



APSI

AUSTRALIAN PROFESSIONAL
SNOWSPORT INSTRUCTORS

— SNOWPRO —

OFFICIAL MAGAZINE OF THE AUSTRALIAN PROFESSIONAL SNOWSPORT INSTRUCTORS INC.

SUMMER 2013



SEASON WRAP UP - BOARD REPORTS - DEMO TEAM TIPS - RESORT REPORTS - MORE....



Alpine Level Two Exam - Thredbo 2013
Photo: Paul Lorenz

In this Issue:

2	<i>Office Notes</i>	25-26	<i>Skiing on thin ice</i>
3	<i>From the Archive</i>	26	<i>Telemark & how it changes your balance</i>
4	<i>Presidents Report</i>		<u><i>Rookie Trainer Reports</i></u>
5-6	<i>General Managers Report</i>	28	<i>Scott Birrell</i>
7	<i>Treasurers Report</i>	29-30	<i>Andy Peppard</i>
	<u><i>Technical Directors Reports</i></u>		<u><i>Sodergren Scholarship Reports</i></u>
8	<i>Alpine</i>	32	<i>Sarah Beynsberger</i>
9-10	<i>Snowboard</i>	33	<i>Giddy Brandauer</i>
11-12	<i>Nordic</i>	34	<i>To be or not to be a Sodergren applicant</i>
13	<i>Telemark</i>	36	<i>Resort Reports</i>
14	<i>Adaptive</i>	37	<i>Results</i>
	<u><i>Demo Team Tips</i></u>	38	<i>Candidate Photos</i>
16	<i>Teaching for success</i>	39	<i>Back Cover - Sponsors & Partners</i>
17	<i>Rotating & staying aligned throughout toe side</i>		
17-19	<i>The back seat?</i>		
19-20	<i>The wall: to counter or not to counter?</i>		
21	<i>Seeking development</i>		
22	<i>The perfect terrain</i>		
23-24	<i>Internal & external cues</i>		

Office Notes Alexia Colville



Dear APSI members,

It's hard to believe another season has come to a close!

Whilst this season was not without its challenges, I have been continually encouraged by your patience and understanding, so thank you. I would also like to extend thanks to Andrew Rae, the APSI Technical Directors and Board of Management for continually supporting me in my role.

Last summer we spent a lot of time working on upgrading the APSI website and shop to make it simpler for you to navigate quickly to the information that you need. Hopefully this paid off and you have found that the website and shop have better served your needs this season. You may have also noticed that we have modernised the look of the website, advertising, candidate bibs and trainer uniforms!

This summer my focus will be to streamline the office procedures so that we can provide you with the best possible service whilst supporting our trainers out on the mountains. Remember that the APSI is your association so if you have any ideas or suggestions for improvement the best way to have these heard is by completing a course evaluation at the end of your training. Alternatively you can always contact us at the office.

Don't forget that membership for 2014 is now available to purchase and is only \$95 (normally \$120) until 31st December, 2013. All the best for the summer or northern winter and we look forward to seeing you all again next year.

Cheers, Lexi.

2014 Early Bird Memberships

\$95.00 = One Year

\$270.00 = Three Years

Purchase before December 31st 2013

apsi.net.au

SNOWPRO IS THE OFFICIAL NEWSLETTER OF THE AUSTRALIAN PROFESSIONAL SNOWSPORT INSTRUCTORS INC.

THE VIEWS EXPRESSED IN SNOWPRO ARE NOT NECESSARILY THOSE OF THE APSI.

PLEASE ADDRESS ALL CORRESPONDENCE TO:

APSI

PO BOX 131

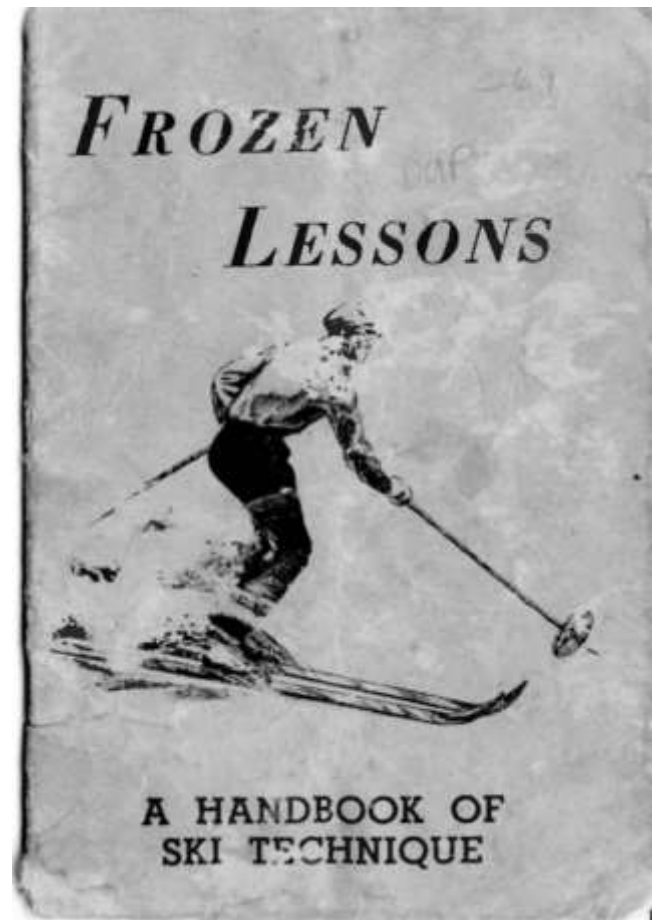
JINDABYNE NSW 2627

PH: 02 6456 1255

EMAIL: apsi@apsi.net.au



From the Archives



6 FROZEN LESSONS

LESSON 1. KICK TURN

Stationary - About Turn.

Diagram of ski tracks in various methods of climbing.

BOTH STICKS. Firmly planted backwards in snow to dash.

WIDE HERRINGBONE. For short, moderate slopes.

NARROW HERRINGBONE. For short, slight slopes.

LOWER SKI "V" Loosely planted straight across slope.

SIDE STEPPING. For climbing short, steep slopes and narrow chutes.

