

Eastern Board Approves Major Allocation to Scholarships

Sale of office property creates opportunity for dramatic investment in the Education Foundation

By Michael J. Mendrick, CEO

At the February 3-4 meeting of the Eastern Board, the group voted to dedicate 10% of the profits from the sale of our former office property at 1A Lincoln Avenue to a private company in the convenience store industry. The net profit of the sale was \$581,787. After the sale closed in early December, I recommended to the Board that we allocate \$58,000 to the Education Foundation at the formula of 75% Member Scholarships and 25% Ed & Programs Fund, which reflects the current distribution formula for general donations to the Education Foundation.



The allocation of net property sale profits will result in a boost in our Member Scholarship Fund of \$43,500 – representing an increase from the 2019-20 starting MSF balance of \$27,814 to \$65,734. This will create a dramatic positive impact for “members in need” and more than double available Member Scholarships from \$9,735 in 2019-20 to an anticipated \$21,700 in 2020-21. Based on average scholarship awards of \$150 per, this means 145 member scholarships available vs. 65 this season – an increase of 80 new available scholarships for next season!

By comparison, as recently as the 2017-18 season, only \$6,600 in member scholarships were available for awards to members. The Eastern Board then instituted new allocation policies that began the reinvestment in the scholarship program that, combined with the property sale allocation, will result in the amount of scholarship funds available for awards more than tripling from 2018 to 2021.

In addition, the unrestricted Education & Programs project fund will see a major positive impact and increase by \$14,500 to nearly \$44,000 from the 2019-20 starting balance of \$29,947. This is the fund that supports new educational and promotional initiatives by staff and committees for the benefit of members.

Said Eastern Board Chair Ross Boisvert, “The Board was enthusiastic and unanimous in supporting this proposal and creating more available funds to get our members out on the hill and inspired to continue their growth in snowsports education and personal development.” ☞

New Organizational “Ends” Set by Board

Part of Policy Governance model is developing desired outcomes of Eastern efforts

By Michael J. Mendrick, CEO

During the Eastern Board of Directors meeting on February 3-4 at Sugarbush, VT, your volunteer leadership spent a half-day reviewing, discussed and ultimately endorsing the following “Organizational Ends.” Put simply, these are the desired outcomes that will result from Eastern Division efforts, services, programs and resources moving forward.

The establishment and documentation of such “Ends” is an important element in the new Policy Governance model the Board has adopted. We share them here for your reference as these “Ends” will drive Eastern Division efforts in the months and years to come.

1.0 Broadest End

PSIA-AASI Eastern Division exists so that all current and prospective members will experience high-value education and opportunities for professional development, personal growth and community engagement. These Ends will be achieved at a level that justifies the resources invested.

1.1 – 1.5 Individual Members

- 1.1 Members have access to, utilize and receive value from relevant and inspirational education.
- 1.2 Members’ skill sets are validated through consistent and equitable assessment, certification and credentialing that meet the national standards.
- 1.3 Members benefit from participation in a diverse, supportive and nationally recognized professional community.
- 1.4 Members and the certifications they earn will receive recognition, reward and respect.
- 1.5 Individual members will experience and realize high perceived value through communication, collaboration and consolidation between PSIA- AASI Eastern Division and our PSIA-AASI National and divisional partners.

2.1 – 2.3 Snowsports Schools and Resorts

- 2.1 Member snowsports schools & resorts will have access to, utilize and receive value from relevant and inspirational education and training opportunities from the engagement, assistance and resources provided by PSIA-AASI Eastern.
- 2.2 Member snowsports schools & resorts will experience efficiencies and enhanced operating success from the engagement, assistance and resources provided by PSIA-AASI Eastern.
- 2.3 Member schools and resorts will experience and realize high perceived value through communication, collaboration and consolidation between PSIA-AASI Eastern Division and our PSIA-AASI National and divisional partners.

If you have any questions or comments about the Organizational Ends, feel free to send me a note at mmendrick@psia-e.org and I will share with our Board members. ☞

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message from the chair

ROSS BOISVERT,
BOARD CHAIR

Eastern and National Boards Meet at Sugarbush

First-time event a big success on and off the hill



Hello Eastern Members! I hope you are reading this after a great day on the hill with fellow members or resort guests! Depending on where you are living and sliding, it's either been an epic or "eh" season so far. Let's hope March comes in like a lion and roars all month!

I write this after returning from a special mid-season meeting of the Eastern Board of Directors held at Sugarbush, VT. We held this meeting in conjunction with the National PSIA-AASI Board, who were meeting in the Eastern Division for the very first time! It was a great, fun and productive collaborative event and we were proud to help host it for our colleagues and peers from across the country.

A big thanks goes out to Sugarbush president Win Smith and snowsports school director Terry Barbour for being awesome hosts. The National Board members were VERY impressed with the terrain and conditions on the hill as well as the facilities and hospitality at the base.

Here are some of the highlights from our meeting:

- The Eastern NextCore Action Group of young members held a forum with the National Board and shared ideas and issues with them. Thanks to Shannon Rucker, Stephanie Zimmers, Matthew Lyerly, Emily Absalom and Dave Isaacs for making the trip and making such a positive impression and impact on the National Board!
- The Eastern Board sat in with the National Board to hear presentations from current NSAA Board Chair and Sugarbush President Win Smith as well as Share Winter.org CEO Constance Beverley.
- During our Eastern Board sessions, we approved a major boost to our Education Foundation (see cover story) along with a new set of desired organizational outcomes (i.e. "Ends"). See the cover story sidebar for details.

We also spent a half-day with the next phase of our ongoing training as we transition into the Policy Governance model. It's a big change but (and excuse the pun) we are all "on board" to make it happen so that we can be a more effective leadership group for you, the membership.

As always, feel free to reach out to me at ross@mcintyreskiarea.com with any comments or questions. See you on the hill! ⚡

SNOW



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Michael J. Mendrick, Managing Editor
Karen Haringa, Assistant Editor

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5 Columbia Circle
Albany, NY 12203
Phone 518-452-6095
Fax 518-452-6099
www.psia-e.org

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executive tracks

**MICHAEL J. MENDRICK,
CEO**

Eastern Team Member “Airfare Assist” Program

Donate your frequent flyer miles to send a team member to National tryouts!



Our Eastern Teams representing Alpine, Adaptive, Nordic and Snowboard are working and training hard to meet the challenges that the 2020 National Team tryouts will bring on April 12 – 14 at Breckenridge, CO.

We are proud to be represented by the following dedicated and talented members:

Alpine

Troy Walsh	Luke Martin
Frank Cartwright	Peter Novom
Benjamin DeBenedictis	Keri Reid
Nathan Gardner	Charles Roy
Joshua Haagen	

Nordic

Keith Rodney	Matt Charles
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Snowboard

Amy Gan	Todd Ainsworth
Brian Donovan	Tom Vickery
Greg Fatigate	Tom Mulligan
Loren Dailey	

Adaptive Alpine

Augie Young

Adaptive Snowboard

Mike Ma

In addition to the challenges of training for the tryouts, our team members face the financial challenges of traveling and participating in the tryouts.

Eastern Team fundraising efforts to date include a \$15,000 pledge of Eastern operations support from the Board, Eastern t-shirts \$2,900 (290 sold!), anonymous foundation donation of \$2,000, generous donations from National Team Captain Mike Rogan and Eastern Examiner (and former Director of Education) Mickey Sullivan, \$1,385 from a share of the Great Eastern Auction \$1,385 and \$680 (so far) from member participation in the “Ski with the Eastern Team” events. The total pledged/raised to date: \$24,045!

While that is an impressive result, team members still need help with the expensive travel to and from the National Tryouts in Breckenridge, CO. As such, we are looking to our members and asking you to consider donating frequent flyer miles to team members via our “Airfare Assist” program.

For more information and to donate frequent flyer miles to an Eastern Team member:

1) Check your airline program website for details on how to allocate miles to a third party. Here are some popular links for your reference:

<https://thriftytraveler.com/transfer-airline-miles-someone-else/>

Southwest Airlines

<https://www.southwest.com/rapidrewards/overview>

United Airlines

https://buymiles.mileageplus.com/united/united_landing_page/

Delta Airlines

<https://www.delta.com/us/en/skymiles/how-to-use-miles/buy-gift-transfer-donate-miles>

American Airlines

<https://www.aa.com/i18n/aadvantage-program/aadvantage-program.jsp>

2) Contact Associate Director of Education Melissa Skinner at mskinner@psia-e.org to select your team members and coordinate your donation.

Thank you for making the “National Team Dream” a reality! ⚡

“Awesome Eastern” T-Shirts to Help Send the Eastern Team to National Tryouts

You still have time – order yours now!

We 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/> ⚡



zipperline

How do I meet my continuing education requirements (CEUs)?

As a professional credentialing association, PSIA-AASI maintains minimum continuing education requirements for members to stay current with contemporary teaching, riding and skiing skills and to protect the integrity of our National Standards. As such, all certified members regardless of age are required to earn 6 continuing education credits (CEUs) each season or 12 CEUs every other season in order to remain “active category” certified members. A one-day PSIA-AASI event or the equivalent counts for 6 CEUs and a two-day event allows you to earn 12 credits.

How can I find the right event for me?

Our sortable schedule (<https://www.psia-e.org/ev/schedule/sort/>) allows you to filter our events schedule by different criteria. You can sort by discipline, event title, location, state, region, date(s), day of the week, price or certification level.

Are there other ways to earn CEUs?

Absolutely! There are several ways to earn CEUs:

- CEUs may be earned by participating in a one or two-day event in the Eastern Division. The event may be on-snow or indoors.

Know Your P's and Q's and CEU's, too!

In a continuing effort to standardize policies across all of the divisions, ensure the highest level of instruction and professionalism for our guests and clients and keep the value of certification high, the National PSIA-AASI CEU policy was redefined in 2018 and is now in practice across all eight PSIA-AASI Divisions. Here's the scoop:

Every Active Certified member, regardless of age, needs to obtain a minimum of 6 CEU's every membership year (July 1 – June 30) or 12 CEUs every other membership year. If you obtain more than 6 CEUs in a membership year, then up to 6 of the excess credits will be applied towards the CEU requirement for the following membership year only.

Any questions? Give us a call at 518-452-6095 or send a note along to Member Services at psia-e@psia-e.org. ☞



PHOTO CREDIT: BRETT MILLER

- CEUs may be earned by attending a PSIA-AASI event in any division.
- Other events may count towards your continuing education requirements. Please see <https://www.psia-e.org/forms/outside-credit-request/> for a discussion of the Outside Credit Policy.
- We also offer a 5-session webinar about teaching children called the T.O.T.A.L. P.L.A.Y. series: <https://www.psia-e.org/event/994>.
- The Eastern Division currently offers three online courses that each count for 6 CEUs. More information and registration for our online courses can be found here: <https://www.psia-e.org/ed/online-courses/>.
- The National office also offers three online courses which will allow you to earn CEUs: Alpine Skiing Fundamentals (2 CEUs), ACL Strong (2 CEUs), and Movement Analysis (1 CEU). You can access these courses at this link: <https://lms.thesnowpros.org>. Once you're there, log in and then click on e-Learning courses.

