI-E Examiner  
Region 2 Director

**G**reetings fellow snow lovers:

It's been quite a productive summer and fall. We've reviewed our successful 2018-19 winter season, done a deeeeep dive into how we organize and manage our organization, made some great changes, and are prepping for what looks to be another fantastic season.

This past season was an excellent one for our Eastern Division and for our region, Vermont. We



hosted many events, saw great attendance and had excellent conditions in a long season that was book-ended with early and late natural snow. Accounting improvements from last summer paid off with efficiencies that allowed us to finish the season with better membership equity than we've seen in many years. This pays dividends in courses we can offer, scholarships that are available, and other future improvements to systems, staff and membership.

Over the summer I was fortunate enough to be busy on several committees and task forces. One of the most exciting groups I was able to contribute to was the Eastern Governance Committee. We reviewed, in depth, how we currently run our organization. We reviewed alternative possibilities and landed on Policy Governance. After reviewing this structure reform, and finding a consultant to help with the transition, the full Board voted to adopt Policy Governance. This holds great potential for the future efficiency and progression of our organization. Read more about it in the message from Ross.

Great news! We also reached a longtime goal for our Division. A recurring dues payment cycle now allows our members, to pay dues on a repeating, quarterly cycle instead of in one lump sum in June. I know that for several of our membership populations, this is a much more attractive way to pay dues than in June. You can opt in to do so if this fits your lifestyle.

Several more resorts nearby have changed hands and are now part of Vail Resorts global network. With the growth of the Epic pass and the participating resorts, we hope to see even more excited guests chomping at the bit to come to ski and ride with us in Vermont. Vail's historical commitment to professional staff development can help to raise an already high bar.

On a large housekeeping note, an offer was made to our organization for a buyout of our divisional office in Albany, NY. Ultimately, due to the hard work of our leadership team, we were offered a deal that was too good to pass up. Positive office space, additional member equity and the potential to develop even more membership benefits and opportunities for our organization in the future will all be a result of this deal.

Vermont will host many events this season. Check out the published schedule and sign up for one near (or far) from you or kick back in your jammies with a favorite beverage and take one of our popular online courses before the snow flies. One last exciting thing to note is that Sugarbush Resort in Vermont will be hosting a National Board of Directors meeting this season in early February. Many Eastern BOD members, myself included, will be in close proximity to learn more about, and see, Policy Governance in action since the National Board has already adopted this style of governing. We look forward to hosting our national brothers and sisters at one of the best resorts in our region!

As I wrote in the beginning, this has been a very busy, productive, and exciting summer for our organization as a whole, and for the future of our membership, with many of these changes spilling over into the upcoming season. Don't get stuck in the lift line of life -- jump on that chair; we'll see you at the top!

Cheers,  
Ted Fleischer

## Region 3 Report

By Dave Beckwith  
Region 3 Director

**G**reetings Region 3! I hope everyone had a fabulous summer. As I write this report, the 2019-20 ski season has officially started with the opening of Arapahoe Basin and Keystone in Colorado. Foliage in the East is at its peak and we are days away from our resorts firing up the snow guns and getting our season underway in the East. Here is an update on what has been happening in Region 3 over the summer.

Gary Rivers, who has been our Region 3 representative on the Children's Committee for the past several seasons is leaving and will be working at Mt. Snow. I am happy to announce that replacing Gary, as our new Region 3 representative on the Children's Committee, will be Breezy Grenier. Breezy instructs at Wachusett and is a member of the NextCore Action Group. She will be a great addition and contributor to both the Children's Committee and Region 3; we look forward to working with her in the future. Please welcome Breezy on board.

Save the Date!

There will be a Regional meeting at Wachusett Mt. on Feb. 26, 2020 at 4:30 PM

Wachusett has several events scheduled for Feb. 26-27, and in an effort to reach as many members as we can, we scheduled the meeting to coincide with these events. This is a great opportunity to attend an event to build on your "Effective Bag of Tricks," take a CS2 or Level 1 exam and catch a Region 3 meeting! Looking forward to seeing a bunch of you there and some excellent conditions at Wachusett!

Mt. Southington has a new General Manager. Effective August 31, 2019, Jay Dougherty returned to the helm at Mt. Southington after a one-year hiatus.

Both your Region 3 representative Dave Welch and I would love to hear from you. If you have any questions, suggestions or concerns or just want to get together and ski, please do not hesitate to let us know.

Let hope for early snow and a great winter!

See you on the slopes this winter.

Cheers,  
Dave Beckwith  
Region 3 Director

## Region 4 Report

By Bob Shostek, PSIA-E Examiner  
Region 4 Director

Steve Martin  
Region 4 Representative

**G**reetings fellow Region 4 members! Hopefully you are as excited as I am about the time of year - leaves falling, earlier darkness, cold air moving in steadily and more importantly - NO more grass to cut. Yep, it's that time of year and Snowsports season is right around the corner. By the time this newsletter goes to press, some of our eastern resorts will be making snow or already close to opening.

At the end of September, the Eastern Division sent out an Email blast with the upcoming 2019-20 Schedule of Events for all disciplines. Suggestions from our Elevate Eastern Task Force in the summer of 2018 to reduce the number of events and strategically choose event locations division-wide were implemented. Although our division's event attendance was down again for the fourth straight season, end of year data has revealed that this reduction in events and the strategic thought given to the location of the events was a great economic benefit for the division. The division will continue this season with the Schedule of Events staying at or near the same number of events.

Region 4 had 69 events scheduled last season with 10 events cancelled due to low registrations. Although we had events cancelled, I am excited that our event schedule for this season is stronger than last. This year we will have a total of 78 events at 12 different resorts compared to 7 resorts last year. Event geographical locations are similar to last season with some new additions of hosting areas.

We still have **ALL snowsports disciplines** covered with a variety of educational and exam events in each. Alpine members can choose from 49 events. AASI Snowboard members will have 12 events to choose from, Children coaches 8 events, Adaptive coaches 8 and Nordic 1.

**Important for exam candidates**, our region will host a LII skiing exam on a Sunday and the following Sunday we will host a LII teaching exam. Blue Mountain in east central PA is going to be the host area for these two exams. I **strongly suggest** you sign up early for either one of these exams as I anticipate attendance will be robust and will fill early.

I would like to reiterate that if the event offerings in our region (date or location) do not work, this is the perfect situation for you and fellow school members to take full advantage of our "**Member Customized Events**". Basically, school members can create what material they would like to cover in a two-day event at their area. What a great opportunity to have a personalized clinic for your school

and receive your two-year update. Details, pricing and complete information can be found on our web site at [psia-e.org/mce/](http://psia-e.org/mce/) or call the Eastern Division at (518) 452-6095 and speak with James Friedman about this great new benefit.

You will find in this newsletter articles related to the new Level II and III exam processes that were revised over this past summer. As a manager, trainer or member planning on attending an exam this season, it is recommended that you take the time to review all articles related to the exam process. You will find many articles related to new event offerings, revised event descriptions, articles about certification exams and more importantly, the updates relevant to the exam process. Also, the Alpine Exam Guide on our web site has been revised with complete details of the new exam process and skiing task descriptions.

Make sure you check out articles relevant to updates about our division's operational status, financial health, member retention, BOD governance changes and the division's office location change.

Along with our Region 4 representative Steve Martin, I will try to conduct two regional meetings this season and each will run in conjunction with educational events. Having a northern and a southern meeting during the year has been well received by Region 4 members in the past. We aim to hold one in the northern part of the region (Camelback) and one in the south (Liberty or Whitetail). The regional meetings are designed to update members about the division and the region as well as provide national news. These meetings are also an avenue for members to voice concerns or issues, and present suggestions and questions about the association and the division. But Steve and I are available *any time* during the year for regional members, so feel free to contact us directly with any questions or concerns.

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

Bob Shostek, Region 4 Director

Steve Martin, Region 4 Representative

## Region 5 Report

By Dick Fox

Region 5 Director

**G**reetings everyone. As I sit here composing this, I am looking at one of the most beautiful mornings of the year. Leaves are in peak color; the sky is clear blue; and the ground is bright white with a heavy frost. Winter is at hand.

In this edition, let's start with the eastern portion of Region 5. Joe Hazard contributes the following:

"Every skier and snowboarder is eagerly awaiting this new season and each of the areas in Central New York has invested significantly to attract more and more people to our winter sport. Both Bristol and Greek Peak (including Toggenburg) reported significant improvements in facilities to enhance

the customer experience. Bristol added a number of new snowmaking guns to improve the conditions on their vast terrain. Additionally, Bristol continues to add to access to Terrain Park and freestyle features. In March, Bristol will host the National Aerial Championships as part of a two-year commitment to bringing that part of snowsports to Central New York.

Greek Peak added snowmaking capabilities with new tower guns and is continuing their valued relationship with Snow Operating to attract beginners and provide them with more immediate access to skiing and boarding through Terrain Based Learning. Also, Greek Peak is now offering reciprocal ticket privileges at a number of Eastern areas. Swain indicated that they continue to upgrade their snowmaking capabilities and have introduced Sno-Go Ski Biking to their offerings and will be offering lesson programs for new enthusiasts."

Joe continued: "During the summer, I had the opportunity to speak with a number of both Alpine and Snowboard instructors at various levels of tenure and certification. Overwhelmingly, these conversations highlighted the continuing professionalism of our organization and our Ed Staff. We are very fortunate to have such a dedicated group of trainers and clinicians available to help guide our skill development and teaching experience.

As we move into this new season, each of the directors indicated the biggest challenge is the continuing effort to recruit motivated and enthusiastic candidates as instructors. Obviously, training is the key and most are incorporating the materials provided by PSIA-AASI. It also encompasses the role of training fundamentals in the continuing development of existing staff to improve retention and personal job satisfaction for instructors at any level.

I hope to connect with many of you in Region 5 during the weeks and months ahead. Thank you for the passion you bring to our sport."

In the western frontier, there is much happening also.

From the extreme west (Peek 'n Peak), Stuart Gates notes that, "The introduction of Lunar Lights Tubing last season was a big hit. With a new twist of sliding on snow, the music and light show allowed for a great introduction to winter fun for many new guests to Peek 'n Peak.

With an added Focus on giving the guest what they want in terms of Lessons we released all new Family Learn to Ski/Snowboard Group Lessons where parents and children, friends and family could all learn together and the same rate of other Learn To options. This gave us the opportunity to connect with over a 1,000 more new skiers this past season compared to years prior.

Our Peek'n Kids expanded programing to include Peek'n Cubs, Designed for 2-3 year olds.

Currently, we are renovating our Learning Center Lobby to help improve the flow of guest traffic as well as increase the inside queuing capacity, and we are also updating our Rental Shop to send a more positive

message to newer skiers first time experience."

HoliMont has a new Snowsports Director – Travis Widger (not a newcomer to coaching in Ellicottville by any means). Travis reports that, "We are excited for a new phase for on snow programs at HoliMont. With my new role as Snowsports Director I will now oversee all on snow programs at HoliMont. We are very much looking forward to working together as one collaborative unit with our staffs to create a better offering for our membership. This offering will have a clear path from learn to ski/ride to competitive programs, instructing or coaching apprenticeships, and mountain exploration programs for skiers and riders alike. With our family centered mission at HoliMont our end goals is always to instill a lifelong love for winter sports in all.

Additionally, we are excited to welcome some new energy in our parks departments with the appointment of Chris Perks as our new Parks Director and some additional off snow member benefits are coming with the addition of mountain bike trails and possible uphill access for summer mountain biking. We currently have a bike carries on loan from Deasonbuilt which was used by our membership in conjunction with our new flow trail during the Fall Festival weekend."

On the other side of the hill in Ellicottville, Jane Eshbaugh reports that "Holiday Valley is gearing up for our 62<sup>nd</sup> season, and it's going to be awesome! Beyond our \$3.3 million Cap X purchases like a new Pisten Bully 600 winch cat, 107 HKD Impulse snowguns, phase I of our LED slope lighting project and more, we're most excited about the glading project that took place this summer. One of our most enthusiastic woods skiers headed a crew, the "Holiday Valley Woodsmen" who carefully manicured each of our 4 glades. They laid down trees and branches to fill in the low spots, trimmed off low branches and saplings, removed logs and branches that bridged across the fall-line, ramped the upside of stumps and rocks, all with the goal of making skiers time in the woods more fun. It will still take a high level of skill to ski in the woods, but the flow of turns will be more predictable and it will take less snow accumulation to make the glades skiable. Hello powder runs!

Holiday Valley is committed to bringing more people into the sport and will be participating in the January National Learn a Snowsport month. Learn to ski or snowboard packages for ages 12 and up are half price through the month. This special price is available for daytime and nighttime lessons. January 10<sup>th</sup> is designated as "Learn to Love Winter Day", where all learn to ski or snowboard lessons for ages 3 and up are \$25. The Inn at Holiday Valley is offering a free learn to ski or snowboard package for guests staying midweek during January. With a slopeside location, an indoor/outdoor heated pool, free breakfast, an outdoor hot tub and a short walk to the Snowsports School headquarters at the Creekside Lodge, it's the ideal introduction to this amazing sport. Add to that the excitement and charm of the



nearby Village of Ellicottville (nicknamed the Aspen of the East), these guests can't help becoming lifelong skiers and snowboarders. And to encourage all these new skiers and riders to return to the slopes, they are presented with the RIP 20 card that entitles them to 25% off lift tickets, lessons and rental equipment through December of 2020."

You will read in other locations in this *Snow Pro* about a number of very significant changes in the works for our Region affecting how we govern and operate. While it might not be the reason that you read the *Snow Pro*, these are very important changes in how we do business and I believe that it will impact every member in a positive way. Everything is on the table, so if you have suggestions, PLEASE drop me a note. As a result of your input, the Eastern Division is continuing to evolve into a much more dynamic and engaged proponent of our profession within the ski industry. Good stuff ahead!!

As always, if you have any questions, concerns or ideas, please e-mail me or Joe at:

[dfox@wmf-inc.com](mailto:dfox@wmf-inc.com)

[J-hazard@hotmail.com](mailto:J-hazard@hotmail.com)

## Region 6 Report

By Joan Heaton

Region 6 Director

Area Rep Program Coordinator

By the time you read this, our first Region 6 Meeting will have been held at Ski Plattekill at 1:30 pm on Sunday, Nov. 10<sup>th</sup> in the resort's lodge, Roxbury, New York. We are so proud of the many volunteer PSIA-AASI Eastern Division Ed Staff members from Region 6 who hold such very important service positions for us that I thought this to be a great opportunity to bring them together for you to meet. This season would have been an election year for Region 6. However, with the transition occurring for our way of governing our association to Policy Governance, all positions have been frozen for an extra year. All Board and Committee members will remain the same until 2021. See the article in this Around the Regions section for more specifics.

Lisa Gouwens, Region 6 Representative to the Children's Committee, continues her Networking Project with those people in charge of the children's programs in snowsports schools in Region 6. It provides children's program managers and supervisors the opportunity to share ideas and best practices. Children's program supervisors in Region 6 are encouraged to contact Lisa to become a part of this project.

The big news around the Region is from Katie Giannini from Hunter. Vail Resorts is to purchase Peak Resorts, and that means Hunter Mountain will become part of Vail Resorts. Hunter is hiring; they're looking for ski and ride Instructors for the season! Hunter's ITC is November 23rd & 24th. People can sign up via the Hunter website [huntermtn.com/itc-registration-form/](http://huntermtn.com/itc-registration-form/).

Windham Mountain Resort reports the relocation of the high-speed quad (the A chair) that replaces the fixed-grip, triple-chair at C-Lift serving terrain on the western most side of the mountain, including *Wonderama*, a beginner rated trail, *Lower Windfall*, a scenic intermediate trail that gives skiers and riders a tour of trailside homes, *What Terrain Park* and its medium to large features, *Warm Up*, which serves as a training course for the *Windham Race Factory*, and *Lower Wheelchair*, an intermediate trail which is home to Windham's NASTAR course. The addition of this lift further increases lift capacity out of the base area after the addition of the Westside Six last season. The former A lift quad will also service sunset skiing and riding until 8 pm on Fridays, Saturdays, and select holidays in the heart of the winter season. Sunset skiers and riders will also notice brand new, energy efficient lighting on the six trails open during extended hours.

In the base area, Windham reports the addition of a brand new 33-foot diameter European-inspired "Umbrella Bar" with room for 125 guests in enclosed, heated comfort which will serve as the centerpiece of a reenergized patio. It features a rotating collection of eight craft beers on tap, a full bar, and is conveniently located near the patio BBQ for food pairings. Steps away, a second new building houses a unique ski simulator that offers guests the chance to ski downhill race venues from around the world virtually, while supporting the Adaptive Sports Foundation. The building will also house a new equipment-valet and quick tune-up station.

For your information, here is a list of the PSIA-AASI Eastern Division Area Reps in Region 6. Contact these Reps for PSIA-AASI information. Check with your mountain to be sure you have an area representative.

If you do not see your area listed, please contact Joan Heaton at [jeheaton@optonline.net](mailto:jeheaton@optonline.net).

- Adaptive Sports Foundation at Windham Mountain - Christopher Brower
- Belleayre Ski Area - Sarah Rogers
- Catamount Ski Area - Jay De Marcken
- Double 'H' Ranch - James Hayes
- Gore Mountain - Dave Semo
- Hunter Mt. - Katie Giannini
- Maximum Tours - Robin Calitri
- Hyer Meadows Mountain Trails Cross Country Ski Center - Karlis V. Kopans
- Maple Ski Ridge - Erik Posner
- Mt. Peter Ski Area - Bradley Robinson
- Oak Mountain - Tom Preston
- OC Ski Club - Cynthia Ward
- Ski Plattekill - Roman Hrab
- Royal Mountain - Michael Schaefer
- Thunder Ridge - Bob Brainard
- Titus Mountain - Kitty Villeneuve
- West Mountain - Greg Hammond
- Victor Constant Ski Slope at West Point - Madelene Knaggs
- Whiteface Mt. - Bill Fisher

- Willard Mountain - Tim Carey
- Windham Mountain Resort - Andy Bertisch
- Woods Valley Snowsports School - Dan Maneen

Respectfully submitted,  
Joan Heaton, Director Region 6

## Region 7 Report

By Ty Johnson

Region 7 Director

Another winter approaches and if the bear activity is a true indication of a hard winter season then it will be a good winter for Region 7. Our Black Bears here in Virginia, on the Blue Ridge Mountains, have been very active this year and the Woolly Worm Caterpillars are showing up too so let's keep our fingers crossed for a long prosperous snowy (or at least cold) winter.

First I would say thank you to the members of Region 7 for voting me back to the board along with Walter Jaeger. Some big shoes have to be filled as Paul Crenshaw has been the director for the last 11 years and we owe Paul untold gratitude for doing this volunteer position and contributing to PSIA-E division with many ideas and direction during those years.

That is not all for Paul – He has been selected as the 2019 recipient of the Einar Aas Award for Excellence in Snowsports Management. Paul is the first recipient of this award in Region 7! Paul will be honored at the Snowsports School Management Seminar at Killington in early December. Congratulations Paul!

The board has been working hard on creating a new governance system and policies of PSIA-E Division. This is very exciting as the board will be making future decisions and visions for the Eastern Division on a much broader scale. Ross Boisvert's Chairman's report in this issue has the full details of what we are doing. Again check it out in this issue.

After a hot summer and hot early October, there is not much news from around the region. Massanutten Resort is experimenting with Terrain Based Learning this year. Beginning January 22, 2020, Wintergreen will be hosting the Movement Analysis Seminar that Dave Capron and Matt Erickson have been holding in the fall in Massachusetts the last two years. This is a great opportunity to learn off and on snow about a subject that we all use every day!

Walter and I will try to get more around the region this year as one of the board's visions is to get out and contact more members directly for feedback. So you may see one of us at your resort's rehire meeting this fall. Please reach out to either Walter or me with any questions or concerns that may come up before, during or after the season. We would like to hear from you! That's all for now – may we be blessed in Region 7 with cold and white slopes soon!