KICK TURN. For steep slopes and narrow chutes.

HEELS. Keep down.

Walking on level.

Forward and backward for steep slopes. Combination side step and traverse.

Diagram illustrating the kick turn process with various ski tracks and directions of travel.

7 FROZEN LESSONS

LESSON 2. Climbing by Herringbone for Slight Steep

Ascents

SKL Lift each ski forward alternately. Avoid placing heel of one ski across the other.

NOTE. All weight must be transferred to one ski before lifting the other, each knee well bent forward.

STICKS. Grip back hand with crossing wrists.

LESSON 3. SIDE STEPPING. Climbing by Traversing for Easy Open Slopes.

SECOND STEP. Climbing by side stepping. The arms and upper body.

LOWER SKI. Lifted and planted.

BODY. Lean forward.

THIRD STEP. Climbing by side stepping. The arms and upper body.

LOWER SKI. Lifted and planted.

BODY. Lean forward.

LOWER SKI. Lifted and planted.

BODY. Lean forward.

Diagram illustrating the herringbone and side stepping techniques with various ski tracks and directions of travel.

Excerpt from a 1937 version of an Australian Ski Manual
Courtesy of APSI member Keith Jeffers

Presidents Report Mark Dixon



Well, what an interesting 2013 season it has been. Full of challenges right from the start of the season till the very end, due to very poor snow conditions and a general decline in our overall Business. APSI Courses needed to be cancelled, which was disappointing for all involved. But hopefully you all still had a successful season.

As your President I am pleased to report the APSI Inc. finishes up the winter in a positive financial position. 2013 has been a big purchasing year for the APSI. Great changes have been made to the APSI overall look and branding, this includes the new interface of our web-site, APSI logos, new APSI Trainer uniforms, exam bibs, business cards. In addition to our pro-deal page we offered over 26 different brands/companies to our members for purchasing these products. We will continue to improve these services to all you members. Please understand this is a work-in progress and will continue to be our focus into the future.

I am pleased to announce that we will be moving the APSI office in Jindabyne to a new location, this move will give us extra storage and bedrooms and room in general, our trainers can use this as staff accommodation which will be cost saving to the APSI. For more information on the new location please read Andy and Lexi reports.

I would like to send a very sincere thank you to Con and Donna Poulos for making available their Gippsland St. unit to the APSI through that most challenging period till present day.

Also I would like send out a special thanks to Andy Rae and Lexi for all there extra effort over the season, and all technical directors in all our disciplines. I would also like to thanks the current board and executive members for all there energy and effort they have put in over this past year.

A special thanks goes out to Jason Clausen for his years of dedication and passion to the APSI Jason will be a step back so he can spent more time on his coaching position at Perisher

Trainers & examiners thank you for taking such proud in the APSI, and maintaining our high standard both here and overseas. And of course last on my list and most important our APSI members, I thank you again for all your support to our organization.

My family and I are back to Vail for winter, we would like to wish all a very happy Christmas and New year.

Have a great Summer/Winter!

Regards,
Mark Dixon
President



General Manager's Report Andrew Rae

Snow wise, winter 2013 was one of the most interesting I can remember.

However, my job is not to report on snow conditions. We all experienced the same weather and unfortunately, none of us can control Mother Nature. What I can do, is report on how the association fared during an unusual season. I would like to focus not only on what can be done better (although this is crucial from a business perspective) but also on some of the great improvements that have been made in the last 12 months.



New candidate bibs
Photo: Paul Lorenz

Your shop:

I am glad that many of you had a chance to take advantage of our new snowboard DVD, alpine teaching DVD, new APSI branded clothing and the new Pro-deal section. If you have not seen any of this yet I urge you to jump on-line make your way around the new look shop and check out some of the great deals on offer: <http://shop.apsi.net.au/>



New look website

Participation:

Participation in 2013 on an individual resort or discipline perspective may have seemed dim. But when you take a global perspective on numbers as a whole in comparison to last season they were not that dire.

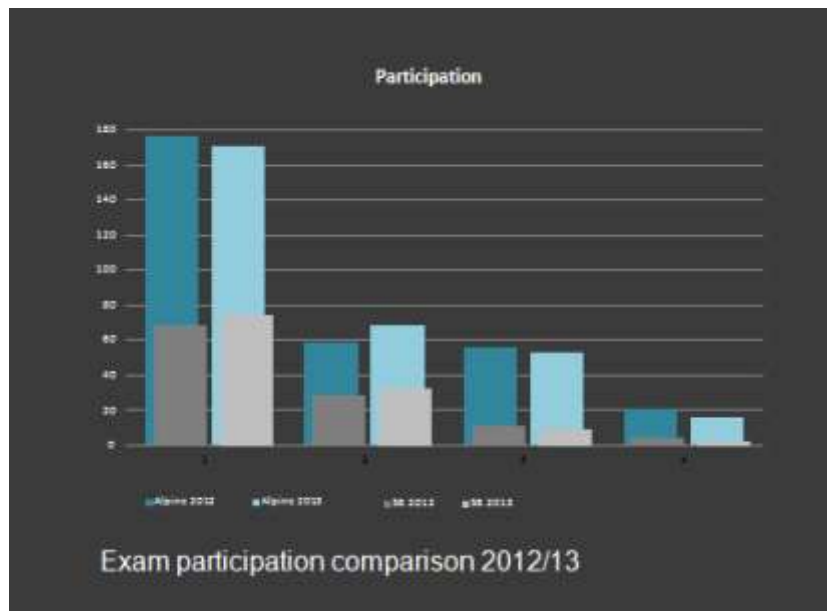
I have included a graph comparing 2012 vs. 2013 exam participation for alpine and snowboard, as they have the highest participation.

Noticeably NEW for 2013:

From the beginning of the season we were able to make some strong advances in our overall look from a branding perspective with the introduction of new look website with consistency in the color and logos that reached throughout the APSI both on and off the hill.

New Uniforms

Photo: Richard Jameson



At the close of the season course and exam participation for alpine and snowboard were only slightly down in comparison to last year. With some notable increases from alpine at level two and snowboard at both levels one and two. We also had our largest NSW Spring sessions turn out on record, which was a great step towards helping the National Demo Team get to Argentina in 2015.