Any questions?

Give us a call at (518) 452-6095 or email us at psia-e@psia-e.org. ☞

Winter Ecology Course

New to the Eastern Division Calendar of Events this season is a course titled *Winter Ecology*. Primarily a theme-based teaching course, Winter Ecology uses the natural world and the winter environment as a backdrop for snowsports instruction. Offered both on-snow and as an indoor course, Winter Ecology provides riders and sliders of all disciplines fun and interesting context for structuring lessons by using plant and animal biology, geology, geography, meteorology, watersheds, and basic ecology principles such as food chains, adaptations of organisms, and ecological succession to segue into skiing skills/board performances-based lesson content. Instructors who take the course may customize content to their home resorts providing students and resort guests with bearings to make them more at home in our mountain environments thus increasing the likelihood of return visits and skier/rider retention, a MUST according to the NSAA Conversion Cookbook. The next Winter Ecology Course is scheduled for March 3rd at Waterville Valley in New Hampshire. A few testimonials from course participants:

“As Snowsports instructors, we are ambassadors of the mountains. This course inspired me to cultivate deeper connections between my students and the delicate mountain environment that we all enjoy.”

– Joe Forte, Snowsports School
Director, Blue Mountain
PA/Advanced Children's Educator

“I was completely intrigued by the Winter Ecology course. The idea of helping our guests to convert to lifelong snowsports enthusiasts by forming a connection with the winter environment around them is insightful. Angelo did a wonderful job of highlighting key environmental aspects and using them as analogies to connect with skiing movements makes the program interesting while at the same time we move and improve our skiing skills.”

– Kathy Brennan, PSIA-E Alpine
Examiner/Development Team Coach ☞

Do You Ever Stop Thinking and Just Ski?

By Chris Ericson – Alpine Education and Certification Chairperson

About two years ago I was leading a PSIA group at an educational event. We had stopped for a moment and were discussing some of the feelings and sensations that we should be “searching for” in our turns. It was around this time where someone in the group stated; “Do you ever stop thinking and just ski?” It was a funny question and my only response to it was; “I don’t know, lets ski a little bit and think about that on our way to the chairlift.”

It was an honest question that I had previously given some thought to during my Development Team years. It was during those years when I felt delightfully overwhelmed with data and information that was coming through my body in flashes and glimpses. Unable to sustain and capture the sensations, I found myself becoming more of a student of the sport than ever before and possibly even a little obsessive compulsive about every turn I made. I started thinking to myself that this is ridiculous. Do I honestly have to always be searching for a feeling or have a pilot checklist ready before I engage in “takeoff”? Is this what other athletes do in other sports?

I started thinking to myself about how Paul Fitts and Michael Posner would have thought about this question; “Do you ever stop thinking and just ski?” In the 1960’s these two people developed the motor learning model. They detailed the kinds of changes and phases that learners go through when acquiring skills. The application of this model in modern snowsports teaching has more recently been a larger topic as we as an organization have embraced and promoted our Learning Connection Model.

In the first stage of this model, Fitts and Posner describe it as the cognitive stage. Think about this as being the first-time student coming to your mountain who has never done any sliding on the snow before. Their movements may be slow, inconsistent and generally ineffective. In order to do almost anything, every movement must be thought out. Stepping around with skis on takes a lot of thinking so that they don’t step on their own skis. Moving the inside ski first, then the outside ski is a cognitive process that this person may be repeating to themselves all day long in the flats of your learning area. However, this cognitive stage could also apply to a more accomplished skier, like an instructor. A new instructor at your mountain has been taught how to coach a new student in their training that they have received. They follow a process or an outline that they have been coached to do. First, I introduce myself, then I do boot drills, then I show them how to put on the equipment, then I do one ski drills.

The new instructor needs to follow a process

in order to be successful because they don’t know it any other way and really don’t have a good enough understanding (yet) of body, equipment and general human variations to step outside of that teaching/learning process. An instructor going from Level II and trying some of the assessment activities for Level III may also fall back into that cognitive stage. That first time you tried doing an outside ski turn there may have been some confusion and inconsistency with the movement pattern of exactly when you were transitioning to the uphill edge of the inside ski. Getting the timing of that just right took a lot of thought and possibly some reminding or “internal voices” to yourself to be in the right place in your boot in order to make this transition happen.

The second stage of motor learning in the Fitts and Posner model is called the associative stage. The transition into this stage occurs after an unspecified amount of practice and performance improvement. We may see the movements become more reliable and consistent at this stage. There may be some more fluidity starting to show in the movement patterns as a result of this consistency and the amount of thinking or cognitive work that is needed is less in order to accomplish the needed task.

It is interesting to see how long it takes for someone to move into this stage which may depend on their ability to assimilate the cognitive information but also their own physical ability. We have all had that student who was a real “thinker” and an avid biker or ice-hockey player. They thought about it, processed the information and used their physical ability to do what they needed to accomplish the task. At this stage we see some parts of the movements being controlled consciously and some automatically. The learner or athlete reaches this stage when they have developed the knowledge of what, how and when to do the different activities. This is an exciting stage for the learner because they are really starting to feel comfortable with what they want to do. They are grasping some cause and effect and making some changes when needed.

The third and final stage is called the autonomous stage of learning. Movements are accurate, consistent and efficient. There is little or no cognitive requirement in order to complete the task. In this stage the skill has become almost automatic or habitual. In the snowsports world we can start thinking more about tactical choices and less on the technical aspects. The learner or athlete has typically had a lot of practice doing what they do and the process to do it takes very little thinking.

So, do I ever stop thinking and just ski? For

me, I am always thinking about something in order to help me improve in an area or situation on the mountain. These are however more like cues and tactical choices that I am thinking about to help focus attention on a Technical Fundamental. Coaching cues are tiny bits of information that might help the individual learner, but possibly have no relevance or impact to someone else. They might not even make sense or follow within the “guidelines” or established language within our National Standards, but they mean something to the learner and help make change in the performance. However, sometimes coaching cues can get us in trouble in the snowsports teaching world when we start to broadly apply them and the message that they were intended to help convey is lost. For this reason, we should always have the Technical Fundamentals working in the background.

As a teacher, ask yourself; Why am I teaching this person these particular bags of tricks? What is the Technical Fundamental I am trying to enhance? As coaches, I believe we should always be thinking about how to convey our message to our student. Our students might be in the cognitive world for a while as they think about how to do what we are asking of them. Ultimately, when our student starts getting more towards the associate stage of learning they may be thinking a little less about stepping on their skis and more about the fundamentals that are needed to create better turn shape to control their speed. ⏪

next **»**



Stowe Mountain to host the 2020 Spring Academy and Spring Rally!

PSIA-E Alpine Spring Academy – April 2-5, 2020 at Stowe Mountain, VT

Close your eyes and imagine the quintessential Vermont ski town—a place you'd love to find yourself on a beautiful April weekend. Imagine that you are skiing on an amazing mountain with a group of instructor friends. Open your eyes. You didn't dream it; it's happening! For the first time ever, the annual **Spring Academy** will be held at Stowe Mountain Resort on April 2nd through April 5th. If you've never been to Stowe, you're about to discover a place you'll never want to leave and will never be able to forget. The beautiful town, with its iconic church steeple, the amazing views of "the Notch" from Mount Mansfield, and incredible trails, like the famous "front four," Stowe has all of the ingredients that come together for an epic ski experience.

Join the annual **Spring Academy** for four fun-filled days of exploring the mountain with new and old friends, discovering new teaching techniques, and elevating your skiing to the next level. With a maximum of eight skiers per group, led by some of the East's top Examiners and Eastern Team members, this clinic will be the highlight of your season. This four day clinic is open to all Alpine members. Groups will be split by your level of proficiency and your individual goals. You can expect plenty of ski time and lots of individual feedback at this event!

PSIA-AASI Spring Rally – April 4-5, 2020 at Stowe Mountain, VT

Once a year we invite ALL PSIA and AASI members to celebrate the arrival of spring by coming together at a great mountain resort for an exciting weekend of fun, learning, and comradery with friends, old and new. Alpine, Snowboard, Adaptive, Nordic – you are all invited! The Spring Rally is a great way to catch up on your PSIA-AASI education credits, improve your skiing or riding skills, or to just enjoy ripping around an awesome mountain sharing your ideas with a bunch of like-minded friends. Led by the Eastern Division PSIA and AASI Education Staff, there will be a variety of topics to choose from, as well as groups for different abilities and goals - something for all instructors. And...this year we are at STOWE! Enough said! So, spread the word, get your friends on board, and meet us for a fabulous weekend in April at Stowe Mountain!

Wait! Did someone mention an après ski party?!

After an awesome Saturday of skiing and riding, join us at the Midway Lodge to share the highlights of your day at the annual Après Ski Party and Spring Celebration. Beverages and hors d'oeuvres will be available. And of course, it wouldn't be Spring Rally without the Norwegian Party for Nordic Spring Rally Participants! Sign up for the Spring Rally online before March 18, 2020! <<



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/ and www.facebook.com/groups/AASIEast/





PROJAM & MASTER'S ACADEMY 2019 MOUNT SNOW, VT

IT WAS ALL ABOUT...



around the regions

Region 1 Report

By Dave Capron, Region 1 Director
Peter Holland, Region 1 Rep

As I am writing this report the most recent snow storm has just wrapped up and left about 6-8 inches of fresh snow overnight. For mid-January, this was a much needed snow fall, as the East has had some tough weather for skiing and riding.

Here in Region 1 we held a Regional Membership Meeting at Bretton Woods in December and had the opportunity to hear from members on a number of topics and issues. There was a great turnout for the meeting with about forty members attending. At the meeting we also had the opportunity to share some of the exciting things going on with PSIA-E. Information was shared about changes for the Alpine Level 2 and Level 3 exams, Adaptive exam changes, NextCore initiatives, quarterly pay option for members, the Eastern Team focus towards PSIA National Tryouts, and progress of the Eastern Division's move towards a Policy Governance Model of operations. All of these topics and many others can be seen in more detail if you read through the Fall Edition of the SnowPro newsletter. Fall SnowPro newsletter link is: <https://www.psia-e.org/download/snowpro/SP2019Fall.pdf>

Your Region 1 Representative Peter Holland ran our 14th annual New Hampshire Coaches' Clinic with great success. The Clinic was held at Bretton Woods on December 5 & 6. Clinicians for the event included PSIA Education Staff Members Kathy Brennan, Sue Kramer, Jeb Boyd, Matt Boyd, Dave Capron, Troy Walsh and Terry Barbour. This event was first held fourteen years ago and thirty-five coaches attended that first year. The event has grown in popularity every year and this year 140 coaches from race clubs in New Hampshire and Maine attended the clinic. The clinic was developed fourteen years ago to create an opportunity for coaches to ski together and share ideas about coaching athletes. That continues to be the focus of the clinic fourteen years later. The coaches work through a number of drills and work on ways to apply them to an athletes skiing to achieve an improved outcome. There is a lot of skiing and not a lot of standing around; it is an active group.