Ty Johnson – [stycman55@gmail.com](mailto:stycman55@gmail.com)

Walter Jaeger – [wjaeger1@mac.com](mailto:wjaeger1@mac.com) ☞



## In Memoriam

**Donald Alan Borrmann**, 96, passed away peacefully on October 26, 2018 in Lexington, KY. He was married for 72 years to his beloved wife, Joyce Marie Borrmann, who predeceased him. Born in Buffalo, NY, he lived most of his adult life in Silver Spring and Rockville, MD, and moved to Lexington in his later years to be closer to his nephew and wife, John and Karen Butler. Other survivors include a sister-in-law, Peggy Faulkner of Tampa, FL; and two nephews, Rick (Melanie) Faulkner and Bob (Sherry) Faulkner.

Don attended the University of Michigan, where he majored in Aeronautical Engineering. During World War II he volunteered for military service and was commissioned as a 2nd Lieutenant after graduating from Signal Corp Officer Candidate School. After the war, he began service with the Army Security Agency which became part of the National Security Agency (NSA). He was a Senior Cryptologist and served in many positions with the NSA, in special assignments with the CIA and Department of Defense, and overseas assignments as a Foreign Service Attach, from the State Department to Norway and England. In 2002, Don was awarded the Knowlton Award by the Army Intelligence and Security Command for technical intelligence activities conducted in China during the period of the surrender of Japanese forces there at the close of World War II.

Don and his wife loved tennis and golf and were professional ski instructors for 14 years. Don was a member of the Association of Former Intelligence Officers, the Army Signal Corps OCS Association, the National Cryptologic Museum Foundation, the Professional Ski Instructors of America, the Goodwin Society, the Burgesses Society of the Colonial Williamsburg Foundation, and the Legacy Society of the Washington National Opera. His family thanks the staff at Magnolia Springs Senior Living for their compassionate care. The family suggests contributions to The National Cryptologic Museum Foundation. <<

**Joyce Marie Borrmann**, beloved wife of Donald A. Borrmann for 72 years, passed away peacefully on April 15, 2018 in the Bluegrass Hospice Care Center in Lexington, KY. Born in Muir, Michigan, she lived most of her adult life in Silver Spring and Rockville, MD, and moved to Lexington to be closer to her nephew and his wife, John and Karen Butler.

Other survivors include a sister, Peggy Faulkner of Tampa, FL; and two nephews, Rick (Melanie) Faulkner and Bob (Sherry) Faulkner. She was predeceased by her parents, Myron and Ida Greenhoe, and a sister, Jean Ann Butler. Joyce served her country as an embassy wife, accompanying her husband on overseas assignments to Norway and England.

Joyce created many beautiful crafts and was a skilled weaver and gourmet cook. She enjoyed tennis and golf and became a professional ski instructor in 1988. She was selected by Skiing Magazine as one of the Top 100 Ski Instructors in the country. She and her husband enjoyed spending time at their second home in the Blue Ridge mountains of Virginia. Joyce was a member of the Professional Ski Instructors of America, the Goodwin Society, the Burgesses Society of the Colonial Williamsburg Foundation, the Legacy Society of the Washington National Opera, and the National Cryptologic Museum Foundation.

Her family thanks the staff at Magnolia Springs Senior Living and the Bluegrass Hospice Care Center for their compassionate care. The family suggests contributions to Hospice of the Bluegrass. In the words of Dennis's sister, "Everyone should be lucky enough to be that passionate about something in their life. For that I am grateful — to Loon Mountain and to PSIA." <<

# AVALANCHE

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Head office : 418 877-5584  
[avalancheskiwear.com](http://avalancheskiwear.com)

## SNOW Pro

### Upcoming SnowPro Copy Deadlines

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

**Winter 2020 issue:  
January 10, 2020**

### Writing Guidelines

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

## AASI Update

By Brian Donovan

AASI-E Examiner

AASI-E Advisor



Winter is coming! Winter is coming! Make sure you are prepared to make the most out of the 2019-2020 season!

- Pay your dues so that you can check out the Pro Offers at [www.thesnowpros.org](http://www.thesnowpros.org).
  - Scroll down to the bottom of the home page and follow the link to the Pro Offers.
  - Take advantage of one of the biggest membership benefits by scoring some discounted gear for the season.
  - Follow the rules and maintain proper etiquette!!
    - Don't share your Pro Offer discounts with friends and family unless the rules specifically state that you are allowed to do so. Ignoring this rule is the easiest way to lose these discounts.
    - Don't go to retail stores to try stuff on and make more work for the staff in that store or leave the store a mess.
    - Don't brag to retail employees about how you're going to use your Pro Offers to get a better deal online.
- Check out the AASI-E Event Schedule!!! Did you notice?!?
  - AASI Plans to Party at Pro Jam:
    - Pro Jam in December is not just for skiers anymore. Every year, Pro Jam is a week when over 500 instructors, sponsors, and guests gather together for sliding and partying! There will be on-snow clinics, indoor sessions, presentations from industry leaders, and an après celebration each day!
    - This year's Pro Jam is being hosted at Mount Snow Resort December 9 – 13.
    - We want to show the rest of the East how much fun the snowboarders of AASI East can have both on snow and off. Grab some friends and sign up for what is shaping up to be an amazing 5 days of early season sliding and fun!
  - AASI Exam details:
    - We are hosting our mid-season Level 2 Certification Exam at Snowshoe Mountain in West Virginia March 1st-3rd.
    - This Exam takes place Sunday – Tuesday. This format should make it more accessible for people to take fewer days off work and still have an opportunity to attend a Level 2 Exam this season.
    - End of season Level 2 and Level 3 Certification Exams are scheduled for Killington Resort in Vermont March 18th – 20th.
    - For the first time ever, these exams are scheduled for Wednesday – Friday.
    - You asked and we answered! For the first time ever, you also have the option to make it a 5-day experience. We are hosting Level 2 and Level 3 Exam Prep events on the Monday and Tuesday during the same week as the Exams. Sign up for the whole week and use the first two days to dial in your riding and teaching on the same terrain that you'll be getting assessed on for days 3, 4, and 5. \*Please Note: you are not required to attend the Exam Prep in order to attend

the Certification Exams. \*\*Also Note: If you plan on participating over the entire 5 days, don't use up all your energy early in the week! Save some fuel in the tank to be able to finish your Exam strong!

- AASI Resort Area Trainer Event!!!
  - Are you a trainer at your resort? Do you want to be at Killington to support your staff as they attend Level 2 and Level 3 Exams? If you checked both of these boxes, don't miss out on the Resort Area Trainer Event at Killington March 19-20. This event is focused on becoming a better staff trainer and understanding what it takes to help other instructors improve their teaching and riding.

- Calling all resort trainers!!! Did you know??!

If you are a trainer at your home mountain, you have the opportunity to shadow a member of the AASI-E Education Staff running 1 event per season. Contact James Friedman in the PSIA-AASI Eastern Division Office to inquire about opportunities to shadow an event and become a better trainer for your staff.

Shadow opportunities are:

1. Limited to Level 1 Exams, Exam Prep events, and Exam pre-requisite events.
2. Available if a member of the AASI-E Ed Staff is not already understudying the event.
3. Available if the event is equal to or below your own certification level.
4. All shadow opportunities must be approved by the Eastern Division office staff. Members are not permitted to shadow Level 2 and Level 3 Exams.
5. Shadowing an event does not count for education credits – Think of it as an unpaid internship where knowledge and snowboarding are your rewards. <<

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and ask for Special Rate ID#00224550



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## adaptive airtime

### Adaptive Update

By Kathy Chandler

PSIA-E Adaptive Examiner

Eastern Adaptive Advisor

Each year the Adaptive Steering Committee looks at the participation of the membership. What educational clinics were well attended? Which exams had enough participants to run and which didn't? We look at the numbers, we listen to the membership about their wishes and we try to come up with ideas that will please and keep the membership learning and developing their personal skills.

For this year we will continue to develop the Accreditation process for those who have a discipline that is a specialty. Many instructors and volunteers in adaptive programs have a particular discipline that is a favorite and in which they excel. Having run a program for many years, those instructors are hugely valuable and I always knew that they would give a fabulous lesson. The Accreditation pathway is a perfect way to continue to grow in PSIA and share their expertise with others and get some credit for doing so.

The first step toward Alpine Adaptive Certification begins with passing online the Alpine Level II Professional Knowledge exam. This ensures all candidates have the basic understanding and knowledge for the on-snow portion of the exam. Next, Adaptive candidates may choose between the one-day Alpine Level II Skiing Exam **or** the one-day Adaptive Skiing Fundamentals Exam. (The Adaptive Skiing Fundamentals exam will no longer contain a teaching portion.) Once this module is successfully completed, the candidate may continue with the Adaptive Accreditation and/or Certification process. Candidates may focus on one specialty area to earn an accreditation in one area, or, candidates can pursue all six accreditations for Level II or III Adaptive Certification. Each module can be banked for life based on continuous membership. Scores between 4 and 7 in each of the 6 modules/accreditations would be considered equivalent to Adaptive Level II and scores between 8 and 10 in each of the 6 modules/accreditations would be equivalent to an Adaptive Level III. In addition, there is an online professional knowledge exam for each specialty area.

This year, for those who want to do an **express certification run**, we will hold one **4-day exam at Loon in March when candidates can take all of the exams in one shot**. Look for it in the schedule. We will do two disciplines in one day as we have done in the past; Day 1 = Skiing Fundamentals, Day 2 - Visually Impaired and

Cognitive, Day 3 - Three and Four Track and Day 4 - Mono and Bi ski. All candidates will take all four exams. All passes are banked. For those disciplines that are not a pass, the candidate can do a one-day retake in the Accreditation process for those disciplines. So, if certification is your goal, this is the fastest way to get there.

The Adaptive Snowboard Certification has not changed and still consists of four sessions: Riding, Sit Down, Stand Up and VI/Cog.

Know that we are looking out for your interest, giving you options for your educational development and encouraging you to come to an event this year. We look forward to seeing you and hearing your input. «

### Being 40

By Holly Andersen

AASI-E Examiner and Adaptive

Snowboard Examiner

JIB and CAB's Mom

and Bad ASSI Mom

**Editor's note:** Holly writes about her struggle to find balance in her life. That's a situation common to so many of us who are working full time jobs during the week, teaching on the weekends and trying to juggle families and children in addition to all of that. Even though she is already an AASI Examiner, last year, she took her Adaptive Snowboard Level III exam to become one of the first in the country certified as an Adaptive Snowboard Level III and also now an Adaptive Snowboard Examiner. I think her search to find that elusive balance will resonate with many of us regardless of age. Enjoy. Karen Haringa, Assistant Editor

I'm a solid 18 years old ... with 22 years of experience. Being 40 is the best thing EVER.

Turning 40, not so much: I have gotten my first gray hair; I see wrinkle lines starting around my eyes; when I wake up and go to hug my sweet little children, I am shocked every morning when these grown kids emerge from their lairs. One child is tall enough to look me in the eye. The other already has more fashion sense than I do. We are in the sweet spot of parenthood - we are out of baby jail with the diapers and the naps and the baby food. We are not quite into the middle school hormone years, which I don't think they make enough alcohol for me to endure (although I remain hopeful). The actual day of my 40th birthday, I woke up early, went to get my new driver's license, took my daughter to the orthopedist because she had broken her ankle—again—just the other one this time and she needed another cast. Then I went to work. I just kept thinking, yep - this must be 40.

To be clear, the months, weeks and days before turning the big four 0 were definitely a trip.

When I wake up in the morning, I feel like I'm a solid 17 years old (18 on good days when I have meetings at work and adulting is required). In my everyday world, my construction project at work was all consuming. I had a hard time sleeping, there were constant conflicts, and the level of bologna ran high. Being a woman in construction, I have always been able to build a golden bridge or help opposing sides come to a consensus. Always ... until this contractor. Not with this company. The project is the largest renovation project that the College has ever undertaken. It was a huge lift for everyone and I was in charge of it. I still am. After ski and snowboard season ended, the contractor made a decision for the worst, made clear their dislike of me personally and they broke me. I cried every day coming home and it took every ounce of energy I had just to stand up to them. It all felt David and Goliath. Then, of course, I ended up in the hospital. My gallbladder stopped working, my blood pressure was through the roof, all I could think was—great, this is 40.

Once I got my gallbladder out and got some blood pressure medication (yep, again, this is 40), things got better. My project started winding down much like a ski season does in the spring—in like a lion and out like a lamb. Then I looked at all the things that I had over-scheduled myself for - the 5th grade fundraiser, PTA, all the girl's activities, the #@&%\*! bake sale - and realized this was all not sustainable and I needed to rethink things. This is an issue for me and my family members. - The Andersen's in general - if we have done something once, we must do it every year forever; we do not say no when asked to help and we must keep adding more. It is the Andersen way. I started turning my cell phone off at night so that work could not call and I could be completely present for the girls. I dropped things that no longer served me—for real. The garden will be fine if I do not weed it every day and the house does not need to be perfect. We live in it; it does not have to be like a museum. Take-out became a constant option.

Then, my older daughter JIB, repeated what she has said to me for the past three seasons and I finally heard her. She said Mom, "I love winter and I love snowboarding, but I hate that you are never home." This time, I heard her. It broke my heart. I looked at the daunting schedules ahead—my home mountain schedule, the adaptive programs I volunteer in, the million other things I do. So, I dropped some things and it was really hard. I will not be teaching at my home mountain this year for the first time in 16 years. My husband is tired of riding by himself all the time. It was the most obvious crazy-hard-decision though the choice was clear. I will only have my girls so long until they

continued on next page 



## we got next! NextCore News

NextCore is a dedicated group of young members age 16-36 that are working together to promote the change and develop the programs and benefits vital to long-term engagement of the "next core" of PSIA-AASI membership.

## Ask Not What your Association Can Do for You, But What You Can Do for Your Association

By Dave Isaacs, PSIA/AASI-E Board of Directors, Member At-Large  
Member, NextCore Action Group  
AASI L2, FS1, Liberty Mountain

From the first day of indoor ITC at Liberty in 2012, I was so excited to become an instructor, but also to become a part of this awesome organization our training staff told us about called PSIA-AASI. I wanted to be a part of this community and learn all the amazing things they had to teach me. During my AASI level 1 exam, the examiner completely blew my mind with information that made me a better rider and teacher. In fact, there are two tips he taught us that I still teach to almost every student from beginner to advanced riders. The enthusiasm he had for the sport and teaching was infectious. It's something I've seen so many of our Ed Staff share with members and the general public every chance they get.

The next few years my job took away my ability to play in the snow during the week. As much as I tried to stay active and involved, my riding and teaching stagnated and exams were the only events I could justify attending. I'm incredibly lucky to be a part of a school that has an extremely high percentage of PSIA-AASI members among the staff, as well as members of the Alpine Ed Staff, and a School Director who is highly engaged and supportive of members. Despite that, as I went down my own road to Level 2, I found there was still a lot about the organization that I didn't know or understand. Last year, thanks to a callout on social media by an Ed Staff member, who I've looked to as a mentor, I decided to run for the Board of Directors. What better way to learn how the organization works, right?

Throughout last winter I spent as much time as possible traveling around my region, meeting members, riding with them, joining in clinics, and hearing their thoughts on the sport and organization during "bar clinics" après. Soon I was opening to new perspectives and approaches to teaching and riding, and

I started on my path toward Level 3. During this time, I was also becoming more engaged in NextCore, an awesome initiative by our CEO and the Eastern Board. NextCore is a think tank of younger members charged with coming up with ways to gain and retain younger members. While I was ultimately not successful in my bid for the board, the record levels of engagement in this election cycle, and the board's desire to diversify, created the opportunity for me and Katie Brinton to join the board as Members At-Large.

I feel incredibly lucky to have this opportunity during such an exciting time. There are so many good things going on within our organization, and some substantial changes to the structure of the Board of Directors over the next year or so. Some of these things will have a direct impact to our membership this season. While others won't have such direct impacts, they will, however, shape the future and direction of our organization. I have been amazed at every turn by how much desire there is from our leadership to grow, diversify, and be on the leading edge of education in snow sports.

I would encourage everyone to play an active role in our organization and where it heads. Strike up conversations with new and potential members, share ideas, and join the discussion on the Facebook groups for PSIA and AASI. Go on the Eastern website, look up the Board members that represent your region, and talk to them about what is going on at your mountain. This organization is only as good as its members and we all have a role to play. Not every idea can be made into a reality, but 0% of ideas get implemented if they have never been discussed. One of the best things about this organization, and our sport, is the sense of community we all get out of it. Go out and #sharethestoke! ☺




### » adaptive airtime, continued from previous page

will not want to hang out with me anymore. Friends and boyfriends will become a priority. I am not going to miss my shot.

A newflash to those who are behind me on this journey: I am so grateful that all this happened. I am so excited for the upcoming season. So. Excited. In Vermont, fifth graders ski free at many mountains with the Ski Vermont Fifth Grade Pass. I cannot wait to be a Bad Mom this season and include my daughter in our snowboarding shenanigans, travel to as many resorts as possible, take them to more ski bars, and ride. I am confident that I made a good choice this season because I have messed up enough to know when I have not. I am stronger than all the things that have tried to hurt me and I am proud of each and every scar. I took a second level 3 exam 20 years after the first and it was TERRIFYING. Change is good and necessary as I learned from reading Mermer Blakeslee's In the Yikes Zone. I wish I had known not to fear turning 40, because 40 is pretty rad.

"Motherhood brings as much joy as ever, but still brings boredom, exhaustion, and sorrow too.

Nothing else ever will make you as happy or as sad, as proud or as tired, for nothing is quite as hard as helping a person develop their own individuality, especially while you struggle to keep your own"- Marguerite Kelly and Elia Parsons. ☺

### Ski & Snowboard School Director

**Song Mountain / Labrador Mountain (SkiCNY.com)** is seeking a full time Ski and Snowboard Director. Candidate must demonstrate leadership, communication and organizational skills, and have a keen sense of the "bottom line". A background in sales and marketing is a plus. Level 2 or 3 PSIA/AASI certification preferred. The successful candidate will have a proven ability to hire, train, and supervise a professional staff (100+) for all lessons / school programs, as well as overseeing payroll and HR reporting each week. Salary and benefit package will be commensurate with qualifications and experience. Please send a confidential letter of interest, resume, salary history and salary requirements to [Jobs@Songmountain.com](mailto:Jobs@Songmountain.com).

## Multi-Tier Membership Program now Available for Eastern Snowsports Schools!

By Michael J. Mendrick, CEO

**E**astern snowsports school directors - you now have **THREE options and tier levels of membership to choose from; all are content and benefit-rich and designed to help you fulfill your potential and maximize your partnership with PSIA and AASI.**

Our goal with this program is to continue to support key partners, the resorts and schools throughout the Eastern Division. When you join or renew your partnership investment this year, you'll gain access to more education and training tools than ever before – all geared to help you recruit, retain, and train snowsports instructors who will be able to deliver that great guest experience to the folks who visit your area.

*Check out the options below, make the choice that best fits your needs and budget and sign up today – some of the benefits are schedule-sensitive so the sooner you respond the better chance we have to lock down your training requests!*

### PSIA-AASI Member School Tier 1

**Cost: \$150** Adaptive schools only: \$100 (same as 2018-19)

#### Benefits to include:

The following programs enable you to earn points this season for redemption in 2020-21 to subsidize your staff's attendance at Level II prep clinics, CS1 assessments and Level II exams next season:

- **“50 for 50” Education Dollars Reward Program** for Hosting Events: For every 50 lift tickets we use from your school and resort for Eastern events, we will reward you with \$50 in “education bucks” that you can redeem in the following season for distribution to members of your school staff. This will help in subsidizing their Snowsports education development via attendance at Level II preps, pre-reqs and exams. Other event types need approval from Eastern Director of Education.
- **“5 for 50” Education Dollars Reward Program** for supporting First Chair: An Intro to PSIA-AASI: If your school does not host a scheduled event, you can still earn rewards. For every 5 Snowsports staff members you send to the two -day First Chair: An Introduction to PSIA-AASI event you will receive \$50 in education bucks for redemption the following season for Level II preps, pre-reqs and exams. This carries over from season to season as well. Other event types need approval from Eastern Director of Education.