Secondary disciplines like cross-over, coach courses and adaptive suffered by a larger percentage dip in participation due to instructors having less income in a poor snow year. Although this is understandable in season such as 2013, I do support the importance of participating in these so called 'second choices'. Professional development does not always have to be the next level of your usual discipline, improving yourself by attending any sort of cross training definitely improves you professionally and makes you more employable.

Business update:

From a business operations perspective, we have continued to make savings in our daily operations has allowed us to financially continue to move forward this year, even with an increase in spending at the start of what was a lower than average snow year.

This winter we saw a unique set of challenges arise from the need to either cancel or relocate courses. Although the snow conditions were the catalyst to these challenges it did highlight the need to assess and monitor our current procedures to deal with these administratively, operationally and appropriately. In hindsight the majority of these challenges could be lessened by simply following the rules and policies that the APSI already has in place. To ensure this happens next winter we will make a concerted effort to make sure all APSI staff, in-house trainers and stakeholders understand the current guidelines and that they are correctly incorporated into next year's training program.



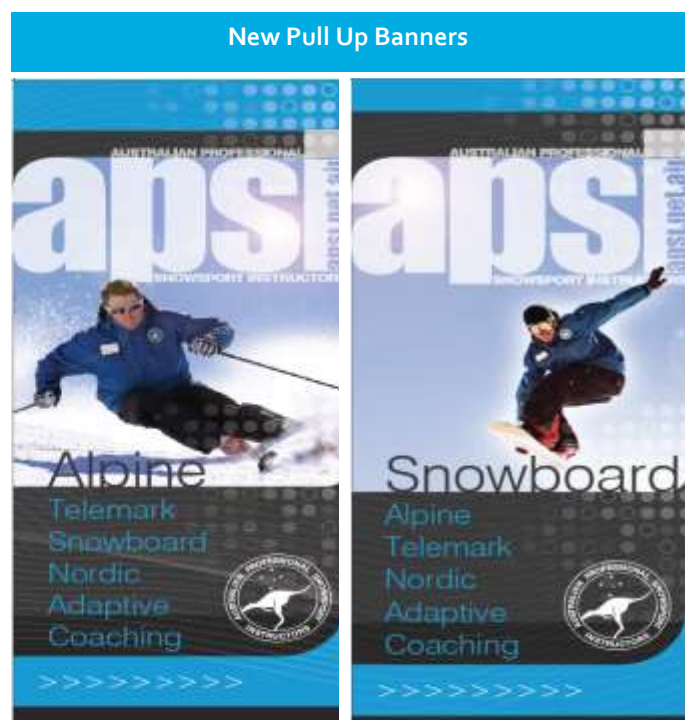
Demo Team Syncro
Photo: Richard Jameson

2014 New manuals:

This summer is going to be busy for us with both the alpine and snowboard manuals due for an update. Over the winter we received a good amount of feedback on what people would like to see in these updated versions of the manuals and thanks to a large number of high quality photos collected during National team training this winter we have the beginnings of a great set of new manuals.

Thanks to all who got involved this year and I look forward to working with you again next year,

Andy Rae.





Treasurers Report Warren Feakes

Despite a poor start to the 2013 season, causing cancellation and/or postponement of many courses, APSI is in a sound financial position at the end of the 2013 season.

We have had a peak purchasing year, buying new staff uniforms and exam bibs at a cost of around \$15,000. We purchased clothing to sell from the shop which proved very popular and has shown a modest profit already, without all goods being sold. We paid out trainers extra travel time at \$8,800 under the new repayment and wages regime to ensure trainers are adequately covered for workers compensation and their time away from work. Yet we still hold an expected operating surplus of \$18,000 compared to last year. This indicates we have just held the operating surplus position from last year.

Our cash assets stood at about \$200,000 at the end of the season after we had settled GST and Super for the third quarter of 2013. This amount of cash at bank includes ~ \$20,000 in the Interski Account and will be the cash that we need to run the APSI administration until we start getting cash flow incoming for the 2014 memberships and course and exam bookings.

An estimate of our base operating costs for the period October 2013 to May 2014 inclusive is:

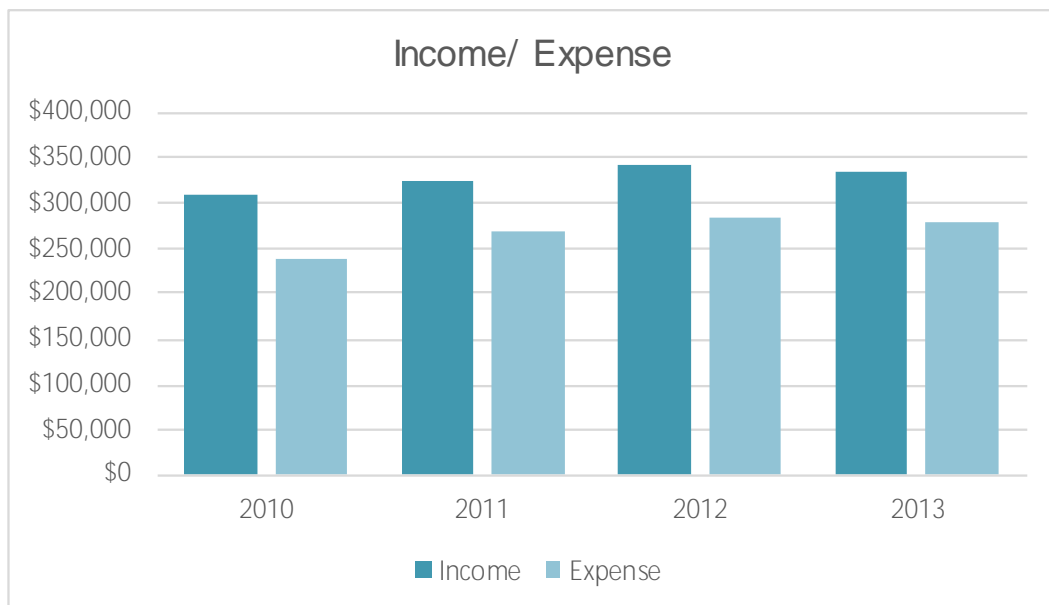
Wages, Super and Rent = **\$72,000**
 Insurances = **\$9,000**
 Office overheads, utilities and audit = **\$5,000**
Total = \$86,000

Then we must fund new manuals and trainers coordination at a yet to be disclosed cost as well as up-front costs of purchasing stock for sale in the shop.