This clinic can be used as an educational update for USSS (formerly known as USSA) and can also be used as an outside educational event for clinic update for PSIA, provided both days are attended. We also hold a Level 100 USSS Coaches Clinic at the same time as the coaches clinic which was attended by another 20 coaches.

Our thanks to Bretton Woods Ski Resort and Steve DeBenedictis, Bretton Woods Snow Sports Di-

rector for hosting this event each year. We also want to thank the NHARA coaches and PSIA for participating in and supporting this event each year.

If you have not already purchased a t-shirt to help support the EasternTeam as they prepare for the National Tryout this April please go to <https://naturalcause.myshopify.com/collections/frontpage/products/psia-aasi-eastern-division-t-shirt> — \$10 from each shirt sale goes directly to support the Eastern Team.

Peter Holland and I would like to thank you the Members of Region 1 for your continued support as your Representatives. Your questions, comments, and suggestions are very useful for us to continue to make sure we are representing you the members of Region 1. Peter Holland and I will be having another Membership meeting at Sunday River March 10, we hope to see you there.

Region 2 Report

By Ted Fleischer, Region 2 Director
Katherine MacLauchlan, Region 2 Rep

Well I am happy to report that for Region 2, anyway, winter has been behaving as it should! We have been fortunate to be on the "white" side of most storms that have been sending the dreaded "mixed precipitation" to much of the Eastern Division so come visit us for an upcoming event soon – lots of options remain!

Katherine and I were happy and proud to be the host region for the first National PSIA-AASI Board meeting EVER held in the Eastern Division. The National Board (along with the Eastern Board) met at Sugarbush on February 2-4 and they were impressed (and in a few cases, perhaps humbled a bit) by our Eastern terrain and conditions – which were both excellent at Sugarbush. A big thank you goes to Sugarbush Snowsports Director Terry Barbour and President Win Smith for hosting us and letting us show off a bit of "Ski and Ride the East" fun to National Board members.

We also had some excellent exchanges with Board members (both formally during meetings and informally "apres") along with our Eastern NextCore Action Group members. The NextCore reps participated in a "pre-SuperBowl Summit" meeting with the National Board on Sunday afternoon and shared honest and candid issues and opportunities with them. All in all it was a great experience for all parties and I sensed a better mutual understanding, respect and appreciation was the positive result.

Join us at Okemo on Tuesday, February 25 for our Region 2 membership meeting. Details below.

REGION 2 MEETING
Hosted by Katherine MacLauchlan,
Region 2 Rep

Ted and I would like to invite you to our Region 2 Membership Meeting.

This year it will be held in the center of our region at Okemo Mountain Resort.

When: Tuesday February 25th, 12:00

Where: Okemo cafeteria- there are many of you participating in events on Tuesday and I'll look for groups or find an open table- our goal is to connect with folks interested in asking questions about the state of the organization. If you are based in another region, don't hesitate to participate!

Thanks for your dedication. We hope to see you there.

Region 3 Report

By Dave Beckwith, Region 3 Director
Dave Welch, Region 3 Rep

Hey Region 3! What a crazy winter we have had so far in Region 3. Great snowmaking temps and some early snow enabled many Region 3 resorts to open early with great conditions. Then came the rains and warm weather. Ultimately the weather did cooperate and the resorts in our region had a great MLK weekend. Big snow is in the future and it is going to be a great winter.

I do not have any updates or news to report to you all for this edition of the Snow Pro.

But there are a lot of great things on the horizon. Our region 3 meeting will be held at Wachusett Mt. on Feb 26th at 4:30 PM. Plus a National PSIA/ AASI meeting was held at Sugarbush the first week in Feb. Now by the time you read this some of these events may have already happened. Look for updates from the office and social media but a great source of updates to what is happening is through your area rep.

Get to know the PSIA/ AASI rep at your home area. They are your immediate link to information and any questions you would want to get back to the Board of Directors. If you do not know who your area rep is here is latest list for Region 3.

Ski Sundown	Fred Fritz
Ski Ward	Alexander Halachis
Wachusett	Glen Carbutt
Yawgoo Valley	Patty Harrington
Ski Blandford	Greg Masciadrelli
Powder Ridge	Grant Kellfkens
Mohawk	Herb Wollowicka
Nashoba	Laura Bourne
Otis Ridge	Bob Crowle
Mt. Southington	Dave Beckwith
Berkshire East	Reed Fuller
Blue Hills	Michael Harrington
Bousquet	Cindy Barlett
Jiminy Peak	Gary Rivers

There is still plenty of time to get in an event. A great way to learn from our Ed Staff and meet pros from other areas. Hope to see you all on the mountain!

Region 4 Report

By Bob Shostek, Region 4 Director
Steve Martin, Region 4 Rep

Greetings fellow Region 4 riders and skiers, hopefully by the time you receive this *Snow Pro* newsletter the weather has changed to normal winter temperatures. As of today, 1/18/20 we have not experienced the weather of a typical winter in region 4. Most of our R4 areas have been struggling to keep the snow they have and are being challenged daily to produce more. Unfortunately, some of our southern R4 areas have temporarily closed for a few days, waiting for the next window of snow making temps to come in.

Today, I woke up to a light dusting, with temps in the single digits this am, but the forecast is mix precipitation for the next two days. This is happening all over our region and to the south of us. The northern areas of our division are also being challenged with abnormal winter conditions, although with more snow making opportunities. Our last similar slow start to the season was just last year! However, weather and conditions turned around last year from the end of January to April, bringing us in R4 some good skiing and riding conditions. We *did not* let that one get us down and we *should not* let this one. *There IS A LOT riding and skiing season to come!!!*

The division started out great in early December hosting a well-attended Snowsports Management Seminar and Eastern Trainer Academy at Killington. Then the following week, the division hosted a "sold out" Pro-Jam, Masters Academy and Level II College at Mount Snow. Although the temperatures fluctuated then as they are now, both our host areas did an outstanding job with snow conditions and hospitality! Participants at both these early season premiere events experienced some great education from our staff, along with some good early season skiing and riding.

It's mid-February when you receive this newsletter and we have a LOT of events left on the events schedule to go to. Region 4 will host a Level II exam in early March. We have two Sunday's in a row with a Level II skiing exam first then a Level II teaching exam. Both one-day Sunday exams are going to be conducted at Blue Mountain Ski resort in Central Pa. We also will have a "mega-week" of events happening at Camelback Resort starting March 9th to the 13th. Check the division web site for registration deadlines for the above exams and events. I anticipate the Sunday exams will be well attended, so get your applications in ASAP.

Do not forget we also have "Member Customized Events" which will cater to your group's individual needs at a time and location of your choice. Check out the division web site or call the office for details about these popular events.

As noted last year, here are some suggestions on how to make best of the season remaining. In Region 4 we have a few events happening for riders and skiers starting in early February and continuing to mid-March. Also, from early February to early April across the entire division we offer many educational events and exams. So, get out the schedule, start talking about a road trip with fellow members from your area. As you know, travel and lodging expenses are reduced when shared. Connect with your home Area Rep, have him or her get in touch with the Area Rep from the area you plan on going. The local Area Rep can often direct you to the "best deals" for lodging and food, and maybe even connect you with some locals that have rooms available. If our office staff has any knowledge of lodging or other deals going on, they pass that info on, so it is a good idea to check your email, our division website and this newsletter.

Along with our R4 representative Steve Martin, we will conduct 2 regional meetings this season and each will run in conjunction with educational events. Having a northern/southern meeting during

the year has been well received by R4 members in past years. We hope to hold one in the northern part of the region at Camelback, Monday, March 9, 2020, and one in the south at Whitetail, Thursday, January 23, 2020. The regional meetings are designed to update members about the division and the region and provide national news. These meetings are also an avenue for members to voice concerns or issues, and present suggestions and questions about 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.

Lastly, THANKS to all members for your ongoing support and dedication, attending events in previous years! We also would like to give a BIG THANK YOU to ALL our Eastern Resorts who have hosted events, especially during this challenging season!

Hope to see you skiing or riding soon. Have a great season!

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

Region 5 Report

By Dick Fox, Region 5 Director
Joe Hazard, Region 5 Rep

Many thanks to all of you who got out and did your "snow dances".... They worked!! Western New York received a gift from Lake Erie just in time for MLK weekend and everything is white again. Even more importantly, the temperatures have been perfect for building multi-story "whales" to be spread out as new base. Just in time!

Since everyone's yards were white, MLK brought out the enthusiasts in large numbers. No one on Holiday Valley's staff was lacking for something to do and I hear that all western New York resorts had a similar weekend.

While we have not had much opportunity since mid-December to explore our newly manicured glades, the sliding has been surprisingly good albeit feeling more like April than January. January's National Learn-a Snowsport month and Holiday Valley's "Learn to Love Winter" with the reduced lesson and lodging packages offered a uniquely inexpensive way to gain new insights on winter (other than in front of a football game).

One interesting example of PSIA's evolution is that Holiday Valley will be hosting a Central Division Level 2 skiing and teaching exam, staffed by both Central and Eastern Examiners. All Divisions have all been using the National Standards for some time now and the conduct and administration of the examination process is becoming more and more similar. This is a nice development for instructors in the eastern portion of the Central Division to have

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great terrain and snow conditions with much less travel and is a significant step in bringing the Divisions together.

By the time that this is distributed, the groundwork for a number of changes in how our organization governs itself will be in place. Please read the articles and provide Joe and me with some input and reaction. Speaking of input and reaction, we have a deal for you. On Monday, February 24 at 4:00 pm (first day of a cluster of events) we will have a membership meeting in the Creekside Learning Center at Holiday Valley. In return for afore-requested input from members, we will provide nourishment and entertainment in the form of Divisionally renowned Michael Mendrick (our Divisional CEO) who will attempt to one-up the POTUS by presenting a "State of the Association" message. (There will be someone at the door checking for hidden rotten vegetables). Seriously, it should be fun and an opportunity for you to help guide us as we continue to evolve for the membership's benefit.

As always, if you cannot attend but have questions, concerns or ideas, please email Joe or me at: dfox@wmf-inc.com
J-hazard@hotmail.com

Region 6 Report

By Charlie Knopp, Region 6 Rep

Hello fellow Region 6 members. Mother Nature gave us a bit of false hope with an early start to the season, followed by a recent stretch of rainy and warm temperatures creating little opportunities for snow making. On a positive note there are some major changes in progress in some of the region's largest ski areas including Hunter Mountain, Whiteface and Belleayre ski resorts.