In addition, the following benefits are available to all Tier 1 Member Schools:

- **Digital Subscription Access to All Educational Materials** for the School Director. You may view content and video from our collection of nearly 20 manuals and guides pertaining to all disciplines. A \$200-plus value alone!
- In addition, your connection with the PSIA-AASI national office provides **access to bulk purchases and a 30% discount for PSIA-AASI's Teaching Snowsports Manual** (new in 2018-19) which represents a core training resource to help your instructor team enhance the service your school provides to guests.
- Your school can also post **unlimited job postings at no charge** on PSIA-AASI's Job Board; which is a great way to recruit the best instructors for your season.

- A diverse (and ever-expanding) slate of **e-learning courses** are among PSIA-AASI's newest educational offerings, some of which are designed specifically to help your new hires and first-year instructors get an edge on how to succeed.

**Total Value: Minimum of \$350**

### PSIA-AASI Member School Tier 2

**Cost: \$750**

Benefits to include ALL Tier 1 features plus. . .

- **All Tier 1 benefits, plus. . .**
- **Registration at the SSM Seminar or Eastern Trainer's Academy** for 1 member staff person. (Value of \$295)
- **One day of Eastern Education Staff on-site training** per your requested needs (does not count toward continuing education credits and is dependent on staff availability – some requested staff may require additional travel expense subsidy). (Value of \$475)
- **Up to three employment and/or event promotional blurbs** on Eastern Social Media outlets (Facebook groups, Instagram, Twitter) with combined followers of 5,000-plus members.
- **Recognition in the winter issue of the SnowPro** (11,000 distribution).
- “Learn it. Love it. Share it!” **promotional flyers for locker rooms** to build interest in membership and instructor retention.

**Total Value: Minimum of \$1,500**

### PSIA-AASI Member School Tier 3

**Cost: \$1,500**

Benefits to include ALL Tier 1 features plus. . .

- **Registration at the SSM Seminar or Eastern Trainer's Academy** for **TWO** member staff persons (value of \$590).
- **TWO days of Eastern Education Staff on-site training** (or ONE day with TWO education staff) per your requested needs (does not count toward continuing education credits and is dependent on staff availability – some requested staff may require additional travel expense subsidy).
- Note: If training cannot be scheduled as a school requests due to date conflicts or staff availability, we will offer **an on-site First Chair program at the school/resort** for up to 8 instructors.
- **Up to FIVE employment and/or event promotional blurbs** on Eastern Social Media outlets (Facebook groups, Instagram, Twitter) with combined followers of 5,000-plus members.
- Recognition in the winter issue of the SnowPro (11,000 distribution).
- “Learn it. Love it. Share it!” promotional flyers for locker rooms to build interest in membership and instructor retention.

**Total Value: Minimum of \$2,000**



### PLUS... ALL member schools qualify for the following benefits:

- Instantly Verify Your Employee's Membership and Certification Status
- Receive Up to a 30% Bulk Discount on Education Materials
- Use PSIA-AASI Job Board to Fill Open Positions (Unlimited Postings!)
- Guide for New Instructors E-Learning Course
- Align Education with PSIA-AASI National Standards
- Order a New Member School Plaque and Use a Digital Badge
- Stay Updated About the Latest Industry News & Tools
- Use Marketing Toolkit to Recruit New Hires & Promote Benefits of Lessons
- Opportunity and "first preference" to host Eastern Division Educational Events & Exams
- Access to Eastern Division "Make Winter More Fun" Promotional Materials
- "Find a Snowsports School" Listing, Web Links & Map Location on Consumer-Oriented [www.MakeWinterMoreFun.com](http://www.MakeWinterMoreFun.com).

For more detailed explanation of National school benefits, go to: [www.thesnowpros.org/membership/member-schools](http://www.thesnowpros.org/membership/member-schools)

For more info and a member school application go to <https://www.psia-e.org/member-school-program/>

or scan with your mobile device here:

Questions and training requests contact Associate Director of Education Melissa Skinner at [miskinner@psia-e.org](mailto:miskinner@psia-e.org). ☞



## Snowsports School Management Seminar 2019

By Gail Setlock

PSIA-E Examiner

Chair Snowsports Management Committee

This year's Snowsports School Management Seminar (SSMS) will be another exciting time to gather with fellow Snowsports School Directors, Supervisors and Trainers. Always a great kick-off to the season, the SSMS provides a variety of sessions including communication, movement assessment, teaching children, and more. There is a nice balance of indoor sessions and outdoor sessions, as well as some sessions that include both indoor discussions and on-snow practice and demonstrations. Also this year, the annual Children's Academy will take place at the same time as SSMS. Some of the Children's sessions for the Academy will also be open to participants in the Management Seminar. Our menu of sessions provides a nice variety of offerings to create this year's program theme Get the Tools You Need for a Successful Season.

Mermer Blakeslee will be this year's keynote speaker, sharing thoughts and information about learning and performance. Not only is this useful information for staff preparing to take exams, but it will also help us, as instructors, relate to our stu-

dents trying to learn and perform drills and tasks in our lessons. Dave Schuling, PSIA-AASI National Director of Education will join Don Haringa, Eastern Division Director of Education and Programs, at our Town Hall meeting to share details of new online courses being offered as well as changes to the Alpine and Adaptive exam process.

Other sessions include Safety as a Culture in our Snowsports Schools, and a review of today's equipment – skis, boots, bindings -- and how to make the right choice for your style of skiing. Also, the Director's Roundtable will look at survey results from our membership showing what motivates so many on our staff. So, as you can see, this year's seminar will truly offer you the opportunity to Get the Tools you Need for a Successful Season!

We look forward to seeing you there.

Gail Setlock

On behalf of the Snowsports School Management Committee, we look forward to seeing you and your team at this year's seminar.

### Snowsports School Management Committee Members:

Gail Setlock	Committee Chair
John Pawlak	Region 1
Greg Fatigate	Region 2
Steven Positano	Region 3
Andrew Davis	Region 4
Mark Vivian	Region 5
John Shepard	Region 6
Joe Darmofalski	Region 7
Joan Heaton	Area Rep Coordinator
Don Haringa	Ex officio
Melissa Skinner	Ex officio ☞



## Looking to stay connected with your fellow members?

Check out our "member-to-member" Facebook groups and join in on the conversations with more than 1,300 of your friends and snowsports colleagues at [www.facebook.com/groups/PSIAEast/](http://www.facebook.com/groups/PSIAEast/) and [www.facebook.com/groups/AASIEast/](http://www.facebook.com/groups/AASIEast/).



More than 3,200 members follow every move we make – do you?! To keep up on the latest news, photos and buzz, follow us on Facebook! [www.facebook.com/PSIA.E.AASI](http://www.facebook.com/PSIA.E.AASI)

Facebook interface for PSIA/AASI-Eastern Division.

Page: PSIA/AASI-Eastern Division

Navigation: Home, Find Friends, Settings, Help

Page Navigation: Page, Inbox, Notifications, Insights, Publishing Tools

Header: LEARN IT. LOVE IT. SHARE IT!

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Logos: Professional Ski Instructors of America, American Association of Snowboard Instructors

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## 2019-2020 PSIA-AASI EASTERN - MEMBERSHIP APPLICATION

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

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

***This application is valid between July 1, 2019 and June 30, 2020, only.***



Rev. 10/25/2019-N

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

**Please print clearly and fill out ALL requested information. This application must include payment and must be received BEFORE or at THE SAME TIME as you register for an event to ensure the member event price. Have you included an event application (ex.: Level I Exam) with this application?**  Yes  No

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

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

- Alpine   
  Snowboard   
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  Children's   
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 OR PARENT/GUARDIAN SIGNATURE, IF APPLICANT IS UNDER THE AGE OF 18.

## kids, kids, kids

### Children's Academy 2019: December 2 – 4, 2019 at Killington, VT

By Tina Buckley  
ACE Team Member  
Children's Committee Chair  
Bear Creek Mountain Resort, PA



Grant Nakamura Photography

**D**id you ever wonder, how the Children's Committee and the ACE Team (Advanced Children's Educators) create the Children's Academy each year? It starts with the feedback we get throughout the previous season. The needs, the suggestions and the ideas from both staff and membership are the basis for the general theme that we choose. Brainstorming by above mentioned members is followed by conference calls and meetings to discuss the details, shape the sessions and finalize the offered topics for this premier event. During ACE team training, one focus is to fine-tune this event on snow and be ready for our members. This year the Children's Academy will be combined with the Snowsports Management Seminar and will allow participants to float between the two events and pick the best sessions from both worlds.

The 2019 Children's Academy's focus is the "Power of Play." The two or three-day event offers a wide selection based on the theme. From playful movement assessment to how to "play" on any given terrain to Fun-damental free-style skill development, there is something for everyone. Get an update on the CS event structure, ideas on how to train your new children's instructors or ski and ride with an ACE team member to get your questions regarding children's instruction answered. The variety of sessions being offered will accommodate all of your Kid's Instructor's needs and get them started with the knowledge and tools they need for a successful season. On behalf of the entire Children's Committee and the ACE team, we look forward to seeing you and your team at the Children's Academy at Killington. ⚡

### The Power of Play is to have Fun! Children's Academy 2019

By Gary "Griz" Caudle  
ACE Team Member

**W**hy do we ski? We rise early, drive on snow packed roads to the mountain (sometimes that trip takes well over an hour), dress in layers required to keep us from freezing, and pay great sums of money to spend hours sliding down slopes groomed especially to suite our abilities. If asked, and answered truthfully, most skiers would answer this question with: because it's fun! I realize as instructors we can debate this when watching parents drag tired children to ski school and being on the receiving end of said children with the expectation of providing a lesson for the next three to four hours. Hence, this year's Children's Academy will focus on the Power of Play: How do we create the best lesson outcomes through understanding play?

When we think of play, we equate it with having fun. Play is synonymous with fun. John Lennon once said that the purpose of life was to have fun, and that if you didn't understand that than you didn't understand life. There may be a bit more to life than that, but in an existential way, he had a point. If we are not having fun doing something, if it's not intrinsically rewarding, then we tend to try something else. I could go off on so many tangents here, but I'll contain myself.

#### The 4 KEYS 2 FUN (XEO Design)

**HARD FUN:** provides the opportunity for challenge, mastery of a skill, and a feeling of accomplishment...

**EASY FUN:** a way to inspire exploration and play...

**SERIOUS FUN:** Purposeful play - changes how we think, feel, or behave about something...

**PEOPLE FUN:** provides an excuse to hang out with friends...

At any given time, we encompass each of these 'KEYS 2 FUN' in our life. Shouldn't we strive to incorporate these into our lessons? This year's Academy will explore these KEYS 2 FUN and demonstrate how best to utilize them in your lessons. ⚡

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

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

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



## xx-ploring

### Nordic Season Preview

By Mickey Stone  
PSIA-E Examiner  
Nordic Coordinator

I am sure you are all anxious for the upcoming season. Especially after a record-breaking snow year last season and some of our heaviest snowfalls to date. Do you remember Snowember last year?! There was almost as much snow in November as we had rain in June. The jet stream is aligned from northwest to southeast and is back up in the northern tier of the United States, so models and predictions look good for New England.

This season we have 22 Telemark, 10 Cross Country and 4 Backcountry events on the slate for this season. Please look at the early season Telemark events at Sunday River, ME and Seven Springs, PA;

this is a great way to get some early season skiing and polish up your teaching skills this year. Also, our ever-popular Mini Academy and the Snow Pro Jam in December are back at Mount Snow. Lots of groomed, wide-open trails at an intermediate level allow for some great movement pattern practice without the fear of the steep and icy. Plus, we always seem to luck out and receive snow when we are down there. This year on the Wednesday optional afternoon, we will have group tele ski for anyone who has his or her own gear and we will have Telemark equipment demos available too. For Cross Country we have three early season events in December. We have an Early Season Level I/II/III exam at Rikert X-C in Middlebury, VT and an all-level upgrade at Lapland Lake in Northville, NY. (This event will run with or without snow.) Both are assured snow areas due to the climate at Lapland Lake and the snowmaking at Middlebury. We also have our popular Instructor Training Course at Bretton Woods for three days of skiing and teaching improvement. Congratulations to Mike Innes X-C Examiner who is now the Nordic Director at Bretton Woods.

Our Telemark Free Heel Women event will be at Pico this season and our Trees and Steeps events will be at Mad River Glen, VT; Loon, NH and Gore Mountain, NY. Our Tele Fling will be at Sugarbush this year with awesome terrain in the Slide Brook area and maybe a trip to Lincoln Peak and Mt. Ellen. In Cross Country we have key clinics at the Trapp Family Lodge, VT; Jackson, NH and Mt Van Hoevenberg in Lake Placid, NY as well as lite backcountry at Garnet Hill, NY. We are resurrecting the old Bolton Valley to Trapp Family Lodge tour and some of Bolton Valley backcountry too. We also branched out to the Chittenden Hut in central VT for an overnight backcountry tour. Check out the Nordic Event Schedule and sign up early!

We will be participating in the PSIA-AASI Fall Conference in Breckenridge, CO in early November and we all look forward to writing Learning Outcomes and discussing measurement activities to be scored in Levels 1-3 in Telemark and Cross Country. We look forward to seeing you on the snow for another great year! <<



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## your turn

### Continuing Education – The Advanced Educator Program

By *Diantha Korzun*  
*Alpine L3, CS2*  
*Staff Trainer & Instructor,*  
*Smugglers' Notch Ski Area, VT*

**A**re you looking for a comprehensive program for coaching advanced level skiers one with the most current teaching, technical and tactical information as well as a deep dive into movement analysis, biomechanics and skiing history? If your answer is yes, then the Advanced Educator program may be the perfect fit for you, just as it was for me. The Advanced Educator program is taught by some of the best educators and examiners in the East. These educators have selected topics related to their field and interests. As a result, this insightful program adds breadth and depth to our coaching on the hill. In addition, it provides an opportunity to ski different mountains throughout the East and engage with peers in our industry who are passionate about improving their teaching capabilities.

This season marks my 20<sup>th</sup> season teaching and coaching skiers. I have taught at Alpentel, Washington; Jackson Hole, Wyoming; and, for the past 11 years, Smugglers Notch, Vermont. The different mountains, snow conditions, peers and students have taught me a lot about skiing and how to be a good coach. One of the lessons I have learned is the amount of time teaching on the slope matters but keeping current with a fresh and authentic approach is instrumental in creating a great experience for our guests.

For the past several seasons, I committed myself to improving as a coach through actively pursuing the Advanced Educator Program. What I hoped to achieve was a more solid basis for coaching my peers and other high-performance skiers. If you have not read about the program before, the following is a brief course summary based on my own experience.

**Movement Analysis (MA) 101-201:** MA is fundamental to understanding our students and providing effective feedback and these courses explore upper level MA on the hill. What do you see? What movements are effective? What movements are not as effective? Based on what your students want from the class, and what you see, what might you focus on to improve the experience of your students?

**Practical Teaching:** How do you deliver infor-

mation to your class? What are the different coaching and learning styles and when do you use them? This course is hands on teaching and provides feedback on your own delivery. You get to coach each other and be coached throughout both days.

**Coaching High End Skiing:** What are the most common cues to look for when we are coaching high end/level III skiers? What do you look for and how can you improve upon what you see?

**Biomechanics:** What are the physics behind the turn? How does momentum come into play? What is rebound and how can we use it? Throughout the course we explored these questions through different sized turns, on different pitches and snow conditions. In addition, we worked to improve our own skiing with this knowledge.

**Stance and Alignment:** We explored on and off the slope to identify what to look for in boot fit in you and your students. Is the boot the right size (80% of people are in a boot that is too big for them, so it's likely not the right size)? Are they stabilized? Are there muscular or skeletal issues that need to be addressed? How do we address those issues?

**Anatomy:** This course explored how to be a better instructor by using proper terminology when discussing what the body is doing on the slope. Often instructors use jargon, related to the body and movement that may not make sense to the student. We used movement analysis on the hill as a means for discussing.

**History of Snowsports:** This course explored different skiing styles and how they relate to equipment both then and now. What is the Stem Christie, how was it used in prior decades, how is it used now? How was counter rotation used and how is it used now? How is the wedge different from the snowplow? How is counter rotation different from leg rotation? Are there bridges between these approaches to skiing that link the past with the present?

**Children's Specialist (CS) 2:** This course provided many opportunities to explore coaching upper level young skiers. What do you look for? How do you deliver information? How will the delivery differ by age, motivation, goals, and maturity levels? What strategies do you use for different snow and ski conditions? How do you handle difficult situations with students? With parents? How is coaching the same with adults? How is it different? What teaching methods may be effective and what is your own authentic approach?

I want to thank the all-star instructors who coached these courses and gave their honest feedback. They have been instrumental in my own personal journey to coaching improvement: Mickey Stone, Dave Capron, Sue Kramer, Bill Haight, Steve Cook, Rich Weiss, Bill Beerman, and Kathy Brennan.

I also want to thank our own trainer at Smuggler's Notch, Greg Fatigate, for his patience and support for my winding approach to improvement.

With the Advanced Educator Program complete, I am already looking forward to the next season of coaching with a fresh outlook and a much greater depth of knowledge than I had before I began this pursuit. «

### A Success Story

By *David Hoyt*  
*Toggenburg Mt., NY*  
*PSIA Alpine Level III,*  
*CSIA Alpine Level II*  
*USSA Certified Coach and Official*

**S**he came to the race program late, age 12. All the other kids had been in the race club since they were 7 or 8 and had started skiing younger than that. They'd known one another for a long time, developed a team bond and knew how to put a ski on edge. She was an outsider to them, and they recognized right away that she couldn't ski at their level . . . and she knew it as well. She had a breaking wedge mastered on everything but race equipment. She had boots she couldn't flex and skis that were not designed for a kid in any race program.

Finding out her name took two questions . . . "so what is your last name?" At training she would stand aside . . . away from the group . . . purposely not joining in . . . timid, maybe scared, maybe feeling completely inhibited by the whole thing her parents had pushed her into.

Coaches threw everything they knew at her. That resulted in slight changes, yet there was so much skill development required for her to catch up that the task was at the very least daunting. Recognizing the challenge, the lead coach who needed to concentrate on those who had possibilities of going to post-season competitions made the decision to leave the struggler adrift. Yet, the secondary coach refused to ignore a lost lamb, so he threw all his efforts whenever possible into her skill development.

At races she was way near the end of the pack. Not last, yet close.

After a while the wedge developed into a solid open track parallel and edge angles began to increase. Then one day she felt for the first time the sensation of flexed skis carving a turn . . . at least part of it, for a moment. Back seated skiing can *sometimes* carve a ski because of the design of modern equipment.

So, Casey had a breakthrough . . . yet she was still far from "catching up" to the group.

The next big thing, and what most skiers need

and the best of the best struggle to maintain is centeredness and constant ankle flex throughout the turn. She was not there yet, but she was gaining ground rapidly.

This girl had now experienced carving. This was the key for her...and she took it hook line and sinker. This girl was now hooked on skiing and ski racing. The secondary coach focused on getting her centered on her skis...and the biggie, ankle flex throughout the turn. She was now on proper equipment for the task, both boots and skis.

The team began to accept her as they saw how much improvement could be achieved by effort. She was no longer taking chair rides alone. Friendships had begun to develop. She was being recognized by her peers and no longer stood outside the circle.

The next season she showed up in a new speed suit, new boots and real race skis...and a huge smile. In fact, she was now smiling most all the time.

She joined conversations. A dramatic personality change had begun. It became evident to parents and coaches what a properly focused junior ski racing program can yield beyond just becoming a good skier. Life lessons were in progress.

Four short seasons later she stood on the podium having won 2<sup>nd</sup> place at the State Championship Competition for GS that took place on an Olympic Mountain, while some of her team members had either stopped ski racing or didn't qualify at all.

**Now THIS is a success story. <<**

## Learning/Relearning Through Sensations

*By Douglas Reddy*

*Alpine L3, CS2*

*Staff Trainer – Mount Snow*

*Ski and Snowboard School*

**A**n injury can change the perspective of a ski or ride instructor, it certainly has changed mine. As I relearned what I had done all my life, I thought of teaching new skiers, specifically teaching the athletic stance, with a much greater appreciation of the difficulties new skiers experience. I recently fractured an ankle, but I was lucky, I was in a walking boot and on light duty in a few days. I resumed yoga and the gym in a week, with some serious modifications (the doctor doesn't know.) When the walking boot came off, and the lace-up cuff went on, I had to rediscover muscles and sensations to walk without a limp. While I was only walking, I felt like the beginner in their strange (to them) boots, skis attached, standing on a tilted slippery surface, with their flatland brain screaming "you're nuts!"