In other words, we have held our heads above water for yet another year, even with the additional expenditure and my advice is that we are running on the minimum buffer in the bank, acceptable for an organisation of our size and cash-flow.

Next year we will be required to pay for new snowboard and alpine manuals. This is a considerable drain on APSI capital, however, we seem to be able to quickly recoup this through manual sales.

An extra audit, conducted by our external auditors just prior to the commencement of the season, gave your Board confidence that we were tracking against our plans and there had been no surprises in our down period between Christmas and season start. The Board has agreed to have an extra audit conducted each year to maintain this confidence in our Financial Management and to allow us to correctly set prices for courses and exams to ensure we maintain our modest surplus to cover operating costs.





Alpine Technical Directors Report

Richard Jameson

As an association I think we achieved much more this season than any of us thought possible in a remarkably low and late snow year. It seemed to be a season of gambling for the APSI, with courses in doubt due to a lack of snow etc. but with some careful educated guesses we gambled and won. The number of participants in our higher levels of certification seemed to be a little lower than normal, however, the number of new level one ski instructors coming into the system was still quite high.

A big congratulations to all of you that undertook a certification or participated in one of our educational events this year. These professional development events can be remarkably rewarding. Working towards your goals and making yourself better for your guests is part of it, but they also bring us together in the ski instruction community and it's the people and camaraderie that we will remember well after the season has finished.



This year the Alpine Technical Committee again worked tirelessly to provide our members with the best possible educational events and materials. Together with the help from the National Demonstration team we rolled out a new Alpine DVD to help with both skiing and

teaching training. It proved to be a hit with everyone working towards certification and we have plans to build this platform again over the summer.

We have already begun planning and writing a new Alpine teaching manual which will be released next June before the winter. Keep an eye out for this exciting new project through the website along with plenty of other new APSI apparel items and pro-deals on offer.

I hope you all have a great summer or winter depending on your destination and I look forward to seeing you next year in the Aussie Mountains.

Richard



Snowboard Technical Directors Report

Jason Clausen



With the 2013 season passed at least we can say it finished off

better than it started.

It seemed there for a bit, that we had about two or three openings and potential closings in the beginning. Once again Australia provided us with plenty of ups and downs when it came to the snow and business.

One highlight of the season was the first SSA snowboard level one coach course that was run in conjunction with the APSI. Being the first course there were some teething problems to be sorted out, but in the end the groundwork has been done for the course to grow.

Looking back at the season the results were a mixed bag. Below is the overall pass rate for the 2013 season (including re-sits):

Level 1 - 95%
Level 2 - 72%
Level 3 - 30%
Level 4 - 0%

When looking at the overall group, especially at level two, there was a very good pass rate from instructors in their second or third season. There were also a number of candidates in their first season that did exceptionally well but fell short at the finish only missing one component.

Due to the poor start to the season training sessions began later, which affected some results as the season progressed. When we experience a season like 2013, it's important that you try to attend every session provided by your resort and self-train with others as often as possible.

Levels three and four have seen a steady decline in numbers over the past few seasons, which has been disappointing to watch. Changes have been made to these levels to cater to the needs of candidates, the main one being that both these levels now include a freestyle certification. Over the year there were a number of strong candidates attending training at these levels, which is good to see. Even though the desired results may not have been achieved, I'm sure that all involved are well on their way to reaching their goals and have a good understanding of where they can improve.

The APSI certification pathway is not easy and these

levels are proof of that. Candidates attending need to be well prepared for the tasks and standard required. After ten years as technical director I hold no doubt that the APSI level four is one of (if not the) highest standard qualifications in the world. Therefore, the level three needs to set candidates up at the expected standard.

One of the biggest questions I hear is - why is it so hard? The simple answer would be: "look at the conditions we have to ride and work under, look at the length of the season and what we need to achieve in that time". On the other hand, if instructors have invested the time into training at that level, then I don't think it is as hard some might think.



Obtaining a higher qualification isn't something achieved by working for a certain number of seasons, so working for three seasons doesn't necessarily mean you will be able to get your level three. For a candidate to be successful at the higher levels a huge commitment to training needs to be made, not only during the season that the exam will be taken but also in the

seasons prior. This means attending extra training sessions, asking questions and spending time working on your lessons and teaching methods. As an instructor inspiring to improve, one of the best trainers is your self. Instructors frequently know what their strengths and weaknesses are, but too often allow them to continue. There needs to be mental strength and focus to break these habits and beliefs.

With a large number of instructors going overseas it gives a great opportunity for so many to break molds and improve. Whether it be in how you teach, assist, present, demonstrate, freeride or freestyle, it can be a fun process.

Over the past few seasons the team of snowboard trainers and examiners has slowly been declining, which also does not help when it comes to providing quality training. Over the next few seasons there will be some changes to the structure of the examining team and chances for instructors to come along and join the team.

cont. next page...

If you are interested in progressing and passing on the knowledge that you have gained, then it's important to put your hand up and let your resort know that you would like to attend Trainer's Coordination. Being an in-house trainer is a great stepping-stone for your improvement as an instructor. Not to mention how much fun it is!

Last but not least, remember you are the members so if there is anything you would like to see or developed please drop us a line.

This year saw a huge change for me, moving to Perisher after 12 seasons at Thredbo. I would like to thank Tina, Brooke, Rob and the rest of the supervisors and instructors at Perisher for making me feel so welcome and allowing the change to be so easy. Looking to the future, 2014 will be my last season as Technical Director and my 11th. So I think it is time for a change at the top. I will still be able to help out but also would like to progress myself in other areas.

There are a few of things to look out for and remember in the coming months.

*A new manual is number one on the hit list and if anyone has any ideas for the manual please feel free to contact the office.