The region is excited to welcome Vail Resorts as the new owner of Hunter Mountain. Hunter Mountain has a rich history and is well known for being the snow making capitol of the world. It will be exciting to see what changes Vail Corporation will add to the Catskills. The addition of the Epic pass for guests as well as employees is a benefit welcomed by all.

Late November 2019, tragedy struck Whiteface Mountain when the Mid-Station lodge was destroyed by fire. Fortunately the fire broke out after skiers had left and no one was injured in the blaze. There are plans to begin rebuilding the lodge which included a restaurant and serviced skiers visiting the mountains upper slopes.

Belleayre has been busy with renovations and building in preparation for the 2019-2020 ski season. The opening of the renovated and expanded base lodge created a space that offers picturesque views with floor to ceiling windows, open floor plan, expanded facilities and food court further enhancing the guest experience. If you have the chance

to make a trip to Belleayre to see the renovated base lodge, it will not disappoint.

NYSEF has established a new office and coaching facility located in the longhouse at Belleayre that serves as a focal point for the race program.

Educationally, there are a number of diverse events scheduled for region 6 during the 2019-2020 season. Whether you ski, ride or coach take advantage of the great curriculum offered. Visit the web site, Snow Pro or a poster in your local Snow Sports School. Looking forward to seeing you at an event.

Our eastern and national websites offer some great tools for our growth and advancement in our profession. Items such as the Matrix and the Kid's Cube can be used on the hill or in the classroom. Check them out.

Remember to support sending the Eastern Team members to the National Tryouts by purchasing an "Awesome Eastern" T shirt. You can check them out at <https://naturalcause.myshopify.com>. Region 6's Frank Cartwright will be among the Eastern Team Candidates heading to the National Tryouts.

Joan Heaton – jeheaton@optonline.net

Charlie Knopp – cknopp23@gmail.com

Region 7 Report

By Ty Johnson, Region 7 Director

Well, we're at midseason again for Region 7 and it hasn't been the greatest start for sure. Hopefully the second half the season will be much better and colder. The events that have been held in the region have been well attended and some have been canceled due to lack of participation and snow conditions. Movement analysis indoor class at Wintergreen was very successful with 10 attendees and all learned a lot from Dave Capron of New Hampshire. The next week's events at Snowshoe were very successfully attended and run by additional of Harold Smith from the north and our own region 7's Eric Anderson of ETS and Chip Coxe of Dev Team. Many more events are coming up in February ranging from AASI Level II exams and retakes to CS1 certifications at Massanutten, VA; Snowshoe, WV and Cataloochee, NC. Let's fill up these events so Region 7 continues to get them on the schedule. There will be a Regional meeting at Massanutten on February 26th at 4:30 pm in the children's learning center. See you there!

Ty Johnson – Styckman55@gmail.com

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we got next!

NextCore News

NextCore and National Board Forge a New Partnership

By Michael J. Mendrick, CEO

A first-time and downright historic event took place on Sunday, February 2 in the Valley House Lodge at Sugarbush Resort, VT. The National PSIA-AASI Board of Directors met in the Eastern Division AND they met with representatives of our Eastern NextCore Action Group. During the course of a 90-minute session, National Board Chair Ed Younglove, CEO Nick Herrin and the representatives of all 8 PSIA-AASI divisions asked questions, listened to concerned and shared ideas and opportunities that served as far more than just a meeting; it served as the beginning of an important new partnership.

Said National PSIA-AASI CEO Nick Herrin, "Taking the time for our National Board to spend time with the Nextcore leaders allows our board to better understand the membership it is serving. The more time we have our leaders spend with the future of our organization the more success we will see for our snowsports community. Not to mention it was a blast to get out on the hill with everyone!"

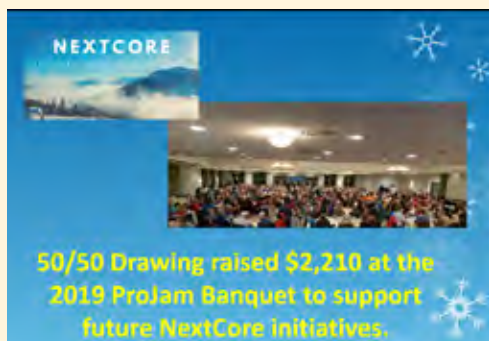
Taking their personal time to travel to the meeting and participate on behalf of NextCore were members Shannon Rucker of Liberty Mountain, PA; Stephanie Zimmers of Waterville Valley, NH; Emily Absalom of Camelback Mountain, PA; Matthew Iyerly of Massanutten, VA and Dave Isaacs of Liberty Mountain, PA (also attending as an at-large Eastern Board member).



During the recent meeting of the National PSIA-AASI Board of Directors at Sugarbush, VT, the Eastern NextCore Action Group had the opportunity to have a panel discussion with the Board.

NextCore raises \$2,210 for future projects!

NextCore members Shannon Rucker, Dave Isaacs, Emily Absalom and Stephanie Zimmers demonstrated awesome "team spirit" (reflecting the theme of the ProJam banquet) and raised \$2,210 for the EF and future NextCore initiatives during the event on December 13 via their first 50/50 drawing. Great job and fun, too! **And a huge thank you to Doug Hammond** for winning the 50/50 and immediately donating his winnings BACK to NextCore! The spirit of the season, indeed! ☺



Here are some comments from the NextCore that attended:

"Wow. As a member I feel SO fortunate to have participated on the NextCore panel with the National Board at Sugarbush, Vermont. Having never met the National Board (or CEO Nick Herrin), I wasn't sure what to expect. What I experienced was a genuine interest in my values, needs, ideas, and experience with the Association. This demonstrates National's commitment to evaluating what they're doing, who they're serving, and if they're succeeding."

"This ties so cleanly into the People Skills of our Learning Connection as instructors. (People Skills = An empathetic approach to building relationships based on trust and respect, which reinforces the culture of snowsports.) Seeing the Association "walk the walk" made me feel valued. It reinvigorated my commitment to contributing to this Association and to providing a more meaningful experience for my guests and fellow pro's."

– Shannon Rucker, Liberty Mountain, PA

"I want to thank Mr. Herrin and all the PSIA National Board members for extending NextCore an invitation to the National Board meeting and taking the time to speak with us. After spending the weekend in Sugarbush, VT with the Board, I am confident PSIA is moving in the right direction. It was an honor to be included in some of the strategic discussions. The time together - both skiing and networking - was a great reminder of 'why we do it'."

– Emily Absalom, Camelback Mountain, PA

"Sharing our values, experiences, and goals with the National Board was a great way to show what NextCore is all about. They were very interested in how NextCore values community and mentorship within PSIA-AASI. What a great way to meet, network, and even ski with some of the best minds in our organization."

– Matt Iyerly, Massanutten, VA

Thanks to ALL involved for making this important exchange take place at Sugarbush! ☺☺



kids, kids, kids

Teaching Creatively: How do we keep our students engaged in their learning?

By Gary "Griz" Caudle, ACE Team Member



If Life were meant to be easy, Michelangelo would have painted the floor." Yes, I've been known to quote myself at times, especially those difficult times when the students don't seem to be getting it. As instructors we tend toward what has worked before or what might be the easiest route to our end goal. But there are many times that this just isn't enough, and we struggle.

What is needed is a comprehensive understanding of what we are doing and why we are doing it. What is the desired outcome? A better understanding of how the Play-Drill-Adventure-Summary Cycle engages our students in their learning; and how we can enhance our creative teaching.

In the early seventies there was a song by America titled Tin Man. One of the lyrics from that song resonates with me when instructors tell me they aren't the 'creative type' and would like to get a 'bag of tricks' for their lesson repertoires. I quote:

"Oz never did give nothing to the Tin Man that he didn't already have..."

We are all creative in our own right, and this creativity starts with our expertise in the subject we are teaching. The more we know and understand the tasks, the better we can think of different ways of achieving the desired outcomes; we can think outside the proverbial box. Think of it as expanding our "teaching comfort zone" while expanding the comfort zone of our students.

This brings us to the Children's Teaching Cycle, or P.D.A.S.



PLAY: we introduce ourselves, develop trust, assess our students, and set the parameters of the lesson.

DRILL: we establish the basic tasks of 'how to do it' and practice on appropriate terrain...

ADVENTURE: this is the CREATIVE side: we take the lesson in different di-

rections practicing the tasks while developing the requisite skills to be successful... this is what keeps the students engaged in THEIR learning.

SUMMARY: what have we learned... a brief discussion of skills learned and where we can take them in our learning.

Take it and Make it a Fun Filled Learning Adventure! <<

Necessity is the Mother of Invention

By Sue Kramer, PSIA-E Examiner

PSIA-E ACE Team Coach, USSS Coach

"Necessity is the Mother of Invention," said Plato

Spending so much time working with children of all ages, I've given a lot of thought to key characteristics of my best lessons. More often than not, activities or games have been created on the spot, completely relevant to and for the audience standing in front of me. To call this having a large "Bag of Tricks" oversimplifies what actually happens during these lessons. "Bag of Tricks" implies one solution per problem. How big would the bag be if you had a trick for every individual student you have ever had and will ever have? This is a big bag. Rather than taking on that burden, I believe the best pros are able to adapt known activities or tasks to different learners. (This would surely reduce the size of the bag from oversized to carry-on.) Here's how we do it: Remember the mnemonic INVENTORS to recall these characteristics of a successful children's lesson.

I for Imitation. Children learn by imitating adults, older siblings, celebrities and peers. Young children learn through fantasy and pretend. Older children and adults use visualization to successfully perform a series of movement tasks. A challenge for snowsports instructors is to consider the stage of development of our youngest students. Most 4 year old children have no identity issues with pretending to be someone or something else. Pretend play helps children develop decision-making skills and helps them understand social roles. Provide opportunities to incorporate pretend, fantasy and visualization appropriate for the age and stage of your students.

N for Needs. This isn't simply understanding Maslow's Hierarchy of Needs, but includes the entire student profile; what stage of cognitive, affective and physical development might the student be in; what is his or her prior sliding experience; what expectations do the parents have; what expectations does the student have; what expectations of the class or lesson do you have? Some parents as well as snowsports instructors can set the bar so high that any small achievement goes unnoticed.

V for Variety. A class focused on matching the skis should explore terrain that is gentle to moderate in pitch and offers a variety of snow conditions in addition to the typical groomed surface. Play with varying turn shapes and sizes. Play with a wide stance and narrow stance, all the while observing performance. Highlight moments when matching comes easily. Chances are when sliding over a bump or roll, matching will occur easily. This idea of "Lateral Learning" is not new but is often forgotten. Before moving onto the next skill take time to practice the newly learned skill in various environments.

E for Engaged. Engage with your students. Engage them with one another. Be interested in them. What if they are interested in something you know nothing about like Pokémon? Ask them to explain what they like about Pokémon. Ask who their favorite character is. Give them time to explain. Asking questions and listening shows you care. Use pairing and the buddy system to engage students with one another. Let them know their job is to take care of each other.