We must be clear and accurate as we guide our

guests through their first moves so there is little they need to relearn. The athletic stance is crucial for success and must be embedded as early as possible. When a skier can feel a proper athletic stance, they will be able to self-coach. Below I outline activities which allow a skier to feel new sensations or reconnect with old ones. It is likely they have not thought about the soles of their feet in years. As the students perform the activities ask them to describe the sensations they are experiencing; the verbal component reinforces the kinesthetic. Be prepared to offer tips and demonstrations for all the activities because this is new and strange to our guests. The skill we are developing is pressure management and the fundamental is maintaining the relationship of the Center of Mass (CM) to the Base of Support (BOS) to direct pressure along the length of the ski.

Our Learn to Ski program begins indoors in street shoes. Stance is addressed immediately so the new skier owns the stance before going on snow. Activities include:

- Rock back and forth gently to find where they feel most solid on their feet
- Flex the ankles several times so they experience the bending of the knees at the same time. Also show them how to bend at the hips.
- Put a tennis ball under their shoe and move the foot keeping the ball in the arch, feeling the contact points. With support, balance on the ball to find a balanced stance.
- Balance on both arches on a pool noodle, flexing the ankles, knees, and hips. No toes or heels on the floor.
- Stand against a wall or back-to-back and drop into an athletic stance. The wall, or the partner, prevents sitting back.
- Place their hands on their thighs and drop their hips back, feel the tension in the thighs; roll the hips up and forward and feel the tension decrease.
- Pair guests, palms to palms. With open ankles gently push against each other; then, bend ankles, knees, and hips and push. Which stance is stronger, more stable?
- Put on ski boots, buckle properly, loosen the buckles and repeat the exercise above. Re-buckle the boots and repeat. Review which stance is more stable. Point out the parallel relationship of the shins and spine. Have the students identify the sensations they feel in the boot.

It is vital the guest feels an athletic stance. Athletes may come to the stance naturally, but as they venture onto snow this may disappear. I believe that, for the new skier, once the boot is buckled, the

ankle, foot and Elvis have all left the building. As a result, we need to reconnect them with lost parts, just as I had to reconnect after my injury.

Beginner lessons also meet geared up on snow. Many of the same stance exercises can be done on snow as part of a group of boot drills. As soon as the skis go on, the guest's life gets complicated, really complicated. With one ski on, note how the ankle flexes and the foot is under the hips. The guests should describe the sensations inside the boot, either the shin and calf contact or the sensations on the sole of the foot. Either reference gets them to the same stance. Frequently, guests may stand upright as a natural reaction to the sensations created by sliding forward on snow. The flatland experience is shining through again; leaning uphill for safety. Also, we need to be aware that boots that are too large result in an open ankle. This happens when the skier flexes their ankles and their heels rise. As soon as they start to move, they subconsciously seek the floor of the boot with their heels; thus, opening their ankles.

One of our children's instructors has the kids make Superhero moves – throwing their arms forward as they begin to slide. The kids love it. Think of Superman with his arms extended. Why not adults? If the adults have done yoga this is the Warrior 3 pose. This closes the ankle and exaggerates the forward orientation, but that may be a good thing. It may prevent sitting back and we can always dial it back if the student goes too far.

In order to self-coach, the new skier needs reference points/sensations like the arch of the foot, shin, calf, and/or tension in the quads. We need to foster the experience of these new sensations. There are undoubtedly many more ways to accomplish this, but my intent in this article is to focus on sensations to get to an athletic stance, just as I focused on sensations to get my foot and leg to work properly after my injury. If instructors can effectively teach a proper stance from the start, the rest will follow more easily. As I discovered, relearning a skill can be a bear. I would rather my guests not have to play with the bear. <<

## Be Excellent, Not Perfect

*By Nate Mead*

*PSIA-E Alpine Development Team*

**I**'ve been approached by quite a few level 1 and 2 certs who express interest in the next level of certification but feel it may be out of reach. They tell me: "I failed the exam already; it's way too hard." or, "I could probably pass the teaching



section, but definitely not my skiing, so why even try?" Common knowledge is we are our own worst critics. Translate that to a PSIA exam and it means what you may think of your own performance is not necessarily what the examiner may see on game day. I'd like to share with you my approach that helped me reach my goals. Feel free to adjust this to fit your needs.

The phrase; "Be excellent, not perfect." has helped me, not only in my skiing career but in my life. I would always strive to be perfect in the exam, making my blood pressure rise every time I answered a question or skied a task. During the exam, I would find myself asking, "was that the perfect answer/demo?" And if the answer was, "no," I would immediately go into self-destruct mode. The exam went downhill from there. In my mind, perfection was the only way to the Level 3 pin. Turns out, I was wrong. Actually, Examiners aren't looking for the perfect answer or turn, they are looking for the quality of the answer or demo. They are attempting to pull out the best version of you on the subject matter you instruct every day.

Like many, my Level 3 process wasn't easy. It took me a total of 5 years and 4 tries before I was successful. I did not pass my first skiing portion on the first attempt but did on the second. The teaching section was a similar path, unsuccessful the first time, then passing the next with a whole bunch of training and fine tuning in between. It is difficult putting yourself out there to be judged. Sometimes, it is hard to hear the feedback directly after an exam. Believe me, those drives home from Hunter Mountain (yes, I did all of my exams at Hunter) were long and self-punishing, always asking the questions: "Why am I doing this to myself?" or "What if I had only answered that one question differently?" Yet despite the negative thoughts, surprisingly by the end of the car ride, I would have come up with a list of things that went well and not so well. Slowly I started to switch my view of the exam format from not necessarily pass/fail events, to a data collection for the next event. I would have a discussion with each examiner for feedback on what to improve and what was working well. Early the next season I would seek out a certain clinic to improve my weaknesses. Then I would take those new skills back to my home resort, and into my lessons, to fine tune them. Doing this gave me the drive to get back after my quest for the next level of certification.

The dictionary defines perfect as "having all the required or desirable elements, qualities, or characteristics; as good as is possible to be OR free from any flaw or defect in condition or quality; faultless." I don't know about you, but that seems unachievable for any human. What may be perfect to me, may be

viewed as flawed to someone else ... making it by definition, imperfect. So, how do you do a perfect turn in an exam format? You don't.

The definition of *Excellent* is much more user friendly. It reads "extremely good; outstanding." Just the simplicity alone jumps out at me. If you look at it this way, things become much more achievable. I think most of us can agree on what an excellent turn looks like; however, unlike perfect, excellence allows room for failure, which in turn creates space for self-improvement. Excellence allows you to chip away at a challenging task, permitting flaws to be identified and corrected. Mount Everest wasn't climbed by the first person to try it. Data was collected after every failed attempt and passed down until it was summited. This is the approach I took toward my level 3. I kept trying, sometimes slipping and falling, but moving forward. I adjusted my training from the feedback I received. Now looking back at it, I'm more satisfied with the journey than the actual achievement.

John A. Shedd said it best "A ship in harbor is safe, but that is not what ships are built for." Now, put yourself out there and go for it! You can do it! Maybe not on the first try, but it will happen after as many tries as you need to collect and assimilate the data you need to succeed. In my humble opinion, hard work and perseverance are two traits that surpass raw athletic talent and are the most important talents one can have. Success, in PSIA, is a mindset - a positive attitude and a willingness to grow and improve. Your next certification level is within reach. Strive for excellence, not perfection and you'll get there. «

## Mindful in the Mountains

By Mike Racz

Alpine L3

Adult School Supervisor, Stratton Mt.

**W**ell, the leaves are starting to change color here in the Northeast. As a trainer, coach, and instructor in the Stratton Mountain Sports School this a signal to start ramping up our planning for staff training. For the past couple of years, I've been thinking more and more about Mindfulness Meditation and how we might be able to incorporate it into our training. Mindfulness Meditation is a mental training technique that involves focusing your mind on your experiences (like your emotions, thoughts and sensations) in the present moment. This is not the time to thoroughly examine all aspects of mindfulness; however, I think there are elements of mindfulness that would

positively impact training, teaching, and coaching. Certainly, clearing our heads of unwanted thoughts, controlling our breathing, and dismissing our fears while increasing our focus, has a positive impact in all aspects of a person's life including skiing and riding.

It never ceases to amaze me how much control we can exert over our bodies; yet, when we try to control, or quiet our mind, for a couple of minutes we are at a total loss. Further, if sports like baseball are 90 percent mental, and the other half 50 percent physical, as Yogi Berra said, then maybe we should pay a bit more attention to the mental aspect of sport.

When we look at the PSIA/AASI Learning Connection we talk about utilizing an empathetic approach to develop trust and respect between an instructor and the guest. All aspects of an instructor / guest interaction can be enhanced through the use, or at least the understanding of mindfulness. We all know that fear can be one of the biggest obstacles to learning skiing or riding. This is because there is an actual element of physical danger. Mindfulness may be a very useful tool to help the guest stay in the here and now. Simple breathing exercises can help reduce stress. Whether working with a guest who is terrified of having skis on for the first time, or an old pro looking for new tricks to enjoy a mogul run, the first step to building trust is to help the guest deal with the endless flow of negative thoughts. Buddhists call this constant chatter of the mind or negative self-talk "The Monkey Mind."

Professional athletes including skiers/riders can also be challenged by the "Monkey Mind." Often these athletes talk about being in the zone or in the flow state. Many use mindfulness to help maintain flow. The following is an extremely small sample of professional athletes who use mindfulness: Mikaela Shiffrin, LeBron James, Carli Lloyd, Kobe Bryant, Derek Jeter, Stephen Curry, and the Seattle Seahawks. These athletes credit the practice with helping them shut out distractions, allowing them to consistently perform at a high level. Is it any surprise these same mindful techniques can be equally helpful for recreational skiers or riders?

To bring the importance of mindfulness training a little closer to home, I will share a personal story. As I mentioned, I work in the mountain sports school. In my various roles, I ski almost every day. In addition to skiing every day, I also hike, skin, ride motorcycles, and mountain bike. Two months ago, my summer fun came to a screeching halt when I tore my Achilles' tendon while water skiing. Since the initial accident I've had not one, but two, surgeries. During my 75 days (and counting) on the couch, I have come to grips with the fact I will miss

my first ski season in 60 years. During this down time, I have tried to remain positive reminding myself how much worse things could be. I try to keep busy with the usual reading, writing, NETFLIX and visits from friends. However, in my weakened state, with pain as a powerful ally, my "Monkey Mind" has been extremely active. Negative thoughts regarding every aspect of my injury, and my physical and mental health have created havoc in my daily life. I have been using mindfulness to help stabilize my erratic thinking. I have also discovered a variety of mindfulness apps that have proven very helpful. Apps such as Curable, Brightmind, and Headspace are especially effective because they take into account the added dimension of pain and its effect on the mind/body connection.

For me, my path is clear. I need to stay patient and positive and soldier on. For the industry, I see a lot of movement in a positive direction as evidenced by the People Skills section of the PSIA/AASI Learning Connection Model which opens the door to further advancements in the guest/instructor relationship. «

*“A bad day on the slopes beats a good day at work”*



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# The longest season in the East.

Join the Killington Snow Sports School as a **Temporary Ski Instructor** teaching youth groups from the UK. We are looking for ski instructors to commit to 5 consecutive days for either one of these two sessions: **February 14-20, 2020 or March 29-April 10, 2020**

**We offer:**

Competitive Wages, based on experience and certification.

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

Low Cost Lodging available, includes resort condominiums and area lodging options

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

Earn Transferrable Lift Tickets, for each day of work, good for use this season and all of the 2020-2021 season.

If interested please fill out an online application at [killington.com](http://killington.com) or contact Chip Dwyer, [cdwyer@killington.com](mailto:cdwyer@killington.com) or 802-422-6211





## Education Foundation News

Richard A. Adams  
 Ronald E. Adinolfi  
 Martin A. Alfano  
 Gwen Allard  
 William Bland Allen, III  
 Joseph Amato  
 Jeffrey Bachert  
 Terrence Barbour  
 Lev Barinov  
 Terence E. Barrett  
 Col Bruce G. Bennett  
 Daniel Bensen  
 Wayne Berthiaume  
 Mermer Blakeslee  
 David & Cathy Blinken  
 Ross Boisvert  
 Virginia H. Bousum  
 Paul Brown  
 Herbert W. Burnham, Jr.  
 Mr Robin Calitri  
 Linda J. Carabis-Brown  
 Russell Carr  
 Michele J Cavallaro  
 Mr Julian P Ceike

Peter Comiski  
 Robbin Comiski  
 Mr Eugene C. Connell  
 Kathryn Y. Cowdery  
 Donald B. Cunningham  
 Ralph B. Currey  
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 Carla DeMendonca  
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 Robert J. Deusch  
 Robert DiMario  
 Patrick J. Dougherty  
 Anonymous  
 Dan Earley  
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 Christopher Ericson  
 F. Dennis Fahey  
 Donald R Falardeau  
 Steven J. Favorite  
 Howard B. Foltz  
 Robert E Gallo

## Education Foundation Donors

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

Katherine M. Giannini  
 Reinaldo Gonzalez  
 David F Greenleaf  
 Robert D. Grosjean  
 Christoph Haas  
 Thomas Haas  
 Douglas Hammond  
 Don & Karen Haringa  
 Joseph C. Hill  
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 Larry Wilberton  
 Robert Wisser  
 Frederick A. Yost  
 Mary Jane Yost  
 Mr Sander Zangardi  
 Roger Zilliox

*There were 61 members from the Eastern Division who purchased business cards during the 2018-19 season. A donation of \$122.00 was sent to the PSIA-E Education Foundation from Tyler Barnes of SnowPro Portal.*

## It's Coming - The Great Eastern Auction to benefit the Education Foundation!

By Michael J. Mendrick, CEO and  
 James Friedman, Education Associate

For the first time ever, we are offering to ALL Eastern members the chance to participate in an online “eBay-type” auction as we lead up to the holidays and snowsports season. This is an evolution (and replacement for) the annual ProJam Super Raffle. This year, instead of a two-hour raffle open to just the attendees to the ProJam and Master’s Academy banquet, we are doing a three-week online auction open to all members. More options for more members and more dollars raised for the Education Foundation – which also means more dollars for YOU in the form of scholarships and program support.

The Great Eastern Auction will feature more than \$10,000 worth of gear and goods up for bid including some awesome items up for grabs from Patagonia, Salomon, Icebreaker, DPS, Leki, Swany, Kicker Audio, Transpack, GoPro, Yakima, POC, and more!

We will be running the auction 100% online and it will function much like eBay; there will be a starting bid for each item and you will have the opportunity to outbid each other. Really want a particular item? You are also able to bid by proxy bid, where you will always be the highest bidder on an item up to a certain amount of your choice.



Just some of the dozens of items available in the Great Eastern Auction.

There will be a custom link to the auction and once it goes live, you will be able to create your own username and password so you can start bidding. We are in the process of firming up some final items for the auction and once all items have been confirmed, the auction will go live. We are projecting the auction to go live on Friday, November 15 at 9:00 a.m. The auction will run for three weeks and close on Friday, December 6 at 1:00 p.m. Times and dates are subject to change so stay tuned!

After the auction has closed, the winners will be contacted and we will arrange for shipping (or pick-up if you are a ProJam/Master’s Academy attendee). Shipping costs are to be covered by the winning bidder. Most small or medium sized items will have a shipping charge of \$10. Large items will have a case by case shipping fee. If you are in the Albany NY area or are passing through, you are welcome to pick up your item at the Eastern Division office (5 Columbia Circle, Albany, NY 12203).

For any questions about the auction or donated items, please contact James Friedman in the Eastern Division office at [jfriedman@psia-e.org](mailto:jfriedman@psia-e.org) or at 518-452-6095 x111.

Good luck and happy bidding! ☺



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

The following PSIA-AASI Eastern Division members are completing 20 or more years of membership in PSIA-AASI during the 2019-20 season. We congratulate these individuals on this outstanding accomplishment and thank them for their dedication to snowsports education. All qualifying members receive a commemorative pin and a letter of recognition directly from the national PSIA-AASI office.

### 20 Year Members

20 Year Members  
 Michael J. Andrasak  
 James D. Backman  
 Stuart Badner  
 Matthew A. Bamberger  
 Diane R. Barras  
 Tom Beck  
 Jeffrey Becker  
 William T. Behr, Jr.  
 Robert Biddlecombe  
 Michael Blatt  
 Robert Bleakley  
 Heather A. Booth  
 Neil Booth  
 Lorraine Briand  
 Katherine Brown  
 Christopher H Brownell  
 Ruth A. Burack-Lamberson  
 Walter Campbell  
 Arthur Cappello  
 Dorothy Carlson  
 Gordon Carr  
 Sharon Cash  
 David Chapman  
 Michael Chapman  
 Paul Choma  
 Ronald G. Clyde  
 Charles Coleman  
 Nancy E. Cook  
 Mary Coombe  
 Liane P. Cooper  
 John R. Couture  
 Christopher Andrew Cox  
 Christopher Cummings  
 Steven Cummings  
 Peter R. Daly  
 Mr John David  
 Alec Davis  
 Patricia L. Deane  
 John C. Deddens  
 Susan Delaney-Choma  
 William Dessingue  
 Pamela Diana  
 Richard Dixon  
 Elizabeth Doan  
 Susan E. Donnelly  
 David Dowden  
 Michael DuPont  
 John M. Eason  
 Kathleen Ehrlich  
 John D. Fabiatti  
 Jamie Faile  
 Leo Farley  
 Greg Fatigate  
 Daniel J. Fischer  
 Kenneth L. Fleck  
 George Foley  
 William R. Forbes  
 Alison B. Ford  
 Jocelyn Fortier  
 Brian Fretz  
 Frederick Fritz  
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Gretchen Gebhardt  
 Adrienne Geffen  
 Kimberly L. Gersten  
 Deborah J. Gibbons  
 John T. Giblin  
 John Gilbert  
 Joseph S. Gilbert  
 Eric A. Girardi  
 Joshua Brent Greenbaum  
 Rachel Greenier  
 Joseph Griffith, III  
 Thomas Gunter-Kremers  
 David Hall  
 Bruce Hanke  
 Ms. Jodi R. Harrington  
 Glen Harrop  
 Nathan L. Hartman  
 George G. Heald  
 Dash Hegeman  
 Darryl Hey  
 Allen Hindin  
 Susan Holliday  
 Marc Horowitz  
 Erik Host-Steen  
 Lilian Hsu  
 David Hubbard  
 Dalton Hunkins  
 Robert J. Hunt, II  
 Joseph Hurley  
 John R. Ineson  
 William I. Intner  
 Meryl Jacobson  
 Heather Johnston  
 James K. Kapp  
 David Keeler  
 Mike Keim  
 Anthony Keller  
 David B. Kelliher  
 Jeff Kenton  
 Diane Kerr  
 Tony Kocienski  
 Art LaMontagne  
 Don Laskowski  
 Heather M. Lazur  
 John Legault  
 Scott W. Lever  
 Herb Lloyd  
 Cynthia J. Long  
 Lori Lotterman  
 Katherine Rockwell  
 MacLauchlan  
 James R. Maust  
 Kathleen McAfoose  
 Robert McGraw  
 Jonathan A. Meckley  
 Dave Micalizzi  
 Gary J. Moore  
 Joseph Moore  
 Frederick Wayne Morgan  
 Tommy Morsch  
 Brieyana Navoney  
 Eric Netzloff  
 Michelle Reicher Newstadt  
 Catherine A. Nodine