* A complete riding USB with all the levels riding

requirements. For those that don't know there is a demo USB with levels one, two and three riding demonstrations available, which is a great tool if you are going overseas and want to compare some of your own footage. This will also be able to be updated with new additions and footage as it grows.

* Once again, there will be a mid season resit for those interested in completing their levels early 2014.

* A Snowboard coach course in both Victoria and NSW in 2014 are planned.

Remember to keep your eye on the web site to see what's happening.

I would like to thank:

Everyone who attended an APSI course or exam this year

All the snowboard, ski, telemark, nordic and adaptive trainers and examiners

The Demo Team

And finally Andy and Lexi who keep the wheels spinning in the office with plenty of grease at times.

Last but not least, remember you are the members so if there is anything you would like to see or developed please drop us a line.

Jason.





Nordic Technical Directors Report Warren Feakes

A total of ten level one and five level two candidates successfully completed their courses and exams this season. In addition, 16 Latrobe University Outdoor Education students, in their third year, completed a hybrid level one/two course followed by a level one qualifying examination. All Nordic courses and exams ran at a profit.

Nordic suffered from the seasonal weather disruptions and the Perisher level one course was never really recovered because many candidates had programmed their work holidays around the initial dates. Nordic still suffers from a lack of Victorian based trainers. I am at a bit of a loss after six years in this situation, of what to do about it although I have hopes for a couple of the Victorian based athletes who have gained their qualifications in the past five years who are leaving the 'racing' scene and, being at University, might need the pocket money.

Numbers wise, 2013 was a reasonable year for Nordic but has confirmed in my mind, a problem I thought we might have when we moved to a four tier qualification system.

It appears that level one is not a high enough



qualification to entice that sector of the Nordic Skiing world that are already at a high level of technical ability; commonly, current state or national squad athletes or past athletes and school teachers with a good skill set of technique and teaching skills. This is mostly because I had restricted level one to teaching classical technique

only when moving to four levels.

I have several choices to remedy this situation, but my aim is to maximise participation and therefore maximise market capture.

Conversely, I am also dissatisfied with the level of skiing skills of some people attempting level one. Lack of sound technique competence has the potential to slow the already tight course syllabus. The course is to teach people to teach, not to teach people to ski. I would like to re-introduce a one day skills course, possibly also open to the public, in 2014. The skills course would be a gateway but would have to be competitively priced and well marketed to be a successful product

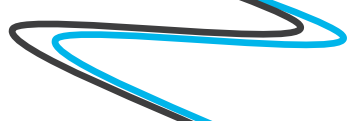
I will discuss the dual entry and skills course options with my senior trainers during the off season but will apply the following principles:

- Retain four tiers, level one through to level four
- Have two entry pathways
- Have a 'gateway' for each pathway that will steer the entrant, based on background, teaching and skiing ability to the correct gate.
- Potential candidates for level two will have to successfully complete an on-line knowledge workbook before being accepted to start the course.
- The "directly to level two" gateway will have a skills test in both XC techniques
- The "level one" gateway will have a skills test in classical technique.
- Both level one and level two courses will incorporate an exam and the level two course will be lengthened and priced accordingly.

Coaching qualifications:

I will continue to pursue the dual pathway of coach/instructor with the SSA XC coaching coordinator now that the new SSA XC committee has a dedicated nominated individual for these duties.

cont. next page...



Latrobe University courses:

Latrobe Uni, outdoor education campus runs an annual course under licence from APSI. They use APSI qualified trainers. APSI charges a flat licence fee for this but as well, gets about 15 memberships, sells 15 manuals and gets a guaranteed profit.

Nordic manual:

The three section Nordic teaching manual is now at first edition after four working drafts. I would like to consider a more professional publication for this manual for season 2014 and will explore options and report to the board for a decision on limited funding. I intend including indicative publishing costs in my Nordic budget submission as part of the Nordic TD business plan for 2014





Telemark Technical Directors Report

Richard Hocking

2013 was a quiet year for Telemark. Like other parts of the industry low snow means there are less clients and less money in instructors pockets. The late start to the season and regular clear snow events made this season a hard one for the industry. Interest in telemark courses was strong, but sadly there weren't enough candidates to run most courses this year.

Three courses ran this year, a Level 1 at Perisher, A Crossover course at Thredbo and a Level 4. The Spring sessions were popular for Telemark at Perisher with working instructors and other members taking advantage of a day of training on the hill with the Telemark Demo Team Member and of course to help the demo team get to Interski 2015 in Argentina.

Congratulations to Trevor Greenwood of Thredbo who passed his Level 2 and Phil Crumpler of Falls Ck who completed 3 of the 4 modules in the Level 4 course. Phil is an excellent skier with some fantastic ideas and will become an excellent trainer once he completes his final module.

Work has begun on the Telemark Chapter in the new Alpine Manual. The Technical Committee wants this manual to be less proscriptive and to more easily work with the clients style. I'm looking forward to seeing the final product.

The Technical committee will be reviewing the Level 1 product. Like Nordic the 4 levels do not work well with professional Telemark instruction and the Level 1 is not offering anything of significance to the professional instructor. Options include strengthening the Level 1, turning it into either a compulsory or level or one which can be skipped by skiers with sufficient skiing skills.

On a less serious note I attended Intertele back in April at Snowbird in Utah. The event was like a mini Interski for telemark organised by the Professional Snowsports Instructors of America. There is a separate report later in this Snowpro.

Hopefully like in 2004 we will see Telemark bounce back again like it did in 2014



Richard Hocking
Photo: Richard Jameson

Adaptive Technical Directors Report

Tom Mitten



The world of Adaptive skiing and snowboarding is hotting up with the Sochi Paralympic Winter Games just a few short months away and with snowboarder cross added to the event in 2014 for the very first time, there will be plenty of people with disabilities interested in coming skiing and snowboarding in the coming seasons. This should translate into more people wanting lessons with our adaptive instructors.

This year ten people completed their adaptive certification: seven from Perisher and one each from Falls Creek, Hotham and Mt Buller. Two candidates from Perisher successfully completed the exam partly on a snowboard and partly on skis. This was great to see and hopefully there will be more adaptive snowboard instructors coming through the ranks in years to come.