N for Name It. Whatever activity you do, give it a fun name. Let the class name it. When field testing this characteristic for this final list, I worked through a progression that involved synchro skiing. The purpose of that particular lesson was to practice turns that increase speed and those that decrease speed. To put the lesson into a fun format that was more engaging, I had the group practice synchro skiing where one person essentially moves clockwise around the other person while skiing down the hill in sync. This took lots of practice using the parts to whole approach before they were able to successfully accomplish the goal. At the end I asked what we should call the activity. "Loopy Turns" was chosen as it reminded the group of how crazy, fun and dizzying the activity was.

continued on page 17 >>

xx-ploring

Bretton Woods ITC Course

By Mike Innes
PSIA-E Nordic Examiner
Bretton Woods Nordic Director

The Instructor Training Course (ITC) is a great way to start off your ski season. It is early enough in the winter to prepare yourself with progressions, drills and movement analysis tools to be ready for your season of teaching. It is held annually at the Bretton Woods Nordic Center in NH. Low snow early on might have impacted the event this year, but the trail crew at Bretton Woods along with some help from Ma Nature pulled together to create an amazing surface to ski. Each day there was more snow to ski on and more kilometers to explore with a variety of terrain. Thank you to the amazing talents of Pete Bernhard, head groomer for Bretton Woods Nordic.

During the ITC, we had an opportunity to discuss what effective teaching looks like. The PSIA Technical Model was used as a way to understand, teach and analyze both classic and skate skiing. Push-off, weight transfer, and glide are the skills of cross-country skiing that blend together for the desired outcome of efficient skiing: Continuous Forward Motion. We learned that we can use the Technical Model to help us analyze our student's execution as well as plan our lessons.

This year's participants left with a quiver of progressions and bag of tricks to prepare them for their teaching season. It is helpful to collaborate with other instructors to see what works for them and share ideas to improve our teaching and personal skiing. An example would be how to teach a beginner skate skier. Teaching participants first to skate without poles, then an effective double pole, and finally turning them loose. Blending both skills together can create forward movement and glide without too much effort. The skills of double poling will complement and enhance glide generated in the legs. Skiers typically start skating in a V2A or V2 when taught in this order. This can transfer to skiing hills with more focus on the legs as opposed to being initially taught V1 timing. Next time you have a beginner skate lesson, try this out!

During the clinic, we spend some time on movement analysis, using video to capture a range of techniques. Instructors receive feedback on their personal skiing and have the opportunity to share observations with their fellow participants in a helpful and constructive way. Participants learn that observation, description, and prescription are the components to effective movement analysis.



Having a grasp of what ideal ski performance and body movements are for each skiing technique is very important. The PSIA matrix is an excellent resource of videos to assist the instructor with this. When we focus on the positive aspects of a skier's skill development, we foster a willingness to learn.

The three day Instructor Training Course brings together veteran and new instructors each year, and everyone leaves with teaching knowledge, personal skill development, and much enthusiasm for the upcoming ski season. If you haven't had the opportunity to take part in the ITC yet, put it on your calendar for next year. <<

AASI Update

By Brian Donovan

AASI-E Examiner and Eastern Team Member, AASI Advisor

Greetings AASI-E Community! We're in the middle of winter, you've probably spent some long days on the mountain by now, you've taught plenty of lessons, and now it's time to take a deep dive into the opportunities for personal development our organization has to offer!

As you identify some of the events on the AASI-E Event Schedule that look appealing, I want you to pay special attention to the registration deadlines listed next to each event on the Event Schedule. Getting your event application and registration fee in on time will guarantee that you won't have to pay late fees and will give the Eastern Division Office the best opportunity to provide you with great service leading up to your event.

Here are some events to check out:

1. Jay Peak Trees Camp – Have you heard of the legend of Jay Peak Trees Camp? Have you experienced this amazing mountain with dozens of rad snowboarders all searching out all of the best tree runs and hidden stashes of powder? If you answered no, then you need to make it happen! Don't worry – we form groups of all abilities and experience levels; whether it's your first time exploring trees on a snowboard or you're looking to hot lap trees runs until your legs give out, we have a group for you! If you've been to Jay Peak Trees Camp in the past, then we'll save you a seat for your return trip this season! Make sure to bring a friend March 9th, 10th, and 11th! Both 2-day and 3-day options are available.
2. Women's Freestyle Camps are at Mount Snow on March 23rd and 24th. We created 2 groups at this year's Women's Freestyle Camps to better cater to what you want out of this event. Just easing into teaching and riding in the terrain park? Then the **Intro** group is for you. Are you an instructor who teaches and/or rides in the park regularly, but want to grow your existing skills in small, medium, and large terrain parks? Then the **Intermediate/Advanced** group is for you. Both groups will have time to hang out and session together, but you spoke, and we listened. We want to break the groups up by ability ahead of this year's sessions so that your time, fun, and progression can be tailored for your experience.

3. Level 2 and Level 3 End of Season Exams are at Killington this year! Take notice: they are scheduled for Wednesday March 18th – Friday March 20th. If you're setting your sights on the next level of certification, then mark your calendars, save the dates, and get on your snowboard and teach some lessons to be fully prepared!
4. Are you a trainer at your home mountain who wants to come to Killington to support your trainees during their exams **AND** take a rad event aimed at your continued development **AND** earn your 12 CEUs? Well check out the Resort Area Trainer scheduled at Killington on March 19th and 20th. You'll have even more reason to come and support your co-workers as they tackle their exams and you gain some new skills as a trainer!
5. AASI Freeride Camp – New this year! Come enhance your freestyle and freeride skills at Stowe April 4th-5th. Take advantage of Stowe's fantastic natural terrain as well as their great terrain parks to learn some new tricks while also participating in the annual Spring Rally weekend activities and shenanigans!

*The PSIA-E-AASI Event Schedule can be found at: <https://www.psia-e.org/download/ev/EventSchedule.pdf>

**Do Your Part and be an AASI Ambassador – Take the time to identify the new instructors at your resort. Get to know them, go out and ride/teach with them, and give them an experienced friend and mentor to connect with.

***Join the AASI East Facebook group. Join, lurk, post, share, like, and interact with fellow members of this amazing community. ☺

"If you don't do it this year, you will be one year older when you do."

– Warren Miller

Thanks for being such passionate and rad snowboard coaches!

– B. Donovan ☺



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adaptive airtime

Snowsports Lesson Planning for Children with Special Needs

By Mary Ellen Whitney
PSIA-E Adaptive Clinic Leader
CEO & Founder STRIDE
Adaptive Sports

I've noticed over the last decade, that the percentages of lessons we teach in our STRIDE Adaptive programs have dramatically increased in the cognitive diagnosis arena. And within that population, the percentage of people with a diagnosis of Autism spectrum disorders is the highest. Over the last decade, the population of children with special needs has increased over 165% with the diagnosis of autism affecting 1 in 45 children born. As this segment of our population continues to grow, our snowsports schools need a better understanding of autism and other disabilities. Many families prefer their children to be integrated into non-adaptive environments to experience socialization with other peers. It is important that we offer programs that meet everyone's needs for both children and adults with these diagnoses.

Therapeutic recreation activities such as skiing and snowboarding lessons are often overlooked as

one of the most beneficial components for these kids' development. This is because academics and social interaction can be integrated into sport lesson plans and the combination has the potential to cause greater results in overall development than any other source! Adaptive programs with a one-to-one private lesson ratio can address this easily; but certainly any good instructor knows how to weave educational content into all lessons for kids. After all, our 'playground' has a curriculum that can include science, math, reading, environmental studies, and daily living activities such as dressing.

Skiing and riding as a form of exercise does more for the physical development of a child than one can imagine. When broken down into the physical components, it creates and improves motor pathways, helps regulate the energy systems, builds a mind-body connection, stimulates serotonin production, strengthens the immune system, builds muscle tissue and helps control weight. Physical activity stimulates the nervous system forcing the body to work as a unit rather than in parts. Improving nerve function is beneficial for anyone with a disability as the nervous system and the immune system are more closely connected than many people realize. For example, stress causes a state of fight or flight reactions, disrupting hormone levels (particularly cortisol) which can lead to a weakened immune system. Therefore, sport activities such as skiing/riding are good for neuromuscular health and immune function, so it makes sense to increase physical activity.

Children diagnosed with cognitive disabilities are **58%** more likely to be obese and to have below average muscle mass without physical activity. Physical, intellectual, emotional and behavioral issues can be addressed in snowsport lessons, making it both fun and educational, which overflows into academic functioning in school.

Physical activity is crucial for children to function in everyday life. It not only builds strength but confidence and healthy self-esteem in children. Additionally, outdoor sports can be a social outlet through programs such as our *STRIDE Sliders*, that offers as a bulk lesson package for kids on the spectrum to ski/ride together in a small group settings with peers and coaches who facilitate socialization opportunities. By nature, children like physical activity, and request it when they are exposed to it as part of their routine. Children with special needs have the same nature, and they are most certainly physically capable of this type of activity.

The new sport activity should be introduced carefully and take into account the child's physical *and emotional* requirements. A small task such as flatland walking on one ski can be a great source of anxiety; but it can also be a great way to introduce social play, especially for non-verbal children. All these small interactions add up to creating change and to improving quality of life. By combining purpose-based recreation lesson plans with educational components woven into the lessons that help in academics in group or one-to-one sessions, vast improvements in other areas are inevitable. «

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In Memoriam

Michael S. Holden

HOLDEN - Michael S., Ph.D December 8, 2019. Beloved husband of Susan (nee Frey); dear father of Michelle Holden and Beth Anne (Darren) Kempner; devoted grandfather of Teddy; brother of Anne (Peter) Collins; also survived by many loving friends and colleagues from Aerospace, tennis and ski communities.



A Tribute to Michael Holden

By Dave Merriam, Former Member and Head Coach of the PSIA Demonstration Teams

Dear Mike,

My sincere and heartfelt condolences to your family. While I had not seen you for a few years, I will never forget our interactions on the slopes.

I so enjoyed your regular participation at the Professional Ski Instructors of America's Eastern Division's Masters Academy. At this annual week-long event, you always showed up as both the rocket scientist and the lover of the sport. In our groups, you helped us all translate what we felt on our skis and what was actually happening. When the group went down the rabbit hole of terminology, you would call us out, smile, and hold us accountable to the statements made about forces, vectors and other certainties we would pull from the realm of physics! I will never forget in the early 90's when skis with deeper and more radical side-cuts made the scene, and how ecstatic you were to cut clean arcs in the snow. "Finally," you would say, "we finally have skis that really carve!"

Thank you for your book "An Instructors Guide to Ski Mechanics." As a young pro, this was my bible. Your concepts gave me the ability to look inside the sport and understand the dynamics of my passion. You were a serious student of science, but also a really funny guy. I won't forget your dumb joke that went something like this... "yes, it is true that Sir Isaac Newton defined the laws of motion and articulated what exactly happens to a body in motion when it zips down the mountain, but it was actually his brother Fig Newton that did all the skiing."