Joy O'Connor  
 Andrea O'Neil  
 Mr Val Joe Painter  
 David A. Palmer  
 Fred I. Palmer, Jr.  
 David J. Panza  
 Mrs Corrie Pedro Parker  
 Kevin Parker  
 Tom H. Parker  
 Eileen Pearson  
 JoAnn Pietro  
 Vivienne Pisanello  
 Eric Premisler  
 Seward Webb Pulitzer, III  
 James Reilly  
 Jane Reilly  
 David Reitz  
 Ed Riggs  
 William H. Rothermel  
 William A. Ruff  
 H. Ed Saleem  
 Barbara Sallo  
 Elliot Schultz  
 Nanette Seligman  
 John Siggins  
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 Mark D. Sperling  
 Emily W. Spiker  
 Peter St. George  
 Erin M. Strain  
 Judith Sullivan  
 John A. Terry  
 James N. Tilley  
 Leigh Ann Battista Turner  
 Jim Twitchell  
 Darcy Victory  
 Mary Claire Vivian  
 Tamara von Trotta  
 Trish Wade  
 Dr Cynthia Joyce Ward  
 Eric L. Wieland  
 Joseph Wilder  
 Jonathan Winter  
 Leslie A. Wright

### 30 Year Members

Martin A. Alfano  
 Donald R. Anderson  
 William C. Anderson  
 Thomas Arlo  
 Francis X. Aumand, III  
 Gunnar I. Baldwin  
 Curtis Bell  
 Ann Beltz  
 Martin Berggren  
 John J. Berry  
 Andy Bertisch  
 Claire Blanchard-Gulick  
 Sherrie Bradway  
 Don Briggs  
 Jacob Brown, II  
 Shaun Cattanach  
 Jeff Cavallati  
 Kathleen Cavallati

Paul Christy  
 Peter J. Ciarrocca  
 R. Curtis Cowles  
 Kevin E. Cresci  
 Jennie Ann Crossley  
 John Cuddy  
 Hal C. Davis  
 Stephen Dever  
 Michael DiBartolomeo  
 Adam Dickmann  
 Kim Dillworth  
 John Doan  
 Sean Donovan  
 Philip T. Dunwoody, Sr.  
 Peter Durgin  
 Margaret Eagan  
 Thomas Earley  
 Carol L. Erickson  
 Matthew Erickson  
 Donald R. Falardeau  
 E. Ted Fleischer  
 Gene F. Foley  
 Timothy Fretz  
 Craig Frey  
 David A. Frost  
 William F. Fusco  
 Henry Gabler  
 Tamas Giegler  
 Reinaldo Gonzalez  
 Trumbull Gross  
 Brian Guinea  
 Christopher D. Gunder  
 Mark J. Gusek  
 Jack E. Hafer  
 Philip A. Hallden  
 John E. Harvey  
 John D. Henderson  
 Brian Hicks  
 Kevin F. Hogan  
 Allen E. Houser  
 David Hoyt  
 Mark Kaufner  
 Kenneth Kaufmann  
 Donna Klein  
 James Klein  
 Steven Klein  
 Richard E. Knight  
 Jeffrey L. Kozik  
 Anthony Kroon  
 Joe B. Krupp  
 Glen Langley  
 Patrick Lazzaro  
 Scott Lenzi  
 Harris Levine  
 Kenneth Liebler  
 Barry A. Lipsky  
 Howard C. Lorenz  
 Roland Lussier  
 Donna Mackiewicz  
 Ronald G. Maehr  
 Neal Magnus  
 Gerald Malczewski  
 Mark Malinoski  
 Joseph Mallia  
 Robin Daneker Manfredi  
 Jesse Markowitz

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 Thomas E. Mayer  
 Mr John T. McGarry  
 Michael Robert McGregor  
 Robert Meinert  
 Paul Miles  
 Rebecca Miles  
 Andrea L. Miner  
 Denise Natale, DC  
 Sean F. Naughton  
 Kimberly Noble  
 James S. Nolte  
 Jeff Ochterski  
 Roger O'Donnell  
 Jane O'Riordan  
 John Owens  
 Michael Pagan  
 Dave Parks  
 Richard A. Pellegrino  
 John R. Peterson  
 Julia Peterson  
 Dr Jordan Plasker  
 Ms B.J. Prior  
 Paul Prutzman  
 Hans Putz  
 Anne Stevens Reis  
 Bruce Renfro  
 Lance Reynolds  
 Roger Rivera  
 William M. Rolya  
 Ted Satterthwaite  
 Mr Blair Sebastian  
 Glenn Shaikun  
 William Shenton  
 Thomas Shipkowski  
 Dr Michael Dan Simmons  
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 John Louis Soscia  
 Kendal Stackhouse  
 Jay Steele  
 Gordon F. Stevens  
 JaneMarie Toben-Stock  
 Evelyn Trebilcock  
 Robert J. Tripi  
 Norma Unitis-Kanavy  
 Stephen Wagner  
 Lisa-Ann Wallace  
 Mr Jamie Ward  
 John W. Weaver  
 Sandra Webb-Peabody  
 Leslie White  
 Earl B. Whitmore, Jr.  
 Ms Luz M. Williams  
 Peter W. Yvanovich  
 Dave Zientko

### 40 Year Members

Mark Absalom  
 Lee Bailey  
 Terrence Barbour  
 Cynthia Bartlett  
 William Beerman  
 Paul W. Bertsen

Mermer Blakeslee  
 Paul E. Blum  
 Donald Boyce  
 John J. Brennan  
 Andi Broom  
 Darthea H. Brown  
 Paul Brown  
 Daniel Chayes  
 Ronald Daniel Dalton  
 Jane U. Eshbaugh  
 Thomas Gal  
 Michael Garrity  
 Paul Geibel  
 Thomas Haas  
 Donald Haringa  
 Paula Herdman  
 Keith Hopkins  
 Robert Hunter  
 Mr Craig S. Kafafian  
 Wayne Kunsman  
 Jim MacMahon  
 Bernard G. McCabe  
 Dave H. Merriam  
 Elizabeth Miller  
 Frank O'Connor  
 William J. Pedrick, III  
 Pamela Faulkner Quinn  
 Mr Tom Rogish  
 Martha Sears  
 Dr. Hubert Seemann  
 Gail Setlock  
 Charles K. Seymour, II  
 Thomas E. Trainor  
 William Trussell, Jr.  
 Stephen J. Victory  
 Jeffrey W. Ward  
 Linda Wiewel  
 Frederick A. Yost

### 50 Year Members

Rita K. Connelly  
 Richard J. Dawson  
 Max de Wardener  
 Thomas S. Donohue  
 Cindy Enos  
 Thomas Michael Flynn  
 Gary Grady  
 George Graham  
 Gary R. Hendrickson  
 Robert Heunemann  
 Peter Ingvaldstad  
 Thomas W. Lewis  
 Patricia Mignone  
 Bruce Miles  
 Armand A. Moquin  
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# STRATTON MOUNTAIN RESORT

*"The Place To Be For Professional Development"*

**Our goal at the Stratton Mountain Sports School is to:**

*"Elevate the Guest Experience, Grow Skier and Rider visits while sharing our Passion for the Mountain Lifestyle."*

## MOUNTAIN STATS

- Southern Vermont's highest peak (3,875')
- 670+ Acres
- 99 Trails
- 11 Lifts
- 95% Snowmaking
- 35,000/hour uphill capacity

## LET US INVEST IN YOUR CAREER

As a Stratton Mountain Resort Mountain Sports School professional your PSIA/AASI-E exams fees, upon successful completion and passing, will be reimbursed upon your return to us the following season, and you will receive an immediate wage increase with your new certification level.

When it comes to compensation, Stratton has the highest base wages available in the Eastern Division.

- **PSIA Level 1: \$16.00/hour**
- **PSIA Level 2: \$20.00/hour**
- **PSIA Level 3: \$22.50/hour**

## OUR PHILOSOPHY

The Stratton Mountain Resort Training Model focuses on professional development as the outcome, rather than obtaining that certain certification. Our comprehensive progressive training focuses on "The Learning Connection" and instructor development in the areas of technical, teaching and people skills. We encourage each of our Pros to align their passion with what they want to be, engage in the process and to not shy away from the more difficult path. We want you to be successful in your professional goals and snowsports career while you are here at Stratton. To insure that success, our trainers have gone through an extensive application and training process. Along with a full season's schedule of all-day training opportunities for certification and professional development, we have arranged for monthly clinics with the PSIA-AASI National Team and alumni. New this year we have an Australian National Alpine Team member making a visit to Stratton for two days of training introducing its teaching model.

## APPLY HERE:

[www.Stratton.com/Employment](http://www.Stratton.com/Employment)

Duane Stutzman - Director, Mountain Sports School  
Please direct any questions to [dstutzman@Stratton.com](mailto:dstutzman@Stratton.com)



**A BOLD MOUNTAIN COMMUNITY CULTIVATING EXTRAORDINARY EXPERIENCES**





**PSIA-AASI EASTERN  
EVENT APPLICATION  
2019-2020**



**OFFICE USE ONLY**

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

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

**Mail or fax to: PSIA-AASI Eastern Division, 5 Columbia Cir, Albany, NY 12203  
Fax# (518) 452-6099**

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

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

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

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

**OFFICE USE ONLY**

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

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

Initials \_\_\_\_\_

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

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

I hereby release PSIA-AASI Eastern Division or PSIA-AASI Eastern Education Foundation, 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 Eastern Division event schedule, and online at [www.psia-e.org/safety](http://www.psia-e.org/safety).

**Applicant's Signature** **Snowsports School** **Today's Date**  
Or parent/guardian signature, if applicant is under the age of 18.

**IF APPLYING FOR FIRST CHAIR, ANY CERTIFICATION EXAM OR EASTERN TRAINERS ACADEMY 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 sufficient to be a successful candidate for this exam. I understand that 50 hours of teaching/training is recommended for Level I. Required hours of teaching/training for Level II and III are as follows: 150 hours for Level II and 300 hours for Level III.
- ✓ If this is for the Eastern Trainers Academy, this applicant is a member of our training staff and has my approval to attend.

**Director's Signature** **Snowsports School** **Today's Date**

**ADMINISTRATIVE CHARGES FOR NO-SHOWS, CANCELLATIONS AND RETURNED CHECKS**

	<u>Transfer</u>	<u>Cancel</u>	<u>No Show</u>	<u>Returned Check</u>
Up to one week prior to original event	\$20.00	\$25.00	NO	\$25 additional fee
During the week prior to original event	50% of fee	75% of fee	REFUND	\$25 additional fee

(Transfers to other events must be by deadline, and notice no later than 4:30 PM on last business day before event.)

Please refer to [www.psia-e.org/charges](http://www.psia-e.org/charges) for more information on administrative charges.

# ALPINE 2019-2020 EVENT AND EXAM SCHEDULE

Key: # = Events Non-members may attend for \$25 additional fee \* = Events with limited attendance; may fill prior to deadlines  
 "+" = Events NSP members may attend for \$25 additional fee P = Qualifies as Exam Prerequisite  
 R = Events open to Registered members ^ = Non-standard event registration and start time  
 Weekend Events are highlighted in blue

## Please check Registration Time:

8:00am Registration - On Snow 9:00am - 4:00pm; 9:00am Registration - On Snow 10:00am - 6:00pm;  
 2:00pm Registration - On Snow 3:00pm - 10:00pm.

If openings are available after the deadline date, members may be admitted based on availability. Absolutely no walk-ons will be admitted. A \$25 non-refundable late fee will be charged, please contact the office at 518-452-6095 to inquire on availability. All educational events and exams earn 6 CEU's /day.

### PSIA-AASI Eastern Division Event Participant Safety Policy

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

Feature Alpine Events									
Key No.	Event	Description	Location	Dates	Price	Deadline			
#R^ 015	Snowsports School Management Seminar	7pm Keynote; inc banquet	Killington, VT	Dec 02-04	\$ 295.00	11/13/19			
#R^ 013	Eastern Trainer Academy 101	Open to Staff Trainers	Killington, VT	Dec 02-04	\$ 295.00	11/13/19			
#R^ 014	Eastern Trainer Academy 201	Open to Staff Trainers	Killington, VT	Dec 02-04	\$ 295.00	11/13/19			
#R^ 700	Children's Academy - 3 Day	The Power of Play!	Killington, VT	Dec 02-04	\$ 295.00	11/13/19			
#R^ 701	Children's Academy - 2 Day	Members and Non-Members	Killington, VT	Dec 03-04	\$ 250.00	11/13/19			
* 022	Master's Academy	Open to Level III Members	Mount Snow, VT	Dec 09-13	\$ 595.00	11/20/19			
* 021	Snow Pro Jam	Open to all Members	Mount Snow, VT	Dec 09-13	\$ 475.00	11/20/19			
* R 018	Alpine Level I College	Open to Registered Members	Mount Snow, VT	Dec 09-13	\$ 475.00	11/20/19			
* 019	Alpine Level II Skiing College	Open to Level I Members	Mount Snow, VT	Dec 09-13	\$ 475.00	11/20/19			
* 020	Alpine Level II Teaching College	Open to Level I Members	Mount Snow, VT	Dec 09-13	\$ 475.00	11/20/19			
* 023	Alpine Mini Academy	Open to all Members	Mount Snow, VT	Dec 14-15	\$ 250.00	11/20/19			
083	Eastern Trainer Academy 101	Open to Staff Trainers	Snowshoe, WV	Jan 27-28	\$ 205.00	01/08/20			
084	Eastern Trainer Academy 201	Open to Staff Trainers	Snowshoe, WV	Jan 27-28	\$ 205.00	01/08/20			
273	Alpine Development Team Exam	Open to Level III Members	Sugarbush, VT	Mar 25-26	\$ 230.00	03/04/20			
740	Advanced Children's Educator Exam	Open to Level III Members	Sugarbush, VT	Mar 25-26	\$ 230.00	03/04/20			
R 277	Spring Academy - 4 Day	Get ready to ski out west!	Stowe, VT	Apr 02-05	\$ 385.00	03/18/20			
R 278	Spring Rally	Après Ski Party	Stowe, VT	Apr 04-05	\$ 225.00	03/18/20			
792	Freeride Camp	Come Play & Progress in Park	Stowe, VT	Apr 04-05	\$ 225.00	03/18/20			
R 281	Alpine Last Laps	Last runs for the season!	Killington, VT	Apr 18-19	\$ 205.00	04/01/20			
Alpine First Chair - Open to Members and Non-members who are actively teaching; Director's Signature Required									
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
#R 017	Alpine First Chair	Sugarbush, VT	Dec 07-08	11/20/19	#R 048	Alpine First Chair	Labrador, NY	Jan 15-16	12/25/19
#R 024	Alpine First Chair	Mount Snow, VT	Dec 14-15	11/20/19	#R 050	Alpine First Chair	Ski Roundtop, PA	Jan 21-22	01/01/20
#R 025	Alpine First Chair	HoliMont, NY	Dec 16-17	11/27/19	#R 061	Alpine First Chair	Gunstock Mtn, NH	Jan 25-26	01/08/20
#R 030	Alpine First Chair	Bretton Woods, NH	Dec 18-19	11/27/19	#R 080	Alpine First Chair	Windham Mtn, NY	Jan 27-28	01/08/20
#R 036	Alpine First Chair	Stratton Mtn, VT	Jan 06-07	12/18/19	#R 131	Alpine First Chair	Sugarloaf, ME	Feb 10-11	01/22/20
#R 042	Alpine First Chair	Berkshire East, MA	Jan 11-12	12/25/19					
Adventure Series - Open to certified members									
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
	Pop Up Event	TBD	TBD	TBD	223	Trees & Steeps	Jay Peak, VT	Mar 09-10	02/19/20
181	Trees & Steeps	Mad River, VT	Mar 02-03	02/12/20	246	Trees & Steeps	Middlebury, VT	Mar 14-15	02/26/20
218	Trees & Steeps	Gore Mountain, NY	Mar 09-10	02/19/20	267	Trees & Steeps	Plattekill, NY	Mar 21-22	03/04/20

# ALPINE 2019-2020 EVENT AND EXAM SCHEDULE

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 Weekend Events are highlighted in blue

Race Series Events - Open to Members, USSA Members, NSP Members or Non-members for an additional \$25										Price - \$205
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline	
#R+	750 Slalom & Giant Slalom	HoliMont, NY	Dec 16-17	11/27/19	#R+	759 Slalom & Giant Slalom	Ski Butternut, MA	Mar 04-05	02/12/20	
#R+	752 Slalom & Giant Slalom	Labrador, NY	Jan 15-16	12/25/19	#R+	730 Coaching Kids in Race	Ski Butternut, MA	Mar 04-05	02/12/20	
#R+	711 Coaching Kids in Race	Hunter Mtn, NY	Jan 29-30	01/08/20	#R+	760 Slalom & Giant Slalom	Waterville Vly, NH	Mar 04-05	02/12/20	
#R+	756 Slalom & Giant Slalom	Hunter Mtn, NY	Jan 29-30	01/08/20	#R+	762 Slalom & Giant Slalom	West Mountain, NY	Mar 11-12	02/19/20	
Coaching Advanced Skiing and Racing Accreditation Series - Open to Certified Members										Price - \$215
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline	
<b>NOTE: 2019-2020 is the last season we will be offering the Race Accreditation</b>					755	Adv Move Analysis	Hunter Mtn, NY	Jan 27-28	01/08/20	
751	Course Set & Drills	Bretton Woods, NH	Dec 18-19	11/27/19	757	Coaching Tactics/Tech	Bear Creek, PA	Feb 23-24	02/05/20	
753	Course Set & Drills	Ski Roundtop, PA	Jan 21-22	01/01/20	758	Adv Move Analysis	Blue Mountain, PA	Mar 02-03	02/12/20	
754	Adv Move Analysis	Gunstock Mtn, NH	Jan 27-28	01/08/20	761	Coaching Tactics/Tech	Gore Mountain, NY	Mar 09-10	02/19/20	
Freestyle Specialist- Open to Certified Members (Note: FS1 is discipline specific, FS2 and FS3 are combined)										Price - \$205
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline	
776	Alp Freestyle Spec 1	Seven Springs, PA	Feb 06-07	01/15/20	783	Alp Freestyle Spec 1	Blue Mountain, PA	Feb 29-Mar 1	02/12/20	
778	Freestyle Specialist 2	Seven Springs, PA	Feb 06-07	01/15/20	785	Alp Freestyle Spec 1	Liberty Mountain, PA	Mar 05-06	02/19/20	
779	Freestyle Specialist 3	Seven Springs, PA	Feb 06-07	01/15/20	787	Alp Freestyle Spec 1	Whiteface, NY	Mar 18-19	02/26/20	
780	Alp Freestyle Spec 1	Mountain Creek, NJ	Feb 10-11	01/22/20	788	Alp Freestyle Spec 1	Mount Snow, VT	Mar 25-26	03/04/20	
781	Alp Freestyle Spec 1	Mount Snow, VT	Feb 12-13	01/22/20	790	Freestyle Specialist 2	Mount Snow, VT	Mar 25-26	03/04/20	
782	Alp Freestyle Spec 1	Okemo, VT	Feb 24-25	02/05/20	791	Freestyle Specialist 3	Mount Snow, VT	Mar 25-26	03/04/20	
Senior Clinics - Open to NSP Members for an additional \$25										Price - \$199
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline	
R+	041 Senior Skills	Stratton Mtn, VT	Jan 08-09	12/18/19	R+	187 Senior Skills	Ski Butternut, MA	Mar 04-05	02/12/20	
R+	047 Senior Skills	Attitash, NH	Jan 15-16	12/25/19	R+	193 Senior Skills	Montage Mtn, PA	Mar 04-05	02/12/20	
R+	069 Senior Skills	Hunter Mtn, NY	Jan 27-28	01/08/20	R+	227 Senior Skills	Mount Sunapee, NH	Mar 09-10	02/19/20	
R+	102 Senior Skills	Cranmore, NH	Feb 04-05	01/15/20	R+	228 Senior Skills	Sunday River, ME	Mar 10-11	02/19/20	
R+	150 Senior Skills	Holiday Valley, NY	Feb 24-25	02/05/20	R+	251 Senior Moguls	Belleayre, NY	Mar 16-17	02/26/20	
R+	156 Senior Moguls	Okemo, VT	Feb 24-25	02/05/20	R+	258 Senior Skills	Jiminy Peak, MA	Mar 18-19	02/26/20	
Mogul Series - Some are also open to Registered and NSP Members										Senior - \$199; Price - \$205
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline	
R+	97 Moguls 100	Sugarbush, VT	Feb 03-04	01/15/20	R+	156 Senior Moguls	Okemo, VT	Feb 24-25	02/05/20	
+	98 Moguls 200	Sugarbush, VT	Feb 03-04	01/15/20	R+	176 Moguls 100	Blue Mountain, PA	Mar 02-03	02/12/20	
+	99 Moguls 300	Sugarbush, VT	Feb 03-04	01/15/20	+	177 Moguls 200	Blue Mountain, PA	Mar 02-03	02/12/20	
R+	123 Moguls 100	Mount Snow, VT	Feb 10-11	01/22/20	+	180 Moguls 300	Mad River, VT	Mar 02-03	02/12/20	
+	124 Moguls 200	Mount Snow, VT	Feb 10-11	01/22/20	R+	213 Moguls 100	Camelback, PA	Mar 09-10	02/19/20	
+	125 Moguls 300	Mount Snow, VT	Feb 10-11	01/22/20	+	214 Moguls 200	Camelback, PA	Mar 09-10	02/19/20	
R+	126 Women Only Moguls	Mount Snow, VT	Feb 10-11	01/22/20	R+	249 Moguls 100	Belleayre, NY	Mar 16-17	02/26/20	
R+	153 Moguls 100	Okemo, VT	Feb 24-25	02/05/20	+	250 Moguls 200	Belleayre, NY	Mar 16-17	02/26/20	
+	154 Moguls 200	Okemo, VT	Feb 24-25	02/05/20	R+	251 Senior Moguls	Belleayre, NY	Mar 16-17	02/26/20	
R+	155 Women Only Moguls	Okemo, VT	Feb 24-25	02/05/20						
Ski With the Eastern Team Fundraiser - Open to all Members or NSP Members for an additional \$25										Price - \$290
A portion of the registration fee goes directly to support the Eastern Team at the National Team Tryout in April 2020										
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline	
R+	057 Ski With Eastern Team	Whitetail Mtn, PA	Jan 23-34	01/01/20	R+	229 Ski With Eastern Team	Sunday River, ME	Mar 10-11	02/19/20	
R+	070 Ski With Eastern Team	Hunter Mtn, NY	Jan 27-28	01/08/20	R+	278 Ski With Eastern Team	Stowe, VT	Apr 02-03	03/18/20	
R+	159 Ski With Eastern Team	Holiday Valley, NY	Feb 26-27	02/05/20						