There was some excellent teaching on display at this year's exams and it is exciting that there are some very strong teachers testing their skills in the adaptive world.

It was disappointing, despite significant interest, that no candidates from Thredbo attended the exams. Hopefully adaptive training will restart at Thredbo again in 2014 and they can continue to bring some great instructors into adaptive skiing and snowboarding.

A big thank you to the trainers for all their efforts this year: Ursina Kradolfer and Tom Hodges at Perisher, Dean Sheppard at Hotham and Stephen Masel at Mt Buller. With them, Australia is going from strength to strength in adaptive instruction.

Don't forget: the Sochi Paralympic Winter Games on 7-16 March. Australia has a number of medal hopefuls so keep an eye out for the green and gold!



Adaptive Training at Falls Creek



PRO DEALS AVAILABLE TO APSI MEMBERS!

shop.apsi.net.au



DEMO TEAM TIPS



Tom Langtry - Alpine

Teaching for success

Consider how well you are doing the following two points in your instructing:

- Ensuring your guests enjoy each lesson by adapting your teaching style to match their personality.

- Choosing the right drills to generate the biggest change in each of your students.
- By focusing on these points and becoming better at them, my guests have gained more out of their lesson and have been more likely to return and request me for more lessons.

As we know from our training, different guests have different learning styles and we adapt our teaching style to suit. This enables the guest to learn faster and makes the lesson more enjoyable for them. Following on from this idea, we should adjust our teaching style or manner of presenting information to match each guest's personality. Depending on their personality, some guests will enjoy an instructor who is always over-the-top-energetic and some will prefer an instructor who is encouraging, but in a calmer, more confidence-building manner. Likewise, some guests want their instructor to challenge them and push them to their limits, whereas some want to stay in their comfort zone and take things easy as they learn. Each of us has our own teaching style that we naturally fall into, but you must challenge yourself to change it to suit your students. If you are not a natural **entertainer** you need to learn to become one.

By matching our teaching to suit each guest's personality, we ensure their enjoyment of the lesson. This real enjoyment of skiing with **YOU** is what will bring guests back to you for repeat lessons, and will in-tern help you form life-long relationships with your clients.

As well as making sure our guests enjoy their lessons, how do we help them get the most technique improvement? This comes down to not only matching our teaching style to their learning style, but also in selecting the right drills to generate the most change in each student. For a high-level athletic student working on balance in their bumps skiing, they could do half a dozen runs concentrating on pulling their feet back as they roll over the top of each bump, or they could do those runs with their poles crossed behind their back. **Concentrating** on pulling their feet back could certainly help their balance. Skiing with their poles crossed behind their back would be challenging at first, but would then force them to move their feet and legs differently to maintain balance. This would develop greater change in their skiing.

Of course you must select drills that are achievable and appropriate for your student's ability and physical/psychological/terrain situation. The point is that you can spend a lot of time thinking about a movement, without much changing. It is far better to select a drill which will **force** a change to be made more quickly.



Tom Langtry
Photo: Richard Jameson



James Lloyd - Snowboard

Rotating and staying aligned throughout toe side

Over the past few seasons of training in-house at Perisher and level one through four pre-courses, I have noticed that there is a bit of

confusion in regards to toe-side position when turning. As Australian snowboarders, we hold a very unique position known as 'anticipation', which we hold throughout our riding. This means we ride with our lead shoulder slightly open towards the direction of travel. This is a comfortable and natural position that enables us to ride in a stance that best sets us up for what is ahead. However, this does not mean that we ride in an 'open' position, as we still want to be our body to be aligned with the board. What I want to emphasise is that we must ensure that we rotate our body with the board, including when on the toe-side. This will ensure that our body maintains alignment with the board, helping us stay centred, and creating smooth turns.

What I do to ensure I am rotating my body and staying aligned on toe-side:

You may have heard the term 'fall line fever'. This is when a rider vision is fixated on what is directly down the hill rather than across it. This causes the upper body to stay 'open' throughout the toe-side turn forcing the rider onto the back foot and limiting the ability to steer and the amount of effective edge being used, whilst depicting a poor position. When turning, no matter what the radius is, I still look across the hill to a certain degree to enable myself to correctly complete the turn with the appropriate position. Reminding yourself to look left and right when turning will help your alignment and rotation dramatically.

I also like to feel the shin of my lead leg pressuring the front of the boot throughout the toe turn. Feeling the pressure of the boot helps my hips become more aligned with the board and makes me feel like I have a centred stance that feels strong, enabling me to have greater control and to be as aggressive or subtle as I would like.

Drills to improve these skills:

- Start with some medium radius turns on terrain

you are comfortable with. Focus on where your eyes are looking. Once your eyes are looking across the slope consistently throughout your turns you can then move on to the next drill.

- Continuing to look across the hill throughout your turns, you now incorporate feeling the lead shin pressuring the front of the boot (You can do this by flexing your ankle and knee on your lead leg). This will help with alignment on toe-side (Note that the steeper the terrain, the more pressure you should feel on the lead shin).

- Once you are confident with combining those two exercises, you should try changing the radius and speed of the turns. You may also like to try steeper, more challenging terrain.

- Other drills such as funnelling the medium turns, garlands and pivot slips are a great way to practice staying aligned with the board by rotating through the turn.

- Trying this switch will also assist your overall riding.

I look forward to seeing everyone ripping up the mountains in 2014.

Reilly McGlashan - Alpine



The back seat?

- "You are on your heels"
- "You are bending too much at the knee"
- "You don't have any ankle flexion"
- "Too much bend at the knee and none at the

waist"

- "Try and stand up"
- "Feel the balls of your feet at the initiation"
- "From the front of the arch to the back of the arch"

These might be some phrases that get thrown at you and you may have heard from your trainer to try and get you to stand over the middle of your foot. In this article I want to talk about the back seat and a few misconceptions that sometimes can be misinterpreted from candidates/guests that can quickly be defined early on and help relieve confusion.

cont. next page...