Thank you Mike for helping me better understanding the sport that we all love. I will miss skiing with you.

Rest in peace,

Dave Merriam <<

Steve Eazarsky

With tremendous heartache we share the passing of Steven "Steve" Thomas Eazarsky, of Watertown, CT on Friday, Jan. 24, 2020. He exhibited admirable courageousness and bravery throughout his extended illness and subsequent hospitalizations at Smilow Cancer Hospital and Gaylord Specialty Hospital.



Steve was born in Waterbury on Feb. 22, 1978. Growing up playing in New England's backwoods, Steven's philosophy can best be described by a Frank Lloyd Wright adage: "Study nature, love nature, stay close to nature. It will never fail you."

Steven was an avid outdoorsman and embraced all opportunities to engage with nature; through sport, such as snowboarding or golf, and through observation and documentation of nature through his photography.

Steve graduated from Watertown High School in 1996 and UConn in 2001 with a B.S. in chemistry. Steve engaged his academic interests through his work as an analytical chemist at Hydro Technologies.

He supported his love of nature through his seasonal work as a landscape technician at Watertown Golf Club and as a snowboard instructor and trainer at Catamount Mountain Resort. Steve's quiet and unassuming presence was a perfect fit for his work instructing children and teaching them through his own passion for snowboarding.

Steven was a self-taught photographer, specializing in landscape and light play. Photography of nature was a meditation and a daily practice for him. He had many exhibits of his work over the years and leaves behind a legacy of beautiful and inspiring nature photographs that will be enjoyed by those who love him and his work.

Music was an integral part of Steve's daily routine. He listened to a wide variety of music including heavy metal, classic rock 'n roll, jazz, alternative and top 40 hits. He attended many live music shows and festivals and could always be seen with earphones listening to his selection of the day. His music collection was vast and he loved to share his love of music with those nearest and dearest to him.

Steve was known by those who loved him for his witty retorts, sarcastic intonation and general humor he could bring to any situation. Even during his fiercest struggles with illness, he could be relied on to make family, friends, and even the staff at the hospital chuckle from a snide remark.

No one could match his timing of his sarcastic retorts; this part of his personality continues to make us all smile and chuckle to think what Steven would be saying to us. We leave you with a quote directly from Steve, "Once upon a time in a distant land far, far away... I was a chemical scientist."

He leaves behind immediate family who dearly loved Steven: his mother, Barbara Simard; sister, Jennifer Eazarsky; brother, Scott Simard and sister-in-law Claudia and their children, Bradley and Andrew.

He was predeceased by his birth father, Jack Eazarsky and the father who continued to raise him, Les Simard. Also left to treasure his memory are his aunt Claudia and uncle Jon Anderson, aunt Tanya Beach; and his lifelong friends, Ian and Ami Marshall, his new godson, Matthew Marshall; and numerous cousins, and friends (Eric, Shari, Curt, Geoff, Amy) throughout the country.

Thank you to all those known and unknown to us who have prayed for Steven.

In lieu of flowers, memorial contributions can be made to the Steven T Eazarsky Memorial Fund: [gofundme.com](https://www.gofundme.com).

For additional information or to leave an online message of condolence, please visit [hickcoxfuneralhome.com](https://www.hickcoxfuneralhome.com). <<

SNOW

Pro

Upcoming SnowPro Copy Deadlines

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

Spring 2020 issue: April 20, 2020

Writing Guidelines

General member submissions should not exceed 1,000 words and should be e-mailed to 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! <<

In Memoriam

William C. Richwagen

On Dec 11, 2019 when the winds around Goose Pond were quietly diminishing, there was peace and tranquility as Bill Richwagen, filled with grace and dignity left his physical state to become one with his creator.



William Court Richwagen (Bill), 82, of Rutland, Vt. and Goose Pond, N.H. fulfilled his goal of introducing the wonders of love and humility to all he met.

Bill was born May 28, 1937 in Berlin, VT to Lester and Christine Richwagen. Raised in Burlington, VT, he attended Burlington High School and graduated from Norwood High School on Lake Placid in 1956. He attended the University of Vermont until his antics and quick-witted humor caught up with him. He enlisted in the Vermont Army National Guard in August of 1957 in search of focus and discipline which led him to become a Construction Machine Operator. He later commissioned as an Ordinance Officer in 1959 and discharged in 1963 as a First Lieutenant. With his military training and improved focus, he returned to complete his education at the University of Iowa Medical School and continued on to achieve a master's degree from Nichols College.

On a break from school, Bill met a lovely woman at an après-ski party in Burlington, VT. As usual, he was playing the piano for his friends. She joined him on the piano bench and sang with him. Bill and Anne continued to sing and play together for the next 51 years of their happy marriage.

Bill had the gift of being a true storyteller and a remarkable listener. His ability to connect with people paved the way for a successful career in Health Care Administration. His management career began at Mary Hitch-

cock Hospital followed by executive positions at Dover Wentworth Douglass Hospital, McKerley Nursing Home, and Eden Park Nursing Home. In retirement, he served as a Ski Instructor at Killington VT.

From the beginning, Bill always enjoyed working on cars as a pastime. His daily driver for over 25 years was a fire-engine red 1963 Ford Falcon Convertible. Other car passions were The Ford Bronco at Goose Pond with the "I Love Brad" bumper sticker, and his first classic car with the rumble seat.

Bill placed a high value on experience through self-sufficiency. He once watched and shook his head as the boys placed a 10KW generator in the trunk of Jimmy's car to power an oversized sound system which promptly caught fire. Even under enormous pressure to offer an easy solution, he kept a simple demeanor as he taught lessons that would last a lifetime even if they were not readily appreciated.

Bill's love of Anne and the outdoors brought him to Goose Pond and other adventures such as skiing, boating, canoeing, camping and kayaking. With Anne by his side, he turned a run-down shack into a true lakeside camp which was the epicenter of many grand adventures and tall tales. He "shot" the Mendenhall River in Alaska, the Rio Grande in Texas and the Colorado in Utah. Afterward, he was often found seeking out his wine glass and sharing a story with friends and family.

This was his last adventure. Survivors include his two sons: Justin Richwagen of Maryland and Peter Labrie of Colchester, VT. He has two grandsons: Kristian and Jonathan Labrie, two brothers John Richwagen and Jim Richwagen along with one sister Nancy Kegerreis. His wife Anne predeceased him in 2016. His son James predeceased him while serving the U.S.A.F. during Desert Storm in 1992.

In lieu of flowers, contributions may be sent to: G.P. Lake Association 501(c)(3), Michael Riese, Pres., PO Box 647, Enfield, NH 03748 ☞

» Kids, Kids, Kids – Necessity is the Mother of Invention, continued from page 12

T for Timing and Pacing. Information needs to be doled out in doses, dependent on the age and stage of the students. Asking a group of young children to concentrate for extended periods of time often leads to a loss of interest and drop in performance. Likewise, a 2 hour lesson block with 5 or 6 year olds should include many stops along the way. To maintain focus on the lesson goal, balance practice time with stops and with non-focused turns. Be mindful of the fact that children don't have a sense of your needs or capabilities; the fact that you'd rather move quicker and stop less is irrelevant to their experience. While we endeavor to make every moment with children playful and purposeful, allow them time to absorb the information given. Too much excitement can backfire later in the day.

O for Obstacles. No this is not about making an obstacle course, although these are wonderful play-spaces for learning. This refers to presenting a challenge to overcome. Research shows that deeper learning occurs when there is a little struggle. As long as there is light at the end of the tunnel, keep challenging students. For some chil-

dren simply finding balance on a board is a big enough challenge for one day. If increasing the terrain is not an option, challenge students by asking them ski or ride through a prescribed course, on one ski (for skiers), as slowly as they can go or backwards. Children will intuitively work on a task until they get it. Use a watchful eye and intervene when frustration overcomes the ability to stay focused. Allow them the time and space to practice until failure becomes success. This is the biggest reward of all!

R for Rules. First and foremost, this includes rules for safe skiing and riding. This also includes making up rules to define a game or activity. By definition, games include rules. The rules don't always have to result in winners and losers and can often include everyone. "Every 4 turns there is a new leader," or "How many letters of the alphabet can we make with our skis or snowboards?"

Older children (2nd grade and older) are used to games with consequences. For example, while practicing edge setting skills, try hockey

stops. While this may not be new to you, they love the snow spray that comes from a well-set stop. Use common sense and stand (everyone) out of the way! Accolades should be given to all and in the right circumstance (perhaps with a seasonal group or group of racers), winners can be recognized. Rules create challenge with the right group of children. Be mindful that some children and teenagers will retreat emotionally in the face of competitive games.

S for Sound. Sound or auditory feedback helps to reinforce movement and movement patterns. For example, adults use auditory cues as triggers for a well-timed turn transition or release. Songs can reinforce turn cadence or help with the timing of a pole plant. Besides the evidence that supports the use of sounds in motor learning, kids like sound.

I think Plato was right. Every student and group of students presents a different challenge or need (the necessity). We therefore become the problem solvers, the INVENTORS. ☞

snowsports school management

Paul Crenshaw honored with the Einar Aas Award

By Michael J. Mendrick, Eastern Division CEO

With the unanimous endorsement of the Eastern Board of Directors and Snowsports School Management Committee, longtime Massanutten (VA) Snowsports Learning Center Manager Paul Crenshaw was selected as the 2019 recipient of the Einar Aas Award for Excellence in Snowsports School Management.

The Einar Aas Award is presented to a snowsports school director or management staff in the Eastern Division as a tribute to Einar Aas and to honor his memory. Einar was an outstanding snowsports school director; his dedication to his students, his school, this organization (both divisionally and nationally) and the snowsports industry is legendary. This award recognizes dynamic leadership of a snowsports school while achieving and maintaining the highest standards.

This honor recognized Paul's long service to snowsports education and his dedication and excellence in managing a snowsports school staff and



Paul Crenshaw at his desk at Massanutten Resort, VA with the special "signed snowboard" coordinated by colleague Dennis Carmody commemorating the honor.