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 ^ = Non-standard event registration and start time

Exam Prep					Price - 3 Day: \$270; 2 Day: \$205				
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
016	DEV Team Prep-L3 Only	Killington, VT	Dec 05-06	11/13/19	132	Level II Teaching Prep	Sugarloaf, ME	Feb 10-11	01/22/20
034	DEV Team Prep-L3 Only	Sugarbush, VT	Jan 02-03	12/11/19	133	DEV Team Prep-L3 Only	Sugarloaf, ME	Feb 10-11	01/22/20
043	Level II Skiing Prep	Greek Peak, NY	Jan 13-14	12/25/19	137	Level II Skiing Prep	Mount Snow, VT	Feb 12-13	01/22/20
053	DEV Team Prep-L3 Only	Bristol Mountain, NY	Jan 22-23	01/01/20	138	Level III Skiing Prep	Mount Snow, VT	Feb 12-13	01/22/20
062	Level II Skiing Prep	Blue Knob, PA	Jan 25-26	01/08/20	162	Level II Ski Prep 3 Day	Okemo, VT	Feb 26-28	02/05/20
088	DEV Team Prep-L3 Only	Snowshoe, WV	Jan 29-30	01/08/20	161	Gateway Dynamic Ski	Okemo, VT	Feb 26-28	02/05/20
073	DEV Team Prep-L3 Only	Hunter Mtn, NY	Jan 29-30	01/08/20	190	DEV Team Prep-L3 Only	Cannon Mtn, NH	Mar 04-05	02/12/20
094	Level II Skiing Prep	Canaan Valley, WV	Feb 03-04	01/15/20	215	DEV Team Prep-L3 Only	Camelback, PA	Mar 09-10	02/19/20
127	DEV Team Prep-L3 Only	Mount Snow, VT	Feb 10-11	01/22/20	234	Level II Ski Prep 3 Day	Camelback, PA	Mar 11-13	02/19/20
130	Level II Skiing Prep	Mountain Creek, NJ	Feb 10-11	01/22/20	233	Gateway Dynamic Ski	Camelback, PA	Mar 11-13	02/19/20
Alpine Update Clinic - Open to all Members and NSP Members for an additional \$25					Price - \$205				
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R+ 012	Alpine Update Clinic	Middlebury, VT	Nov 23-24	11/06/19	R+ 169	Alpine Update Clinic	Catamount, MA	Feb 29-Mar 1	02/12/20
R+ 027	Alpine Update Clinic	Bolton Valley, VT	Dec 16-17	11/27/19	R+ 175	Alpine Update Clinic	Beech Mtn, NC	Mar 02-03	02/12/20
R+ 031	Alpine Update Clinic	Bretton Woods, NH	Dec 18-19	11/27/19	R+ 192	Alpine Update Clinic	Montage Mtn, PA	Mar 04-05	02/12/20
R+ 039	Alpine Update Clinic	Stratton Mtn, VT	Jan 08-09	12/18/19	R+ 204	Alpine Update Clinic	Mount Sunapee, NH	Mar 07-08	02/19/20
R+ 045	Alpine Update Clinic	Greek Peak, NY	Jan 13-14	12/25/19	R+ 209	Alpine Update Clinic	Ski Sundown, CT	Mar 07-08	02/19/20
R+ 054	Alpine Update Clinic	Bristol Mountain, NY	Jan 22-23	01/01/20	R+ 211	Alpine Update Clinic	Wisp, MD	Mar 07-08	02/19/20
R+ 056	Alpine Update Clinic	Whitetail Mtn, PA	Jan 23-24	01/01/20	R+ 222	Alpine Update Clinic	Gore Mountain, NY	Mar 09-10	02/19/20
R+ 067	Alpine Update Clinic	Hunter Mtn, NY	Jan 27-28	01/08/20	R+ 244	Alpine Update Clinic	Belleayre, NY	Mar 14-15	02/26/20
R+ 086	Alpine Update Clinic	Snowshoe, WV	Jan 29-30	01/08/20	R+ 253	Alpine Update Clinic	Loon, NH	Mar 16-17	02/26/20
R+ 092	Alpine Update Clinic	Massanutten, VA	Feb 03-04	01/15/20	R+ 261	Alpine Update Clinic	Killington, VT	Mar 18-19	02/26/20
R+ 119	Alpine Update Clinic	Seven Springs, PA	Feb 08-09	01/22/20	R+ 257	Alpine Update Clinic	Jiminy Peak, MA	Mar 18-19	02/26/20
R+ 160	Alpine Update Clinic	HoliMont, NY	Feb 26-27	02/05/20	R+ 271	Alpine Update Clinic	Sugarbush, VT	Mar 23-24	03/04/20
R+ 165	Alpine Update Clinic	Wachusett, MA	Feb 26-27	02/05/20	R+ 276	Alpine Update Clinic	Sugarloaf, ME	Apr 01-02	03/11/20
Skiing Improvement - Open to all members and NSP Members for an additional \$25					Price - \$205				
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R+ 032	Skiing 100	Bretton Woods, NH	Dec 18-19	11/27/19	P+ 179	Skiing 200	Catamount, MA	Mar 02-03	02/12/20
P+ 033	Skiing 200	Bretton Woods, NH	Dec 18-19	11/27/19	R+ 197	Skiing 100	Cataloochee, NC	Mar 05-06	02/12/20
R+ 037	Skiing 100	Stratton Mtn, VT	Jan 06-07	12/18/19	P+ 199	Skiing 200	Cataloochee, NC	Mar 05-06	02/12/20
P+ 038	Skiing 200	Stratton Mtn, VT	Jan 06-07	12/18/19	R+ 206	Skiing 100	Shawnee, PA	Mar 07-08	02/19/20
R+ 064	Skiing 100	Gunstock Mtn, NH	Jan 27-28	01/08/20	P+ 207	Skiing 200	Shawnee, PA	Mar 07-08	02/19/20
P+ 065	Skiing 200	Gunstock Mtn, NH	Jan 27-28	01/08/20	R+ 225	Skiing 100	Mount Sunapee, NH	Mar 09-10	02/19/20
282	Skiing 300-Level 3 Only	Hunter Mtn, NY	Jan 27-28	01/08/20	P+ 226	Skiing 200	Mount Sunapee, NH	Mar 09-10	02/19/20
283	Skiing 300-Level 3 Only	Sugarbush, VT	Feb 03-04	01/15/20	284	Skiing 300-Level 3 Only	Sunday River, ME	Mar 10-11	02/19/20
R 104	Skiing for Women	Cranmore, NH	Feb 04-05	01/15/20	R+ 240	Skiing 100	Mount Abram, ME	Mar 12-13	02/19/20
R 135	Skiing for Women	Hidden Valley, PA	Feb 12-13	01/22/20	P+ 241	Skiing 200	Mount Abram, ME	Mar 12-13	02/19/20
R+ 178	Skiing 100	Catamount, MA	Mar 02-03	02/12/20	285	Skiing 300-Level 3 Only	Whiteface, NY	Mar 18-19	02/26/20
Teaching Improvement - Open to Level 2 or Level 3 Members					Price - \$205				
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
079	Game Changing Teach	Windham Mtn, NY	Jan 27-28	01/08/20	189	Game Changing Teach	Cannon Mtn, NH	Mar 04-05	02/12/20
118	Game Changing Teach	Seven Springs, PA	Feb 08-09	01/22/20	219	Game Changing Teach	Gore Mountain, NY	Mar 09-10	02/19/20
093	Game Changing Teach	Massanutten, VA	Feb 03-04	01/15/20	230	Game Changing Teach	Sunday River, ME	Mar 10-11	02/26/20
Developing an Effective Bag of Tricks					Price - \$205				
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
059	Effective Bag of Tricks	Wintergreen, VA	Jan 23-24	01/01/20	163	Effective Bag of Tricks	Wachusett, MA	Mar 04-05	02/12/20
109	Effective Bag of Tricks	Smuggler's Notch, VT	Feb 05-06	01/15/20	172	Effective Bag of Tricks	Montage Mtn, PA	Mar 04-05	02/12/20
129	Effective Bag of Tricks	Mountain Creek, NJ	Feb 10-11	01/22/20	238	Effective Bag of Tricks	Mount Sunapee, NH	Mar 09-10	02/19/20
151	Effective Bag of Tricks	Holiday Valley, NY	Feb 24-25	02/05/20					

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Advanced Educator - Open to Certified Members					Price - \$205				
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
040	Movement Analys 101	Stratton Mtn, VT	Jan 08-09	12/18/19	139	Stance & Alignment	Mount Snow, VT	Feb 12-13	01/22/20
051	Biomechanics	Ski Roundtop, PA	Jan 21-22	01/01/20	103	Movement Analys 101	Waterville Vly, NH	Mar 02-03	02/12/20
081	Stance & Alignment	Windham Mtn, NY	Jan 27-28	01/08/20	198	Movement Analys 101	Cataloochee, NC	Mar 05-06	02/12/20
074	Biomechanics	Hunter Mtn, NY	Jan 29-30	01/08/20	216	Biomechanics	Camelback, PA	Mar 09-10	02/19/20
095	Movement Analys 101	Canaan Valley, WV	Feb 03-04	01/15/20	217	Stance & Alignment	Camelback, PA	Mar 09-10	02/19/20
106	Movement Analys 101	Massanutten, VA	Feb 05-06	01/15/20	255	Practical Teaching	Loon Mountain, NH	Mar 16-17	02/26/20
114	Movement Analys 101	Pico Mountain, VT	Feb 08-09	01/22/20	259	Practical Teaching	Jiminy Peak, MA	Mar 18-19	02/26/20
116	Movement Analys 101	Seven Springs, PA	Feb 08-09	01/22/20	264	Practical Teaching	Whiteface, NY	Mar 18-19	02/26/20
134	Practical Teaching	Hidden Valley, PA	Feb 12-13	01/22/20	275	Biomechanics	Sugarloaf, ME	Mar 30-31	03/11/20
Advanced Educator - Open to Level II Members - Candidates will be scored at the Level III Standard					Price - \$205				
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
087	Coaching High End Ski	Snowshoe, WV	Jan 29-30	01/08/20	220	Coaching High End Ski	Gore Mountain, NY	Mar 09-10	02/19/20
096	Coaching High End Ski	Sugarbush, VT	Feb 03-04	01/15/20	224	Movement Analys 201	Jay Peak, VT	Mar 09-10	02/19/20
108	Movement Analys 201	Smuggler's Notch, VT	Feb 05-06	01/15/20	235	Coaching High End Ski	Camelback, PA	Mar 11-12	02/19/20
112	Movement Analys 201	Seven Springs, PA	Feb 06-07	01/15/20	263	Movement Analys 201	Whiteface, NY	Mar 18-19	02/26/20
115	Coaching High End Ski	Pico Mountain, VT	Feb 08-09	01/22/20					
Indoor-Outdoor Movement Analysis - Open to all Certified Members					Price - \$205				
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
068	Indoor/Outdoor MA	Hunter Mtn, NY	Jan 27-28	01/08/20	122	Indoor/Outdoor MA	Mount Snow, VT	Feb 10-11	01/22/20
091	Indoor/Outdoor MA	Cranmore, NH	Feb 04-05	01/15/20	192	Indoor/Outdoor MA	Montage Mtn, PA	Mar 04-05	02/12/20
One Day Educational Clinics - Open to all members					Price - \$140				
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R 028	Dynamic Skiing	Bolton Valley, VT	Dec 16	11/27/19	R 184	Dynamic Skiing	Waterville Vly, NH	Mar 02	02/12/20
R 029	History of Snowsports	Bolton Valley, VT	Dec 17	11/27/19	R 185	Ecology	Waterville Vly, NH	Mar 03	02/12/20
R 052	History of Snowsports	Ski Roundtop, PA	Jan 22	01/01/20	R 191	History of Snowsports	Cannon Mtn, NH	Mar 04	02/12/20
R 058	Teaching Women	Ski Roundtop, PA	Jan 23	01/01/20	R 196	Adult Develop & Aging	Cannon Mtn, NH	Mar 05	02/12/20
R 078	Ecology	Windham Mtn, NY	Jan 27	01/08/20	R 237	Adult Develop & Aging	Sunday River, ME	Mar 11	02/19/20
R 089	Adult Develop & Aging	Snowshoe, WV	Jan 30	01/08/20	R 243	Dynamic Skiing	Sunday River, ME	Mar 12	02/19/20
R 090	Teaching Women	Snowshoe, WV	Jan 30	01/08/20	R 239	Teaching Women	Camelback, PA	Mar 12	02/19/20
Two Day Alpine Level I Exams - Open to Registered Members					Price - \$200				
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R 011	Alpine Level I Exam	Middlebury, VT	Nov 23-24	11/06/19	R 170	Alpine Level I Exam	Dartmouth, NH	Feb 29-Mar 1	02/12/20
R 026	Alpine Level I Exam	Bolton Valley, VT	Dec 16-17	11/27/19	R 174	Alpine Level I Exam	Beech Mtn, NC	Mar 02-03	02/12/20
R 035	Alpine Level I Exam	Bromley Mtn, VT	Jan 04-05	12/18/19	R 205	Alpine Level I Exam	Shawnee, PA	Mar 07-08	02/19/20
R 044	Alpine Level I Exam	Greek Peak, NY	Jan 13-14	12/25/19	R 201	Alpine Level I Exam	Hunt Hollow, NY	Mar 07-08	02/19/20
R 046	Alpine Level I Exam	Shawnee Peak, ME	Jan 13-14	12/25/19	R 208	Alpine Level I Exam	Ski Sundown, CT	Mar 07-08	02/19/20
R 055	Alpine Level I Exam	Whitetail Mtn, PA	Jan 23-24	01/01/20	R 210	Alpine Level I Exam	Wisp, MD	Mar 07-08	02/19/20
R 060	Alpine Level I Exam	Wintergreen, VA	Jan 25-26	01/08/20	R 203	Alpine Level I Exam	Mount Sunapee, NH	Mar 07-08	02/19/20
R 066	Alpine Level I Exam	Hunter Mtn, NY	Jan 27-28	01/08/20	R 200	Alpine Level I Exam	Cataloochee, NC	Mar 07-08	02/19/20
R 085	Alpine Level I Exam	Snowshoe, WV	Jan 27-28	01/08/20	R 202	Alpine Level I Exam	Liberty Mountain, PA	Mar 07-08	02/19/20
R 100	Alpine Level I Exam	Cranmore, NH	Feb 02-03	01/15/20	R 221	Alpine Level I Exam	Gore Mountain, NY	Mar 09-10	02/19/20
R 110	Alpine Level I Exam	Smuggler's Notch, VT	Feb 05-06	01/15/20	R 231	Alpine Level I Exam	Sunday River, ME	Mar 10-11	02/19/20
R 105	Alpine Level I Exam	Massanutten, VA	Feb 05-06	01/15/20	R 242	Alpine Level I Exam	Mount Abram, ME	Mar 12-13	02/19/20
R 117	Alpine Level I Exam	Seven Springs, PA	Feb 08-09	01/22/20	R 248	Alpine Level I Exam	Mount Peter, NY	Mar 14-15	02/26/20
R 136	Alpine Level I Exam	Hidden Valley, PA	Feb 12-13	01/22/20	R 247	Alpine Level I Exam	Mohawk Mtn, CT	Mar 14-15	02/26/20
R^ 142	PM-Alpine Level I Exam	Yawgoo Valley, RI	Feb 12-13	01/22/20	R 245	Alpine Level I Exam	Belleayre, NY	Mar 14-15	02/26/20
R^ 147	PM-Alpine Level I Exam	McIntyre, NH	Feb 22-23	02/05/20	R 287	Alpine Level I Exam	Cockaigne, NY	Mar 14-15	02/26/20
R 148	Alpine Level I Exam	Bear Creek, PA	Feb 23-24	02/05/20	R 262	Alpine Level I Exam	Whiteface, NY	Mar 18-19	02/26/20
R 152	Alpine Level I Exam	Holiday Valley, NY	Feb 24-25	02/05/20	R 260	Alpine Level I Exam	Jiminy Peak, MA	Mar 18-19	02/26/20
R 164	Alpine Level I Exam	Wachusett, MA	Feb 26-27	02/05/20	R 268	Alpine Level I Exam	Plattekill, NY	Mar 21-22	03/04/20
R 167	Alpine Level I Exam	Blue Knob, PA	Feb 29-Mar 1	02/12/20	R 269	Alpine Level I Exam	Thunder Ridge, NY	Mar 21-22	03/04/20
R 168	Alpine Level I Exam	Blue Mountain, PA	Feb 29-Mar 1	02/12/20	R 280	Alpine Level I Exam	Stowe, VT	Apr 04-05	03/18/20
R 171	Alpine Level I Exam	Kissing Bridge, NY	Feb 29-Mar 1	02/12/20					

# ALPINE 2019-2020 EVENT AND EXAM SCHEDULE

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 R = Events open to Registered members ^ = Non-standard event registration and start time

One Day Alpine Level I Exams - MUST have taken First Chair to be eligible - Open to Registered Members									
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R 049	Alpine Level I Exam	HoliMont, NY	Jan 17	12/25/19	R 145	Alpine Level I Exam	Mount Snow, VT	Feb 14	01/22/20
R 063	Alpine Level I Exam	Bretton Woods, NH	Jan 26	01/08/20	R 149	Alpine Level I Exam	Windham Mtn, NY	Feb 23	02/05/20
R 091	Alpine Level I Exam	Sugarbush, VT	Feb 02	01/15/20	R 166	Alpine Level I Exam	Labrador, NY	Feb 28	02/05/20
R 122	Alpine Level I Exam	Stratton Mtn, VT	Feb 09	01/22/20	R 236	Alpine Level I Exam	Sugarloaf, ME	Mar 11	02/19/20
R 121	Alpine Level I Exam	Ski Roundtop, PA	Feb 09	01/22/20	R 266	Alpine Level I Exam	Catamount, MA	Mar 20	02/26/20
R 144	Alpine Level I Exam	Berkshire East, MA	Feb 14	01/22/20					