After watching guests ski down with no ankle flexion and too much knee bend, I often hear them say “I don’t feel like I am in the back seat because all I can feel are my toes and the balls of my feet when making turns.” As we all know trying to get the guest to play around with moving “forward” and feeling the ball of the foot is going to be a good thing, so in theory would this have to be forward? This should enable them to have the range of movement required to re-center and get off the heel and over the center. The trainer tells you, “you are too far on the heels” but all you can feel are the balls of your feet. Could this have also happened to you during training?

What I am going to write about next are two concepts I have come up with while training candidates and guests. These candidates/guests have expressed their feelings to me about their perception of the back seat and what they feel as opposed to what we see.

We all know that when we are doing MA the first thing in the hard focus section is “stance” and making sure the guest/candidate is in the appropriate place fore/aft to make the desired turn happen. When we watch them come down, we often see that they don’t have any flexion in their ankles, are over flexed in the knee and are possibly too straight in the waist. We explain that they are in the back seat and tell them to move forward and get off their heels...right? Well not exactly.

There are two ways to be in the back seat that have two totally different feelings, both of which result in the same appearance to the outside viewer. For names' sake I have given the names “passive back seat” and “active back seat” and these are the terms I have been using with guests and candidates for years now. I will differentiate the two.

“Passive back seat” – This is where the guest is bending too much in the knee, balancing on the heel, the glutes are highly activated, the toes may possibly be coming off the front of the boot sole and or driving the top of the foot into the top of the boot, depending on whether or not they are in the correct size.

“Active back seat” – This is where the guest is pushing down on their toes (like pushing down on the accelerator) possibly even using their toes as fingers to try and grip onto the sole of their boot. The heel comes off the ground (depending on how the boot is fitted), the calf muscle is engaged and being pushed into the back of the boot and quads are highly activated. I have taken out people’s foot beds that have an “active back seat” tendency and have found toe indents looking like they have been trying to grab to the sole of their boot.

If we look at both scenarios from the outside, both have the same visual impact.

Straight ankles + bent knees + COM behind BOS = back seat

Visually both seem to be identical but the feeling for the skier is completely different. The two different corrections that I have found to work the best for these two situations are:



Active back seat cues to fix:

- Try reaching or pulling your the toes up towards your knees (in order to stop pushing on the toes). This will close the ankle to create ankle flexion. It should also settle the heel back into the boot. Pulling the heels towards your bum. This should help pull the feet back under the center of mass and create a more centered stance.

Passive back seat cues to fix:

- Try to flatten the ball of the foot onto the sole. Try to imagine how you go from heel to toe while walking. This is a motor skill we know and can apply to moving pressure from the back of the foot to the front of the foot. Using the leg muscles to drive the feet behind us like we are walking has been a good analogy for my guests.

At the same time, try to lengthen the leg. As the leg lengthens (as long as providing appropriate bend at the waist is maintained) the two moves together can create a strong, stable outside leg, particularly in the fall line of a dynamic long turn.

The real question is in what respect are they in the back seat? Are they actively pushing themselves back?
cont. next page...

Or are they passively sitting there for the ride? I have found it to be of great importance to define the two while giving lessons or training sessions, because I always find a mix of both, and the fixes for “active back seat” and “passive back seat” have to be approached differently. How the boot is fitted has a huge impact on both of these scenarios but I will wait for another time to dive into that topic.

Which one are/were you? I know I have a tendency to be an “active back seat” guy when skiing at times.



Richard Jameson - Alpine

The Wall:
to counter or not to counter – that is the question?

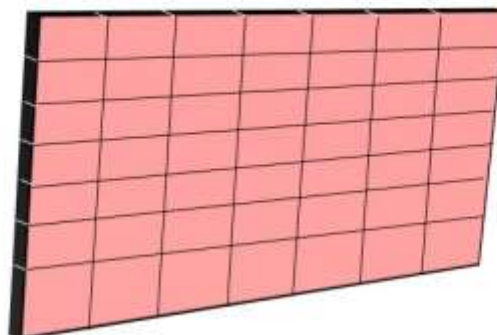
In short, we do actually need some amount of counter if angulation is to be formed and balance on the outside ski to be enhanced. It’s just how that counter is created and how much you use that that seems to get confused out there on the white stuff.

I have a challenge for you all next time you take your carving skis out and hit the crisp morning corduroy. Break the convention of thinking that counter and angulation is a byproduct of turning your legs under your hips. I’m going to give you a more imaginative way to think about skiing into a countered position in your pure carved medium turns.



In coaching circles the word “stacked” gets thrown around all too often and being square is commonly the reference you will hear to achieve it. In defense of the term counter, so that it doesn’t become a dirty word in high performance skiing, I introduce you to the concept of “The Wall”. A way of achieving the required amount of counter to produce strong, “stacked” angulation in technical slalom or GS turns with a slightly different spin.

The Wall

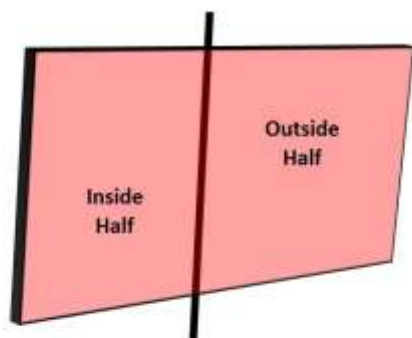


Imagine your body as a strong brick wall that has a front and a back just like your body.