Paul Crenshaw and wife Sandy enjoy a moment after receiving the Einar Aas Award at the 2019 Snowsports School Management Seminar at Killington, VT on December 3, 2019

operations during his career in snowsports that began as an instructor in 1973 and progressed to his being named Snowsports School Director and then Learning Center Manager in 2006. Paul was previously a three-time nominee (in 2012, 2014 and a finalist and 2015) and we can think of no better honoree to commemorate the 10th anniversary of the Einar Aas Award for Excellence in Snowsport School Management. The 225 colleagues and peers in attendance at the Snowsports School Management Seminar banquet at Killington, VT showed their approval via an extended standing ovation. Congratulations and thank you, Paul! ☞

Einar Aas Award for Excellence in Snowsports School Management Honorees

2009	Freddie Anderson	Schenectady Ski School, NY
2010	Dave Merriam	Stowe Snowsports School, VT
2012	Bertie Holland	Pats Peak Snowsports School, NH
2013	Karen Dolan	Cranmore Snowsports School, NH
2014	Terry Barbour	Mad River Ski School, VT
2015	Gwen Allard, co-honoree	Double H Ranch, NY
2015	Doug Kaufmann, co-honoree	Mount Snow Ski School, VT
2016	Peter Weber	Waterville Valley Ski School, NH
2017	Franz Krickl	Windham Mountain, NY
2018	Wendy Frank	Holimont, NY
2019	Paul Crenshaw	Massanutten Resort, VA

Resource Reminder for Snowsports School Directors

By Michael Mendrick, CEO

Online Basecamp for Snowsports School Directors

The Eastern Division has set up a new online discussion and idea exchange resource for snowsports school directors. It's called Basecamp and it is available to you as a free venue for asking questions, sharing ideas, expressing concerns and providing feedback to your fellow snowsports school directors all throughout the season and

beyond. Join the more than 120 participants and help them to help you! If interested in participating just e-mail me at mmendrick@psia-e.org.

Below are a number of other valuable links and resources to help you as well. Check it out and bookmark the links!

Eastern School Director Help Desk

<https://www.psia-e.org/ssdd/>

National-Eastern Member School Program

<https://www.psia-e.org/member-school-program>

First Chair: Intro to PSIA-AASI (details for school directors)

<https://www.psia-e.org/firstchair/for-ssds/>

To update school/resort info:

<https://www.psia-e.org/ms/eastern-benefits/schools-resorts/update/>

EASTERN DIVISION EDUCATIONAL PROGRAMS

- Held at your resort
- Available to snowsports school directors only

Member Customized Event (MCE)

<https://www.psia-e.org/mce>

Two full days of snowsports education. Any educational event on the schedule except Level II or Level III Exams. No minimum number of participants, maximum of 10 per group for the flat group fee of only \$1,990. Group sign-ups and payment coordinated by individual members.

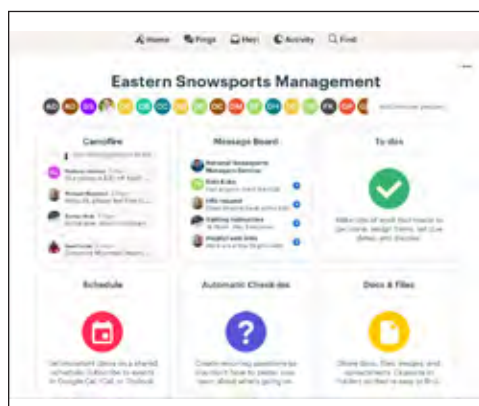
In-House Request

Two full days of snowsports education. Any educational event on the schedule except Level II or Level III Exams. Price of scheduled event + \$25 per participant.

Consulting Request

Specialized training available for each discipline. You decide the topic.

Contact James Friedman at: jfriedman@psia-e.org or 518-452-6095 x 111 ☞





2019-2020 PSIA-AASI EASTERN - MEMBERSHIP APPLICATION

Mail or fax to: PSIA-AASI EASTERN, 5 Columbia Cir, Albany, NY 12203-5180

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 and the division website, 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.

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

YOUR DATE OF BIRTH: ____/____/____

NAME _____ Please circle one
Last First Middle/Initial Nickname (if your name is different)
 Male / Female

MAILING ADDRESS: _____
Street/Box City State Zip

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

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

SNOWSPORTS SCHOOL NAME _____ FULL TIME / PART TIME / OTHER

Please check all that apply - areas of interest:

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

TOTAL NATIONAL & DIVISION DUES AMOUNT INCLUDED, REGISTERED: \$ 141.00

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

OFFICE USE ONLY

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

EXP. DATE: _____ SIGNED _____

PLEASE READ AND SIGN THE FOLLOWING MEMBERSHIP AGREEMENT:

I AM AWARE THAT:

- ✓ THE CURRENT MEMBERSHIP YEAR RUNS FROM JULY 1, 2019 TO JUNE 30, 2020.
- ✓ PSIA-AASI MEMBERSHIP DUES ARE RENEWABLE ANNUALLY AND ARE **NON-REFUNDABLE**.
- ✓ THE APPLICANT FOR MEMBERSHIP IS 15 YEARS OF AGE OR OLDER AT THE TIME OF APPLICATION.
- ✓ IF I AM REGISTERING TO ATTEND AN EVENT, I NEED TO SUBMIT THIS MEMBERSHIP APPLICATION AND EVENT APPLICATION BY THE DEADLINE DATE.
- ✓ AS A MEMBER OF PSIA-AASI EASTERN DIVISION, I AGREE TO BE BOUND BY ALL EASTERN DIVISION BYLAWS, POLICIES AND EDUCATIONAL REQUIREMENTS. CONTINUING EDUCATION UPDATES ARE REQUIRED FOR ALL CERTIFIED MEMBERS. PLEASE SEE WWW.PSIA-E.ORG/UPDATES FOR DETAILS.

APPLICANT'S SIGNATURE _____ DATE _____
 OR PARENT/GUARDIAN SIGNATURE, IF APPLICANT IS UNDER THE AGE OF 18.

your turn

Archetypes of Snowsports Clinicians

By Shannon Rucker
Alpine Level II, FS1, CS2,
Snowboard Level I
Founding Member of NextCore
Liberty Mountain Resort, PA

I recently read a climbing article by Bailey Batchelor (**Your First 7 Climbing Partners - MAY 11, 2018**) on Climbing.com and it got me thinking about some archetypes in our world as well.

We all have some important and influential people in our journeys. Some stay for our career, some vary the role they play for us, and some stay only a brief time but leave a lasting impression.

Without further ado, I present 7 snowsports instructor archetypes:

Magician – is one of the first clinicians you have, maybe even your Level 1 examiner. Gave you a tip or drill that completely blew your mind and you still use regularly to this day.

Cheerleader - this is the one who helps keep you motivated when you're ready to quit and who somehow takes every abysmal challenge you feel like you have and makes them seem manageable.

Professor - this is the one who finally helps you 'own' some of the technical content by explaining it in a way you just finally "get" (even if it's the same thing everyone has been telling you for years).

Partier - is the guy or gal who reminds you every time you get out on snow with them just how much FUN this crazy sport is. They also often lead the Après charge when the lifts stop turning and may have been the instigator getting you kicked out of that hotel hot tub after hours.

The Pusher - is the one who knows you have one more run in you when you would swear your legs were made of lead and the one who got you to try that extra rotation or that run you were intimidated by. They're the one who shouts at you from the lift to kick up your game and cheers when you deliver. You half grumble their name under your breath until you do the thing they knew you were capable of doing all along.

Aladdin - This is that clinician or instructor who shows you "A Whole New World." Maybe it's an intro to trees or a new piece of equipment like tele or snow skates. Maybe they just open the door to a

new way to look at the same things you've seen for years. However it happens, they're expanding your universe.

The Legend - someone who has all your (and everyone else's) respect. Their name is always said with respect and almost a touch of reverence. They have complete ownership of the knowledge and movements you're learning from them - like they invented them (and maybe they did in some cases).

There you have it: 7 "types" I've had influence my career. What other types have you had? Have you been one or more of these to a customer or peer? What type(s) do you need in your life this season?

Happy sliding! ☺

Don't Say Don't

By Brian LeSchander
Alpine L2, CS1, Bristol Mountain, NY

A wise sage examiner (Steve Howie) shared with me at one time: "Remember to show them the *How*." No truer words have been spoken about our roles as facilitators, guiding people through the learning process.

As a skydiving instructor for 30+ years, a motorcycle instructor for 3 years (50 years riding), and a ski instructor for 20 years, I have tried to frame my coaching in a "Don't say Don't" format.

When students are in elevated stress situations, they can make bad decisions when they have choices. It's a 50/50 chance, do they do what we want or what we don't want? Meanwhile, the clock is running. Have they hired us to show them HOW to do something or how NOT to do something? In motorcycling and skydiving split-second decisions need to be made correctly or the consequences may be significant. I believe this also applies in the snowsports environment. Knowing what to do, and when to do it, is the game here.

Show them the "DO" and let that be enough. Context and the way we phrase our directives has an impact on the student's subconscious and conscious thinking process. That coupled with creating positive muscle memory can develop pathways to successful learning. It will take a conscious effort to make your presentations student centered, positive and focused on desired outcomes which will increase your value and demand as an instructor.

So, my challenge for you, my friends, is to choose your words carefully. "Don't say Don't." This will save time in your verbal presentation and get to the task at hand - Experiential Learning. "If you're not turning, you're not learning."

Make every lesson you teach the best lesson you ever taught, and I DO, look forward to seeing you out on the mountain. ☺

Know Your Audience

By Anthony Bailey
AASI-E Development Team
Seasonal Program Manager
Stratton Mountain, VT

One of the most important parts of a lesson is the introduction. The introduction sets the tone for the time you'll spend with your students and being successful takes more than a hearty handshake and an exchange of names.

Your introduction to your students starts before you're standing in front of them. As you are walking up to your students, take a moment to look at their body language; do they look cold? Nervous? Excited? Is their posture open to you and anyone else in the group or is it closed? Regardless of age, your students' body language can tell you a lot about how they're feeling.

Now that you've taken a snapshot of your students and have a sense of what their body language might be telling you, back it up or prove it wrong by introducing yourself and learning a little bit about them. Side note - make sure that you're carrying yourself in the best way possible - smile, make eye contact, and be warm and friendly but not over the top. Start to get to know your students, ask them why they've decided to take a lesson, what they hope to get out of the lesson, etc.

While you're learning about why they're taking a lesson and what their goals are, try and dig a little deeper; are they using positive language? Are they energetic or reserved? Are they staring at their feet? Are they so excited to start riding that they can't stand still?

Another piece to take note of if you're teaching to a group of students is who is interacting with whom. Does it seem like there are pre-existing friendships/relationships? Are some members of the group really hitting it off and their conversation is free flowing? Is there anyone left out?

For me, once I have a good amount of information on their body language, mindset, energy level and other items, I'll start to draw conclusions about what type of learning environment they'll like best and then I'll start to mirror my tone, actions and body language to match theirs. If they're quieter and more reserved, I'm not going to start the lesson at a 10, I'll tone it down and speak calmly and in a softer tone. Now that doesn't mean that I'm going to stay at this level throughout the whole lesson, but it could. I'll usually start to put out little bits of enthusiasm, jokes, high fives, etc. and based on how they respond to these things determine how much I can crank it up. If they're responding to me with smiles, enthusiasm, yells, etc., I know that I can keep going. If it's met with a polite response but not much more, I'll know to keep it toned down.

Sometimes it can feel like you're not doing a

good job if your students aren't high-fiving and laughing, but it's important to remember that all of our students will take in and process information differently and if they're not outwardly showing that they're enjoying themselves, they still might be. In these instances, it's often good to reassess and ask additional questions to confirm that they're enjoying their time with you.