Three Day Combined Alpine Level I Exams - Open to Registered Members									
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R 254	Alpine Level I & FS 1	Loon Mountain, NH	Mar 16-18	02/26/20	R 274	Alpine Level I & FS 1	Stowe, VT	Mar 30-Apr	03/11/20

Alpine Certification Exams									
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
071	Level III Skiing	Hunter Mtn, NY	Jan 29	01/08/20	185	Level II Teaching	Waterville Vly, NH	Mar 03	02/12/20
072	Level III Teaching	Hunter Mtn, NY	Jan 30	01/08/20	188	Level III Skiing	Cannon Mtn, NH	Mar 04	02/12/20
107	Level II Skiing	Massanutten, VA	Feb 05	01/15/20	195	Level III Teaching	Cannon Mtn, NH	Mar 05	02/12/20
111	Level II Teaching	Massanutten, VA	Feb 06	01/15/20	212	Level II Teaching	Blue Mountain, PA	Mar 08	02/19/20
113	Level II Skiing	Pico Mountain, VT	Feb 08	01/22/20	256	Level II Skiing	Jiminy Peak, MA	Mar 18	02/26/20
120	Level II Teaching	Pico Mountain, VT	Feb 09	01/22/20	265	Level II Teaching	Jiminy Peak, MA	Mar 19	02/26/20
173	Level II Teaching	Blue Mountain, PA	Mar 01	02/19/20	270	Level III Skiing	Sugarbush, VT	Mar 23	03/04/20
182	Level II Skiing	Waterville Vly, NH	Mar 02	02/12/20	272	Level III Teaching	Sugarbush, VT	Mar 24	03/04/20

Central Division Alpine Level II Exam									
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
	Level II Skiing	Holiday Valley, NY	Feb 26-27	02/06/20		Level II Teaching	Holiday Valley, NY	Feb 26-27	02/06/20

**NOTE:** This exam format will follow Central Division Exam process - PLEASE Familiarize yourself with Central Division Requirements

Alpine Five Day College Exams									
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R 018	Level I College Exam	Mount Snow, VT	Dec 09-13	11/20/19	076	Level II Skiing College	Windham Mtn, NY	Jan 27-31	01/08/20
019	Level II Skiing College	Mount Snow, VT	Dec 09-13	11/20/19	077	Level II Teach College	Windham Mtn, NY	Jan 27-31	01/08/20
020	Level II Teach College	Mount Snow, VT	Dec 09-13	11/20/19	252	Level III Skiing College	Killington, VT	Mar 16-20	02/26/20

## INDOOR EDUCATIONAL CLINICS FOR ALL DISCIPLINES

Indoor Educational Sessions - Open to all members and Non-members for an additional \$25									
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
#R 286	Creating a Lesson Plan	Wintergreen, VA	Jan 22	01/01/20	#R 141	Anatomy	Mount Snow, VT	Feb 12	01/22/20
#R 075	Functional Movement	Hunter Mtn, NY	Jan 29	01/08/20	#R 141	Ecology	Mount Snow, VT	Feb 13	01/22/20
#R 101	Stance & Alignment	Cranmore, NH	Feb 03	01/15/20	#R 232	Creating a Lesson Plan	Camelback, PA	Mar 11	02/19/20





# CHILDREN 2019-2020 EVENT AND EXAM SCHEDULE

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 R = Events open to Registered members ^ = Non-standard event registration and start time  
 Weekend Events are highlighted in blue

## Please check Registration Time:

8:00am Registration - On Snow 9:00am - 4:00pm; 9:00am Registration - On Snow 10:00am - 6:00pm;  
 2:00pm Registration - On Snow 3:00pm - 10:00pm.

If openings are available after the deadline date, members may be admitted based on availability. Absolutely no walk-ons will be admitted. A \$25 non-refundable late fee will be charged, please contact the office at 518-452-6095 to inquire on availability. All educational events and exams earn 6 CEU's /day.

### Feature Children's Events

Key No.	Event	Description	Location	Dates	Price	Deadline
#R^	700 Children's Academy - 3 Day	The Power of Play!	Killington, VT	Dec 02-04	\$ 295.00	11/13/19
#R^	701 Children's Academy - 2 Day	Members and Non-members	Killington, VT	Dec 03-04	\$ 250.00	11/13/19
	740 Advanced Children's Educator Exam	Open to Level III Members	Sugarbush, VT	Mar 25-26	\$ 230.00	03/05/20

### Children's Total Play Series Webinar - Open to Members and Non-members

Price - \$99

Key No.	Event	Webinar is 7-8pm	Dates	Deadline	Key No.	Event	Webinar is 7-8pm	Dates	Deadline
#R	992 Webinar	Nov 5, 7, 12, 14, 19	Nov 2019	10/30/19	#R	994 Webinar	Mar 3, 5, 10, 12, 17	Mar 2020	02/26/20
#R	993 Webinar	Jan 14, 16, 21, 23, 28	Jan 2020	01/08/20					

### Children's Educational Clinics - Open to Members, Non-members or NSP Members for an additional \$25

1 Day - \$140; 2 Day - \$205

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
#R	705 Total Play Series 1 Day	Killington, VT	Dec 02	11/13/19	#R	730 Coaching Kids in Race	Ski Butternut, MA	Mar 04-05	02/12/20
#R	708 Children's Festival	Snowshoe, WV	Jan 27-28	01/08/20	#R	739 Coaching Kids in Bumps	Belleayre, NY	Mar 16-17	02/26/20
#R	711 Coaching Kids in Race	Hunter Mtn, NY	Jan 29-30	01/08/20	#R	744 Total Play Series 1 Day	Stowe, VT	Apr 03	03/18/20
#R	719 Coaching Kids in Bumps	Mount Snow, VT	Feb 10-11	01/22/20					

### Children's Specialist - Open to Certified Members

Price - \$205

Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
	702 Children's Specialist 1	Sugarbush, VT	Dec 07-08	11/20/19		726 Children's Specialist 1	Dartmouth, NH	Feb 29-Mar 1	02/12/20
	706 Children's Specialist 1	Berkshire East, MA	Jan 11-12	12/25/19		727 Children's Specialist 1	Kissing Bridge, NY	Feb 29-Mar 1	02/12/20
	707 Children's Specialist 1	Blue Knob, PA	Jan 25-26	01/08/20		728 CS1 - Day 1	Blue Mountain, PA	Mar 01	02/12/20
	709 Children's Specialist 2	Hunter Mtn, NY	Jan 27-28	01/08/20		CS1 - Day 2	Blue Mountain, PA	Mar 08	
	712 Children's Specialist 2	Snowshoe, WV	Jan 27-28	01/08/20		729 Children's Specialist 1	Beech Mtn, NC	Mar 02-03	02/12/20
	710 Children's Specialist 1	Hunter Mtn, NY	Jan 29-30	01/08/20		731 Children's Specialist 2	Cannon Mtn, NH	Mar 04-05	02/12/20
	713 Children's Specialist 1	Snowshoe, WV	Jan 29-30	01/08/20		732 Children's Specialist 1	Montage Mtn, PA	Mar 04-05	02/12/20
	714 Children's Specialist 1	Cranmore, NH	Feb 02-03	01/15/20		733 Children's Specialist 1	Hunt Hollow, NY	Mar 07-08	02/19/20
	715 Children's Specialist 1	Massanutten, VA	Feb 03-04	01/15/20		734 Children's Specialist 1	Mount Sunapee, NH	Mar 07-08	02/19/20
	716 Children's Specialist 2	Sugarbush, VT	Feb 03-04	01/15/20		735 Children's Specialist 1	Ski Sundown, CT	Mar 07-08	02/19/20
	717 Children's Specialist 1	Smuggler's Notch, VT	Feb 05-06	01/15/20		737 Children's Specialist 2	Camelback, PA	Mar 11-12	02/19/20
^	718 Children's Specialist 2	Seven Springs, PA	Feb 06-07	01/15/20		738 Children's Specialist 1	West Mountain, NY	Mar 11-12	02/19/20
	720 Children's Specialist 2	Mount Snow, VT	Feb 12-13	01/22/20		741 Children's Specialist 1	Bolton Valley, VT	Mar 28-29	03/11/20
	721 PM-Children's Spec. 1	Yawgoo Valley, RI	Feb 12-13	01/22/20		742 Children's Specialist 1	Sugarloaf, ME	Mar 30-31	03/11/20
	722 Children's Specialist 1	Bear Creek, PA	Feb 23-24	02/05/20		743 Children's Specialist 2	Sugarloaf, ME	Apr 01-02	03/11/20
	723 Children's Specialist 2	Holiday Valley, NY	Feb 24-25	02/05/20		745 Children's Specialist 1	Stowe, VT	Apr 04-05	03/18/20
	724 Children's Specialist 1	HoliMont, NY	Feb 26-27	02/05/20		746 Children's Specialist 2	Stowe, VT	Apr 04-05	03/18/20
	725 Children's Specialist 2	Wachusett, MA	Feb 26-27	02/05/20					

# SNOWBOARD 2019-2020 EVENT AND EXAM SCHEDULE

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 Weekend Events are highlighted in blue

## Please check Registration Time:

8:00am Registration - On Snow 9:00am - 4:00pm; 9:00am Registration - On Snow 10:00am - 6:00pm;  
 2:00pm Registration - On Snow 3:00pm - 10:00pm.

If openings are available after the deadline date, members may be admitted based on availability. Absolutely no walk-ons will be admitted. A \$25 non-refundable late fee will be charged, please contact the office at 518-452-6095 to inquire on availability. All educational events and exams earn 6 CEU's per day.

Feature Snowboard Events						
Key No.	Event	Description	Location	Dates	Price	Deadline
# R / 015	Snowsports School Management Seminar	7pm Keynote; inc banquet	Killington, VT	Dec 02-04	\$ 295.00	11/13/19
# R / 701	Children's Academy - 2 Day	The Power of Play!	Mount Snow, VT	Dec 03-04	\$ 250.00	11/20/19
	401 Resort Area Trainer	Open to all Staff Trainers	Mount Snow, VT	Dec 09-10	\$ 205.00	11/20/19
# R	402 Snowboard Snow Pro Jam	Open to actively teaching Inst.	Mount Snow, VT	Dec 09-13	\$ 475.00	11/20/19
	463 Resort Area Trainer	Open to all Staff Trainers	Killington, VT	Mar 19-20	\$ 205.00	02/26/20
	740 Advanced Children's Educator Exam	Open to Level III Members	Sugarbush, VT	Mar 25-26	\$ 230.00	03/05/20
	475 AASI 20 Year Members	By Invitation Only	Stowe, VT	Apr 03	\$ 75.00	03/18/20
R	476 Snowboard Spring Rally	Après Ski Party	Stowe, VT	Apr 04-05	\$ 225.00	03/18/20
	792 Freeride Camp	Come Play & Progress in Park	Stowe, VT	Apr 04-05	\$ 225.00	03/18/20
R	479 AASI Last Laps	Last chance to Ride!	Killington, VT	Apr 18-19	\$ 205.00	04/01/19

Dynamic Riding - Open to all members									Price - \$140
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R	404 Dynamic Riding	Bromley Mtn, VT	Jan 05	12/18/19	R	448 Dynamic Riding	Liberty Mountain, PA	Mar 08	02/19/20
R	419 Dynamic Riding	Cranmore, NH	Feb 02	01/15/20	R	456 Dynamic Riding	Mohawk Mtn, CT	Mar 15	02/26/20
R	436 Dynamic Riding	Snowshoe, WV	Mar 01	02/12/20					

Camps - Open to Registered members and Non-members										2 Day - \$ 205; 3 Day - \$ 270
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline	
	409 Steeps Camp	Stowe, VT	Jan 23-24	01/01/20	#R	466 Snowskate Camp	Mount Snow, VT	Mar 21-22	03/04/20	
	424 Halfpipe Camp	Okemo, VT	Feb 06-07	01/15/20	#R	467 Bad Mom Halfpipe Cp	Okemo, VT	Mar 21-22	03/04/20	
#R	428 Women's Camp	Whitetail Mtn, PA	Feb 10-11	01/22/20	#R	469 Women's Intro to FS	Mount Snow, VT	Mar 23-24	03/11/20	
	444 Off Piste	Smuggler's Notch, VT	Mar 05-06	02/12/20	#R	470 Women's Inter-Adv FS	Mount Snow, VT	Mar 23-24	03/11/20	
	450 Trees Camp - 2 Day	Jay Peak, VT	Mar 09-10	02/19/20		471 Freestyle Camp	Mount Snow, VT	Mar 23-24	03/11/20	
	451 Trees Camp - 3 Day	Jay Peak, VT	Mar 09-11	02/19/20		472 Freestyle Camp	Mount Snow, VT	Mar 23-25	03/11/20	

Freestyle Specialist - Open to certified members										Price - \$205
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline	
	777 AASI Freestyle Spec 1	Seven Springs, PA	Feb 06-07	01/15/20		786 AASI Freestyle Spec 1	Liberty Mountain, PA	Mar 05-06	02/19/20	
	778 Freestyle Specialist 2	Seven Springs, PA	Feb 06-07	01/15/20		789 AASI Freestyle Spec 1	Mount Snow, VT	Mar 25-26	03/11/20	
	779 Freestyle Specialist 3	Seven Springs, PA	Feb 06-07	01/15/20		790 Freestyle Specialist 2	Mount Snow, VT	Mar 25-26	03/11/20	
	784 AASI Freestyle Spec 1	Blue Mountain, PA	Feb 29-Mar 1	02/12/20		791 Freestyle Specialist 3	Mount Snow, VT	Mar 25-26	03/11/20	

Exam Prep Prerequisites - Open to certified members; Mock Tryout only open to Level III										Price - \$205
No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline	
	480 Dev Team Mock Tryout	Loon Mountain, NH	Jan 06-07	12/11/19		429 Level II Exam Prep	Holiday Valley, NY	Feb 24-25	02/05/20	
	406 Riding Concepts	Greek Peak, NY	Jan 15-16	12/25/19		430 Level III Exam Prep	Hunter Mtn, NY	Feb 24-25	02/05/20	
	407 Teaching Concepts	HoliMont, NY	Jan 22-23	01/01/20		432 Teaching Concepts	Massanutten, VA	Feb 26-27	02/05/20	
	410 Level II Exam Prep	Wintergreen, VA	Jan 23-24	01/01/20		438 Riding Concepts	Loon, NH	Mar 02-03	02/12/20	
	411 Move Analys w/video	Gunstock Mtn, NH	Jan 25-26	01/08/20	^	442 Riding Concepts - PM	Kissing Bridge, NY	Mar 04-05	02/12/20	
	414 Teaching Concepts	Hunter Mtn, NY	Jan 27-28	01/08/20		443 Move Analysis w/video	Cataloochee, NC	Mar 05-06	02/12/20	
	415 Level II Exam Prep	Killington, VT	Jan 27-28	01/08/20		453 Teaching Concepts	Mt Abram, ME	Mar 12-13	02/19/20	
	416 Level III Exam Prep	Killington, VT	Jan 27-28	01/08/20		457 Level II Exam Prep	Killington, VT	Mar 16-17	02/26/20	
	421 Level II Exam Prep	Whitetail Mtn, PA	Feb 03-04	01/15/20		458 Level III Exam Prep	Killington, VT	Mar 16-17	02/26/20	
	423 Move Analysis w/video	Smuggler's Notch, VT	Feb 05-06	01/15/20		478 Dev Team Mock Tryout	Stowe, VT	Apr 04-05	03/18/20	
	426 Riding Concepts	Beech Mtn, NC	Feb 10-11	01/22/20						

## SNOWBOARD 2019-2020 EVENT AND EXAM SCHEDULE

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Two Day Level I Exams - Open to Registered Members					Price - \$200				
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R 403	AASI Level I Exam	Bromley Mtn, VT	Jan 04-05	12/18/19	R^ 441	AASI Level I Exam - PM	Kissing Bridge, NY	Mar 04-05	02/12/20
R 405	AASI Level I Exam	Greek Peak, NY	Jan 15-16	12/25/19	R 445	AASI Level I Exam	Cataloochee, NC	Mar 07-08	02/19/20
R 408	AASI Level I Exam	HoliMont, NY	Jan 22-23	01/01/20	R 446	AASI Level I Exam	Liberty Mountain, PA	Mar 07-08	02/19/20
R 412	AASI Level I Exam	Wintergreen, VA	Jan 25-26	01/08/20	R 447	AASI Level I Exam	Ski Sundown, CT	Mar 07-08	02/19/20
R 413	AASI Level I Exam	Hunter Mtn, NY	Jan 27-28	01/08/20	R 449	AASI Level I Exam	Gore Mountain, NY	Mar 09-10	02/19/20
R 420	AASI Level I Exam	Whitetail Mtn, PA	Feb 03-04	01/15/20	R 452	AASI Level I Exam	Mt. Abram, ME	Mar 12-13	02/19/20
R 422	AASI Level I Exam	Smuggler's Notch, VT	Feb 05-06	01/15/20	R 454	AASI Level I Exam	Mount Peter, NY	Mar 14-15	02/26/20
R 425	AASI Level I Exam	Seven Springs, PA	Feb 08-09	01/15/20	R 455	AASI Level I Exam	Stratton Mtn, VT	Mar 14-15	02/26/20
R 427	AASI Level I Exam	Beech Mtn, NC	Feb 10-11	01/22/20	R 459	AASI Level I Exam	Jiminy Peak, MA	Mar 18-19	02/26/20
R 431	AASI Level I Exam	Massanutten, VA	Feb 26-27	02/05/20	R 468	AASI Level I Exam	Thunder Ridge, NY	Mar 21-22	03/04/20
R 433	AASI Level I Exam	Blue Mt, PA	Feb 29-Mar 1	02/12/20	R 473	AASI Level I Exam	Mount Snow, VT	Mar 25-26	03/11/19
R 434	AASI Level I Exam	Dartmouth, NH	Feb 29-Mar 1	02/12/20	R 474	AASI Level I Exam	Mount Sunapee, NH	Mar 28-29	03/11/20
R 439	AASI Level I Exam	Snowshoe, WV	Mar 02-03	02/12/20	R 477	AASI Level I Exam	Stowe, VT	Apr 04-05	03/18/20
R 437	AASI Level I Exam	Loon, NH	Mar 02-03	02/12/20					
Three Day Combined Snowboard Level I Exams - Open to Registered Members					Price - \$250				
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
R 462	AASI Level I & FS1	Killington, VT	Mar 18-20	02/26/20					
AASI Reassessments					Price - \$140				
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
417	Level II Riding Retake	Killington, VT	Jan 29	01/08/20	464	Level II Riding Retake	Killington, VT	Mar 20	02/26/20
418	Level III Riding Retake	Killington, VT	Jan 29	01/08/20	465	Level III Riding Retake	Killington, VT	Mar 20	02/26/20
440	Level II Riding Retake	Snowshoe, WV	Mar 03	02/12/20					
AASI Certification Exams					Price - \$299				
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
435	Level II Exam	Snowshoe, WV	Mar 01-03	02/12/20	461	Level III Exam	Killington, VT	Mar 18-20	02/26/20
460	Level II Exam	Killington, VT	Mar 18-20	02/26/20					





# ADAPTIVE 2019-2020 EVENT AND EXAM SCHEDULE

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## Please check Registration Time:

8:00am Registration - On Snow 9:00am - 4:00pm; 9:00am Registration - On Snow 10:00am - 6:00pm;

2:00pm Registration - On Snow 3:00pm - 10:00pm.

If openings are available after the deadline date, members may be admitted based on availability. Absolutely no walk-ons will be admitted. A \$25 non-refundable late fee will be charged, please contact the office at 518-452-6095 to inquire on availability. All educational events and exams earn 6 CEU's /day.

### Feature Adaptive Events

Key No.	Event	Description	Resort	Dates	Price	Deadline
	See Web Adaptive National Academy	Register through DSUSA	Breckenridge, CO	Dec 09-13	Varies	11/13/19
#R^	015 Snowsports School Management Seminar	7pm Keynote; inc banquet	Killington, VT	Dec 02-04	\$ 295.00	11/13/19
#R^	701 Children's Academy - 2 Day	The Power of Play!	Killington, VT	Dec 03-04	\$ 250.00	11/20/19
#R	500 Adaptive Snow Pro Jam	Open to actively teaching Inst.	Mount Snow, VT	Dec 09-13	\$ 475.00	11/20/19
#R	574 Adaptive Spring Rally	Open to actively teaching Inst.	Stowe, VT	Apr 04-05	\$ 225.00	03/18/20

### Two Day Adaptive Educational Clinics - Open to all members and Non-members

Key No.	Event	School	Resort	Dates	Price	Deadline
#R	502 Train Your Trainers	Maine Adaptive Sports	Sunday River, ME	Dec 14-15	\$ 205.00	11/27/19
#R	522 Taking Adaptive Skiers to the Next Level	Adaptive Sports Foundation	Windham Mtn, NY	Jan 27-28	\$ 205.00	01/08/20
#R	523 When, Where & How to Use Adaptive Equip	Lakes Region Disabled Sports	Gunstock Mtn, NH	Jan 27-28	\$ 205.00	01/08/20
#R	524 Guiding Tech for VI & Blind Skiers/Riders	Adaptive Program at Blue	Blue Mountain, PA	Jan 28-29	\$ 205.00	01/08/20
#R	530 Taking Adaptive Skiers to the Next Level	Smuggler's Notch Adaptive	Smuggler's Notch, VT	Feb 03-04	\$ 205.00	01/15/20
#R	537 Taking Adaptive Skiers to the Next Level	Mount Snow Adaptive	Mount Snow, VT	Feb 10-11	\$ 205.00	01/22/20
#R	541 Guiding Tech for VI & Blind Skiers/Riders	Hidden Valley Snowsports	Hidden Valley, PA	Feb 12-13	\$ 205.00	01/22/20
#R	546 When, Where & How to Use Adaptive Equip	HoliMont Phoenix Adaptive	HoliMont, NY	Feb 24-25	\$ 205.00	02/05/20
#R	547 Train Your Trainers	Massanutten Adaptive	Massanutten, VA	Feb 26-27	\$ 205.00	02/05/20
#R	551 Adaptive Tethering Mythbusters	Butternut Snowsports School	Ski Butternut, MA	Mar 04-05	\$ 205.00	02/12/20
#R	552 Taking Adaptive Skiers to the Next Level	Liberty Mountain Snowsports	Liberty Mountain, PA	Mar 07-08	\$ 205.00	02/19/20
#R	572 Adaptive Tethering MythBusters	New England Healing Sports	Mount Sunapee, NH	Mar 28-29	\$ 205.00	03/11/20

### Two Day Alpine Adaptive Level I Exams - Open to Registered Members

Key No.	Event	School	Resort	Dates	Price	Deadline
R	501 Visually Impaired - Cognitive Diagnoses	Maine Adaptive Sports & Rec.	Sunday River, ME	Dec 14-15	\$ 225.00	11/27/19
R	503 Visually Impaired - Cognitive Diagnoses	Bart J. Ruggiere Adaptive Sports	Bromley Mtn, VT	Jan 04-05	\$ 225.00	12/18/19
R	505 Visually Impaired - Cognitive Diagnoses	Canaan Valley Snowsports	Canaan Valley, WV	Jan 11-12	\$ 225.00	12/25/19
R	506 3 Track - 4 Track	Canaan Valley Snowsports	Canaan Valley, WV	Jan 11-12	\$ 225.00	12/25/19
R	507 Mono Ski - Bi Ski	Canaan Valley Snowsports	Canaan Valley, WV	Jan 11-12	\$ 225.00	12/25/19
R	514 Visually Impaired - Cognitive Diagnoses	Two Top Adaptive Sports	Whitetail Mtn, PA	Jan 23-24	\$ 225.00	01/01/20
R	518 Visually Impaired - Cognitive Diagnoses	Adaptive Sports Foundation	Windham Mtn, NY	Jan 25-26	\$ 225.00	01/08/20
R	519 Visually Impaired - Cognitive Diagnoses	New England Disabled Sports	Bretton Woods, NH	Jan 25-26	\$ 225.00	01/08/20
R	531 Visually Impaired - Cognitive Diagnoses	Smuggler's Notch Adaptive	Smuggler's Notch, VT	Feb 05-06	\$ 225.00	01/15/20
R	534 Visually Impaired - Cognitive Diagnoses	Ski Beech Adaptive	Beech Mountain, NC	Feb 10-11	\$ 225.00	01/22/20
R	542 Visually Impaired - Cognitive Diagnoses	Lounsbury Adaptive Program	Holiday Valley, NY	Feb 22-23	\$ 225.00	02/05/20
R	548 Visually Impaired - Cognitive Diagnoses	Wintergreen Adaptive Sports	Wintergreen, VA	Feb 29-Mar 01	\$ 225.00	02/12/20
R	554 Visually Impaired - Cognitive Diagnoses	PA Center for Adaptive Sport	Camelback, PA	Mar 09-10	\$ 225.00	02/19/20
R	555 Visually Impaired - Cognitive Diagnoses	Gore Snowsports School	Gore Mountain, NY	Mar 09-10	\$ 225.00	02/19/20
R	561 Visually Impaired - Cognitive Diagnoses	Stride Adaptive Sports	Jiminy Peak, MA	Mar 18-19	\$ 225.00	02/26/20
R	562 Mono Ski - Bi Ski	Stride Adaptive Sports	Jiminy Peak, MA	Mar 18-19	\$ 225.00	02/26/20
R	563 3 Track - 4 Track	Stride Adaptive Sports	Jiminy Peak, MA	Mar 18-19	\$ 225.00	02/26/20

## ADAPTIVE 2019-2020 EVENT AND EXAM SCHEDULE

Key: # = Events Non-members may attend for \$25 additional fee      \* = Events with limited attendance; may fill prior to deadlines  
 "+" = Events NSP members may attend for \$25 additional fee      P = Qualifies as Exam Prerequisite  
 R = Events open to Registered members      ^ = Non-standard event registration and start time  
 Weekend Events are highlighted in blue

One Day Adaptive Accreditation						
Key No.	Event	School	Resort	Dates	Price	Deadline
508	Alpine Skiing Fundamentals	HoliMont Phoenix Adaptive	HoliMont, NY	Dec 16	\$ 125.00	11/27/19
504	Alpine Skiing Fundamentals	Bart J. Ruggiere Adaptive	Bromley Mtn, VT	Jan 05	\$ 125.00	12/18/19
512	Alpine Visually Impaired	Lounsbury Adaptive Sports	Holiday Valley, NY	Jan 13	\$ 99.00	12/25/19
513	Alpine Cognitive Diagnoses	Lounsbury Adaptive Sports	Holiday Valley, NY	Jan 14	\$ 99.00	12/25/19
515	Alpine 3 Track Skiing	Two Top Adaptive Sports	Whitetail Mtn. PA	Jan 23	\$ 99.00	01/01/20
516	Alpine 4 Track Skiing	Two Top Adaptive Sports	Whitetail Mtn. PA	Jan 24	\$ 99.00	01/01/20
517	Alpine Skiing Fundamentals	New England Disabled Sports	Bretton Woods, NH	Jan 24	\$ 125.00	01/01/20
521	Alpine Skiing Fundamentals	Adaptive Sports Foundation	Windham Mtn, NY	Jan 26	\$ 125.00	01/08/20
525	Alpine Visually Impaired	Canaan Valley Snowsports	Canaan Valley, WV	Feb 01	\$ 99.00	01/15/20
526	Alpine Cognitive Diagnoses	Canaan Valley Snowsports	Canaan Valley, WV	Feb 02	\$ 99.00	01/15/20
532	Alpine Skiing Fundamentals	Smuggler's Notch Adaptive	Smuggler's Notch, VT	Feb 07	\$ 125.00	01/15/20
535	Alpine 3 Track Skiing	Mount Snow Adaptive	Mount Snow, VT	Feb 10	\$ 99.00	01/22/20
536	Alpine 4 Track Skiing	Mount Snow Adaptive	Mount Snow, VT	Feb 11	\$ 99.00	01/22/20
543	Alpine Skiing Fundamentals	Lounsbury Adaptive Sports	Holiday Valley, NY	Feb 23	\$ 125.00	02/05/20
544	Alpine Mono Ski	Lounsbury Adaptive Sports	Holiday Valley, NY	Feb 24	\$ 99.00	02/05/20
545	Alpine Bi Ski	Lounsbury Adaptive Sports	Holiday Valley, NY	Feb 25	\$ 99.00	02/05/20
549	Alpine Mono Ski	Wintergreen Adaptive Sports	Wintergreen, VA	Feb 29	\$ 99.00	02/12/20
550	Alpine Bi Ski	Wintergreen Adaptive Sports	Wintergreen, VA	Mar 01	\$ 99.00	02/12/20
556	Alpine Skiing Fundamentals	Gore Snowsports School	Gore Mountain, NY	Mar 09	\$ 125.00	02/19/20
557	Alpine Skiing Fundamentals	PA Center for Adaptive Sports	Camelback, PA	Mar 11	\$ 125.00	02/19/20
564	Alpine Mono Ski	Stride Adaptive Sports	Jiminy Peak, MA	Mar 18	\$ 99.00	02/26/20
565	Alpine Bi Ski	Stride Adaptive Sports	Jiminy Peak, MA	Mar 19	\$ 99.00	02/26/20
571	Alpine Visually Impaired	New England Healing Sports	Mount Sunapee, NH	Mar 28	\$ 99.00	03/11/20
573	Alpine Cognitive Diagnoses	New England Healing Sports	Mount Sunapee, NH	Mar 29	\$ 99.00	03/11/20
Four Day Exam - All Alpine Modules						
Key No.	Event	School	Resort	Dates	Price	Deadline
558	Adaptive Alpine Level II Exam - All Modules	New England Disabled Sports	Loon Mountain, NH	Mar 16-19	\$ 500.00	02/26/20
559	Adaptive Alpine Level III Exam - All Modules	New England Disabled Sports	Loon Mountain, NH	Mar 16-19	\$ 500.00	02/26/20
Adaptive Snowboard						
Key No.	Event	School	Resort	Dates	Price	Deadline
509	Adaptive Snowboard Level II VI-Cog	Greek Peak Adaptive Sports	Greek Peak, NY	Jan 13	\$ 99.00	12/25/19
510	Adaptive Snowboard Level II Stand-Up	Greek Peak Adaptive Sports	Greek Peak, NY	Jan 14	\$ 99.00	12/25/19
R 511	Adaptive Snowboard Level I VI-Cog	Greek Peak Adaptive Sports	Greek Peak, NY	Jan 15-16	\$ 225.00	12/25/19
R 520	Adaptive Snowboard Level I Stand-Up	New England Disabled Sports	Bretton Woods, NH	Jan 25-26	\$ 225.00	01/08/20
R 527	Adaptive Snowboard Level I VI-Cog	New England Disabled Sports	Loon Mountain, NH	Feb 03-04	\$ 225.00	01/15/20
528	Adaptive Snowboard Level II Sit Down	New England Disabled Sports	Loon Mountain, NH	Feb 03	\$ 99.00	01/15/20
529	Adaptive Snowboard Level II Stand-Up	New England Disabled Sports	Loon Mountain, NH	Feb 04	\$ 99.00	01/15/20
538	Adaptive Snowboard Level II Riding	Mount Snow Adaptive	Mount Snow, VT	Feb 10	\$ 125.00	01/22/20
539	Adaptive Snowboard Level II Sit Down	Mount Snow Adaptive	Mount Snow, VT	Feb 11	\$ 99.00	01/22/20
R 540	Adaptive Snowboard Level I Stand-Up	Mount Snow Adaptive	Mount Snow, VT	Feb 12-13	\$ 225.00	01/22/20
R 553	Adaptive Snowboard Level I Stand-Up	Liberty Mountain Snowsports	Liberty Mountain, PA	Mar 07-08	\$ 225.00	02/19/20
R 560	Adaptive Snowboard Level I VI-Cog	Stride Adaptive Sports	Jiminy Peak, MA	Mar 16-17	\$ 225.00	02/26/20
566	Adaptive Snowboard Level II Stand-Up	Adaptive Sports Foundation	Windham Mtn, NY	Mar 23	\$ 99.00	03/04/20
567	Adaptive Snowboard Level II Sit Down	Adaptive Sports Foundation	Windham Mtn, NY	Mar 24	\$ 99.00	03/04/20
568	Adaptive Snowboard Level II VI-Cog	Adaptive Sports Foundation	Windham Mtn, NY	Mar 25	\$ 99.00	03/18/20
569	Adaptive Snowboard Level II Riding	Adaptive Sports Foundation	Windham Mtn, NY	Mar 26	\$ 125.00	03/04/20

# NORDIC 2019-2020 EVENT AND EXAM SCHEDULE

Key: # = Events Non-members may attend for \$25 additional fee \* = Events with limited attendance; may fill prior to deadlines  
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 R = Events open to Registered members ^ = Non-standard event registration and start time  
 Weekend Events are highlighted in blue

## Please check Registration Time:

8:00am Registration - On Snow 9:00am - 4:00pm; 9:00am Registration - On Snow 10:00am - 6:00pm;  
 2:00pm Registration - On Snow 3:00pm - 10:00pm.

If openings are available after the deadline date, members may be admitted based on availability. Absolutely no walk-ons will be admitted. A \$25 non-refundable late fee will be charged, please contact the office at 518-452-6095 to inquire on availability. All educational events and exams earn 6 CEU's /day.

Feature Events									
Key No.	Event	Description	Location	Dates	Price	Deadline			
#R^	015 Snowsports School Management Seminar	7pm Keynote; inc banquet	Killington, VT	Dec 02-04	\$ 295.00	11/13/19			
#R^	701 Children's Academy - 2 Day	The Power of Play!	Mount Snow, VT	Dec 03-04	\$ 250.00	11/20/19			
#RP	651 Telemark Snow Pro Jam	Members and Non-Members	Mount Snow, VT	Dec 09-13	\$ 440.00	11/20/19			
#RP	652 Telemark Mini Academy	Members and Non-Members	Mount Snow, VT	Dec 14-15	\$ 180.00	11/20/19			
#RP	605 Cross Country Instructor Training Course	Members and Non-Members	Bretton Woods, NH	Dec 17-19	\$ 200.00	11/27/19			
#R	673 Telemark Spring Fling	Members and Non-Members	Sugarbush, VT	Mar 28-29	\$ 180.00	03/11/20			
#R	674 Spring Rally	Après Ski Party	Stowe, VT	Apr 04-05	\$ 225.00	03/11/20			
#R	675 Telemark Last Laps	Last Runs for the season!	Killington, VT	Apr 18-19	\$ 205.00	04/01/20			
Two Day Telemark Educational Clinics - Open to all Members and Non-Members						Price - \$180			
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
#RP	650 Early Season Primer	Sunday River, ME	Dec 07-08	11/20/19	#RP	661 Alpine Crossover	Holiday Valley, NY	Feb 24-25	02/05/20
#RP	653 Early Season Primer	Seven Springs, PA	Dec 14-15	11/27/19	#RP	662 Ski Improvement	Canaan Valley, WV	Feb 27-28	02/05/20
#RP	654 Level I Learn to Tele	Killington, VT	Jan 13-14	12/25/19	#RP	663 Level I Learn to Tele	Gunstock Mtn, NH	Feb 27-28	02/05/20
#RP	655 Level I Learn to Tele	Catamount, MA	Jan 27-28	01/08/20	#RP	664 Trees - Bumps	Mad River Glen, VT	Mar 05-06	02/12/20
#RP	656 Intro Trees & Bumps	Bretton Woods, NH	Feb 01-02	01/15/20	#RP	618 Overnight BC Tour	Chittenden Hut, VT	Mar 10-11	02/19/20
#RP	657 Trees/Steeps Int-Adv	Gore Mountain, NY	Feb 06-07	01/15/20	#RP	665 Trees / Steeps / Park	Loon Mountain, NH	Mar 16-17	02/26/20
#RP	658 Tele Exam Prep	Killington, VT	Feb 10-11	01/22/20	#R	670 Level I Learn to Tele	Killington, VT	Mar 21-22	03/04/20
#RP	659 Free Heel Women	Pico Mountain, VT	Feb 13-14	01/22/20	#R	671 Level I Learn to Tele	Mount Snow, VT	Mar 25-26	03/04/20
#RP	660 Kare's Festival Race	Bromley Mtn, VT	Feb 22-23	02/05/20	#R	672 Beg/Int Bumps	Belleayre, NY	Mar 26-27	03/04/20
Two Day Cross Country Educational Clinics - Open to all Members and Non-Members						Price - \$150			
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
#RP	603 Teaching / Skiing	Rikert XC Center, VT	Nov 23-24	11/06/19	#RP	610 Ski Improvement	Weston XC Ctr, MA	Feb 08-09	01/22/20
#RP	604 Teaching / Skiing	Lapland Lake, NY	Dec 14-15	11/27/19	#RP	611 Tour / Skate / Classic	Garnet Hill, NY	Feb 10-11	01/22/20
		Mt Van Hoevenberg,					Bolton Valley XC		
#RP	606 Skating	NY	Jan 11-12	12/25/19	#RP	612 Bolton Trapp's Tour	School, VT	Feb 27-28	02/05/20
#RP	607 Teaching / Skiing	Trapp Family Ldg, VT	Jan 23-24	01/01/20	#R	613 Teaching / Skiing	Trapp Family Ldg, VT	Feb 29-Mar 1	02/12/20
		Jackson XC Ski							
#RP	608 Teaching / Skiing	Touring Center, NH	Feb 01-02	01/15/20	#R	618 Overnight BC Tour	Chittenden Hut, VT	Mar 10-11	02/19/20
Backcountry Accreditation - Open to all Members and Actively Teaching Instructors						Price - \$215			
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
#R	600 Snow Sense & Plan	Jiminy Peak, MA	Oct 26-27	10/09/19	#R	617 Putting it All Together	Maple Wind, VT	Mar 07-08	02/19/20
#R	609 Collecting Data	Maple Wind, VT	Feb 01-02	01/15/20	#R	618 Overnight BC Tour	Chittenden Hut, VT	Mar 10-11	02/19/20
Two Day Telemark Certification Exams - Open to Certified Members						Price - \$180			
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
668	Tele Level II Exam	Killington, VT	Mar 21-22	03/04/20	666	Telemark DCL Exam	Killington, VT	Mar 21-22	03/04/20
669	Tele Level III Exam	Killington, VT	Mar 21-22	03/04/20	667	Telemark DEV Exam	Killington, VT	Mar 21-22	03/04/20
Two Day Cross Country Certification Exams - Open to Certified Members						Price - \$150			
Key No.	Event	Location	Dates	Deadline	Key No.	Event	Location	Dates	Deadline
601	XC Level II Exam	Rikert XC Center, VT	Nov 23-24	11/06/19	615	XC Level III Exam	Trapp Family Ldg, VT	Feb 29-Mar 1	02/12/20
602	XC Level III Exam	Rikert XC Center, VT	Nov 23-24	11/06/19	616	XC DEV Team Exam	Trapp Family Ldg, VT	Feb 29-Mar 1	02/12/20
614	XC Level II Exam	Trapp Family Ldg, VT	Feb 29-Mar 1	02/12/20					





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# Time Valued Material

## Have a great teaching story or testimonial?

Share it with us so we can share it with the public on the Make Winter More Fun website and Facebook page! Let the public know the value of what we do!

The screenshot shows a Facebook post from the page 'Make Winter More Fun' (@makewintermorefun). The post features a circular image of a group of people skiing on a snowy slope. The main text of the post reads: 'MAKE WINTER MORE FUN! YOUR KIDS WILL THANK YOU.' Below this, it says: 'Don't learn the hard way. The best way to learn to ski and ride, or simply to sharpen your skills, is with a professional instructor. Learn more at [www.MakeWinterMoreFun.com](http://www.MakeWinterMoreFun.com) TAKE A LESSON. GO WITH A PRO.' The post includes logos for the Professional Ski Instructors of America and the American Association of Professional Ski Instructors Eastern Division. There is also a QR code with the hashtag #snowpros and social media icons for Facebook, Twitter, Instagram, LinkedIn, and YouTube. At the bottom of the post are buttons for 'Like', 'Share', 'Contact Us', and 'Send Message'.

Please send your teaching stories or testimonials to [psia-e@psia-e.org](mailto:psia-e@psia-e.org). Thank you!