In a situation where you have a group of students, you may have to make quick changes as you go from student to student. Be energetic and over the top for those that like that style and then know when to tone it down for the student who may be a little nervous or laid back.

As instructors, it's our job to not only provide our students with the information they need to reach their goals, but it's also our job to create an amazing experience that will make them want to take another lesson in the future. The best way to create an amazing experience is to provide your students with the type of learning environment that they like the best. ☞

Mindful in the Mountains Part II: The Lesson

By Mike Racz

Alpine Level III

Adult School Supervisor,
Stratton Mountain, VT

In my previous submission I spoke to the premise that mindfulness should play a larger role in skiing and the ski teaching experience here in America. I also wrote about tearing my Achilles tendon waterskiing and how mindfulness helped me maintain my sanity. (Sanity, like beauty may be in the eye of the beholder.) In my subsequent research I've learned that ski resorts all over the world are instituting mindfulness programs. In an article in *Globeandmail.com*, Louise Hudson calls mindfulness "the latest instruction tool for winter sports." She goes on to report that many Canadian resorts are offering programs in mindfulness. Some of the resorts mentioned include Lake Louise, Mont Tremblant, Blue Mountain, Banff and Kicking Horse. At Kicking Horse, she reports Mindfulness is becoming an everyday word. PSIA-AASI's counterparts in Canada, CSIA and CASI, are now offering professional development programs in mindfulness. At Revelstoke, pro-athlete, coach, and guide Christina Lustenberger teaches mindfulness to help guests navigate backcountry hazards.

Hudson says that in this country, mindfulness in ski instruction is being spearheaded by top athletes such as two-time Olympian Jillian Vogtli at Deer Valley. Jillian relies on her experience as a wellness coach in her program called *Skiing With A Champion*. If you think about it, it makes sense that these athletes would be driving the "mindful-

ness bus," since most of them have been using some form of meditation training since they were young. A quick Google search of top American resorts offering mindfulness programs includes (but is certainly not limited to) Aspen, Vail, Jackson Hole, Northstar and Stratton.

In the book *10% Happier* by Dan Harris, Harris talks about how in 2004 he had a meltdown, or panic attack while in the middle of a report on the ABC news show *Good Morning America*. In the first page of the book he says "if you had told me as recently as a few years ago that I would someday become a traveling evangelist for meditation, I would have coughed up my beer through my nose." The beauty of this book is how Harris demystifies mindfulness. He also lists more famous practitioners of mindfulness. His list of diverse personalities and companies includes Google, Proctor and Gamble, Target and General Mills. Dan says that when he's "accused of liking cats," he points to icons of machismo such as Earnest Hemingway, Winston Churchill, and Dr. Evil who all practiced mindfulness.

On a personal note, I did recently have my third Achilles surgery. I'm not afraid to say that losing my independence, as well as all the activities I love, including my job, has left me feeling a bit like Humpty Dumpty. However, unlike Humpty Dumpty I am putting myself back together. If all goes as planned I'll be back out on the hill where I belong soon. ☞

Skiing as Improvisation

By Christopher Weiss

Alpine Level III and Adaptive Level 2
Labrador Mountain Ski School, NY

At my core I am a skier. Doug Coombs said, in the movie *Steep*, "I just love skiing. I like the gravitational pull." It was in Alaska that I realized an artistic kind of complexity exists in skiing. I was with Jeff Zell, a Valdez Heli-ski guide, when I peered down a couloir in the Chugach range. Our group watched as Jeff dropped in. We saw him make a few rhythmic turns then, as sluff caught up with his skis, artfully round out his turn to get up next to the wall then continue along that edge. That powder filled couloir was not only steep but had shape to it as well. The couloir was narrow in places and wide in others, kind of like two hourglasses stacked on top of one another. Jeff skied the length, probably 1,500 vertical feet, stopping only when he exited the couloir into a wide bowl. From where we stood, he was smaller than an ant. I could barely see him wave his pole signaling us as I entered the couloir. As all powder skiers do, I went for the untracked portions realizing quickly that the sluff and steepness was impacting my speed and direction. The turn shapes I had envisioned as I entered were not lining up, so I had to adjust on the fly. I pictured myself as a jazz musician and my band mates included the stone walls, the moving snow,

the steepness and the mountain itself. As they participated in the music, I participated in the music. When one of those elements took the lead, I was forced to improvise.

Skiing is improvisation.

As a ski instructor and clinician this realization was a paradigm shift for me. So much of my development as a teacher was engaging with only the mechanics and tactics of the skier with little attention to the skier's dance partners such as the terrain, snow conditions, weather and even other snow sliders. Yes, of course we teach tactics for skiing in different snow conditions and terrain, but we don't spend enough time helping skiers develop their own "musical" style or, to maintain this theme, their own "improvisational" style. As I see it, an accomplished skier improvises constantly in the environment; movement patterns flow like water down a mountain. The skier dynamics adjust with purposeful fluidity; muscles flexing and extending as edge angles, pressure and rotational movements work in concert. To build these improvisational skills, a skier, or boarder, needs to look at their home areas differently – pick different lines – use the park elements differently – use the terrain differently. For example: In your private and group lessons I suggest that you challenge your student(s) to make a series of ten turns where each turn is different in some way from the one before it. In your more advanced classes explore the glades if your resort has some. In moguls, encourage your students to get out of the zipper line and make some wide radius turns instead. Skiing different pitches on one ski is also helpful for learning to improvise – sometimes in the back country if you lose a ski, you may need to make an awkward turn to avoid a cliff. Thinking about skiing as improvisation can open a whole new experience for skiers. If you are considering some adventure backcountry skiing in your future or someone tells you that they're about to head off for their first heli-skiing or backcountry experience, encourage them to develop their improvisational skills. Have fun! ☞

Snowsports Make You Smarter

By John Santelli, PhD

Alpine Level I

Campgaw Mountain, PA

As athletic trainers, we are well aware that physical activity develops many bodily processes that support athletic performance, such as strength, agility, flexibility and delivery of sustained and immediate energy. More recently such activity has also been found to develop the brain by producing chemicals that spur neuronal growth and connectivity helping neurons survive longer and delay age related cognitive

decline. But wait, as they say, there's more. In just the last few years, a model has emerged based on evolutionary considerations (See January, 2020, *Scientific American*). As our ancestors became active and speedy hunter-gatherers, they had to, while using a bipedal balanced stance, traverse and forage over long distances, all the while processing sights and sounds – strategically and efficiently planning routes, covering ground, and avoiding obstacles (and predators). This multitasking required more than just strength, agility and endurance; it required the development and maintenance of complex cognitive systems, and may even have contributed to the evolution of these very systems.

Although retired as a university professor with a degree in biological psychology, I still teach skiing and can't help but think of connections between sport and brain function! What got my attention was not the recent evidence that treadmill style exercise alone is helpful via the biochemical route in developing brain function, but the finding that exercise combined with cognitive challenges augments this effect. Studies now show that combining video game style cognitive demands while simultaneously engaging in aerobic activity leads to significant increases in cognitive ability compared with either exercise done alone, or exercise done while watching "nature" videos.

Considering some sports (climbing, mountaineering, skating, skateboarding, or sports played across a net) that are both physically demanding and cognitively challenging, it would seem that skiing and snowboarding emerge as the most popular outdoor winter option. On any run down a hill, a skier or rider must plan a route among varied terrain including bumps, natural obstacles, changing steepness, and other participants whose plans and ability may be uncertain – while maintaining balance, changing technical style and speed, and frequently engaging partners in conversation. As teachers we must add movement analysis and choosing among training options and commands! It's hard to think of anything more conducive to simultaneously exercising both the body and brain.

Given that this synergy seems to persist throughout one's life, we can be gratified not only by our pedagogical success in helping our students have a better life at the moment and in the future, but also with the thought that our own brains are getting better too! No wonder snowsports instruction is so rewarding. Perhaps we should remind our students that learning a snowsport will also make them smarter. ⚡

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



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Education Foundation News

Great Eastern Online Auction a Big Hit for the EF!

Thanks to you, our first year effort with Great Eastern Online Auction was successful with 810 members registered to bid, 38 of 39 items received bids and total bids of \$5,540. 75% will go to support our Member Scholarship program (\$4,155) and 25% going to support the Eastern Tryout teams (\$1,385). This was definitely a hit and it was great to see so many members participate (nearly 10% overall).

Thanks so much to our sponsoring vendors for supporting the auction with some awesome gear and goods! ☺☺



Eastern Board Honors Russell Fleming

New Diversity Scholarship Announced at ProJam

In the evening of December 13, 2019 during the ProJam Banquet at the Grand Summit Hotel at Mount Snow, VT, Eastern Division CEO Michael Mendrick announced the creation of the Russell Fleming Memorial Scholarship to Support Diversity in Snowsports Education.

This was a cause promoted by Russell for many years before his untimely death in the spring of 2019. The Eastern Board of Directors, National PSIA-AASI Board Chair Ed Younglove and CEO Nick Herrin all endorsed this initiative and, as a result, in the 2020-21 season there will be 5 new scholarships in the amount of \$200 to support members of our diversity community to attend professional development events in the Eastern Division.

Russell's widow Shelley Sheppard and many of Russell's close friends and Snowsports colleagues were on hand for the announcement - which was greeted by an extended standing ovation by the 500 plus in attendance. ☺☺

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EVENT APPLICATION
2019-2020**



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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 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: _____ If a non-member, please check box **Primary Discipline/Level:** _____ / _____ **Date of Birth:** _____

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Circle one Western Northwest Rocky Mountain Northern Rocky Mountain

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

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

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

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

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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

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 for more information on administrative charges.



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The Eastern Division would like to thank all of our great sponsors for their support throughout the entire 2019-2020 season!



Thank You!



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 the Facebook profile for 'Make Winter More Fun'. The profile picture is a circular image of children skiing. The cover photo features the text '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. TAKE A LESSON. GO WITH A PRO.' Logos for the Professional Ski Instructors of America and the American Association of Snowboard Instructors are displayed. A QR code is present with the hashtag #snowpros. Navigation buttons for 'Like', 'Share', 'Contact Us', and 'Send Message' are visible.

Please send your teaching stories or testimonials to psia-e@psia-e.org.

THANK YOU!

Check out the 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!

The advertisement features a blue background. On the left, the 'Kids' KUBE' logo is shown above the text 'Kids' Kube'. Below this, a description reads: 'Kids' Kube is the app that will help guide the way to providing an effective activity or game, specifically geared toward your students.' Three download buttons are provided: 'Download on the App Store', 'ANDROID APP ON Google play', and 'Download from Windows Phone Store'. A QR code is located in the bottom left corner with the text 'Easy Install Click and Scan' and an arrow pointing to it. On the right, a smartphone displays the app's interface, which includes a header 'Kids' Kube' and a list of menu items: 'About the Kids' Kube', 'Select Age', and 'ACE Team'.

To check out the app, go to: www.psia-e.org/kidskubee or scan the code.



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**See story inside this issue
and register here:**

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