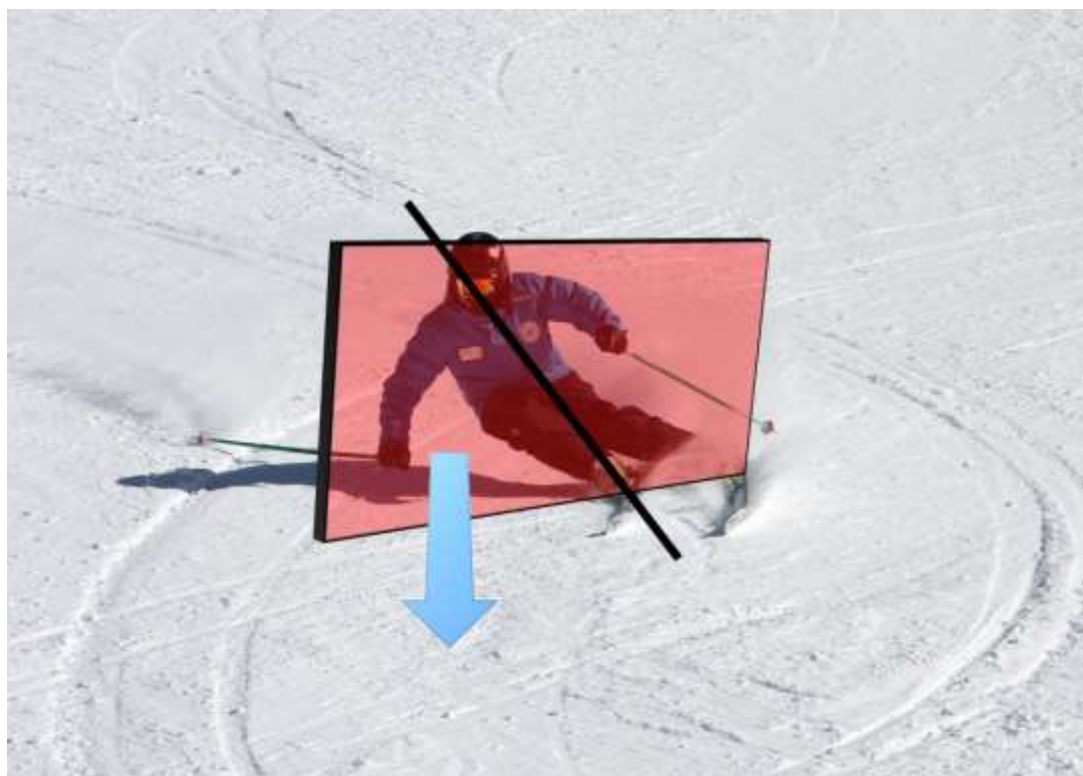


If you then think of your wall as having a left and right half, or when you’re in a turn an “inside half” and “outside half”.

Inside Half



When skiing through to the middle of your turn this inside half of the body or wall pushes slightly forward. Everything from your inside boot, knee, hip, chest and hand all push forward and slightly ahead of the outside half while remaining in a strong flat wall. The wall is now just a smidgen turned away from the direction of travel.



Driving the inside half of your body forward and through should give you the added benefit of developing strong angles through a small amount of counter without twisting your body up into a contorted, pretzel like appearance that most certainly can't deal with the high forces we encounter in this dynamic skiing. So next time you're ripping your big pure carved turns down your favorite resorts blue or black run, remember to keep your wall strong and move the inside half slightly ahead to create that strong "stacked" angulation you're looking for.

Credit: adapted from U.S Ski and Snowboard Association (USSA).



Chris Allen - Alpine

Seeking Development

Now that we have finished the winter, ask yourself 'what have I done to improve myself this season?' Whether you are chasing that next level in certification or just cruising along working day in day out, it's a healthy thing to keep developing skill and it doesn't matter that you are not involved in certification. Further development will help in achieving certification but more importantly your guests will see and hear an instructor who is keeping up with their profession.

There are many ways to develop professionally. First you need to take responsibility and **SEEK DEVELOPMENT** as it's not going to come to you. It's up to you to have a hard look at yourself (not easy sometimes) and pinpoint your weaknesses. Some key points to look at would be physical

fitness, technique and teaching knowledge - all essential aspects of our job. A good place to start would be to jump into an APSI course. It is a great way to bring you up to date and as long as you're a member of our association you can participate without necessarily planning to do an exam.

Check your fitness level. You need a good amount of fitness and flexibility if you are working toward higher levels of certification. I have found skiing can cause deficiencies in aerobic fitness, upper body strength and flexibility. When I get back into the surf (another sport I have engaged in for a long time) after skiing for four months, the difference in upper body strength and flexibility are very apparent. We can all benefit from taking up another activity to help balance the shortcomings from skiing. Surfing is my fitness balance but I can't do that in the mountains so I am looking at other ways to fill in for surfing through the winter months.

Go skiing with better skiers than you and chase them around the mountain. One of the most productive three hours of skiing I've ever been a part of started with a conversation between Richard Jameson and myself right before a level four training session. The conversation went something like this: "let's not talk to them about skiing; we are going to ski as hard as we can and the group can keep up." It gave those guys an idea of how much they needed to lift their performance. I can guarantee you those guys still talk about that afternoon and all of them have passed their level four since.

A great way improve your skiing is to video yourself and compare it to someone skiing above your level. You will see straight away what the differences are, or you can ask a trainer to have look and give you feedback on what can be improved. It was quite interesting listening to the top drivers at Bathurst this year talking about their preparation for the biggest race in Australia. A common technique they used was watching past footage, lap after lap, of drivers that had won this race before. I think that is something we

can all do for our own development, look and compare our performance to that of others who have achieved what we are seeking to achieve.

I hope we can all take up the challenge and improve our skills. It's not easy, but nothing good comes easy.



Chris Allen
Photo: Richard Jameson

Ant Hill - Alpine



The Perfect Terrain

We all look for the perfect line when freeskiing the Aussie powder or seek out the newly groomed run to get the speed up first thing in the morning. But does sticking to our routines and favourite runs really improve our skiing?

I am often testing the limits in my own skiing by training drills on

terrain that is not ideal. I distinctly remember training for my then level 2 by upping the speed and performance in ungroomed snow to enhance my medium turn, throwing a few shorties in there to test my position.

For demo's we often performed a basic Christie and parallel on the ungroomed snow. By using the variance in the snow it developed our feelings under foot. Of course there is a safety aspect of pushing the limits and when training you must be aware of what your body can and cannot handle.

However pushing the boundaries does not mean going to the extremes, it may just involve breaking your routine. If you train a particular task on a particular run when the snow is in a certain condition it would seem you're

limiting yourself. You can even mix it up with your snowplough turn, try maintaining a similar radius on varying pitches by altering the skills within steering, that is, if its steep a little more edge and rotary may be required and vice-versa when it flattens out. Or instead of radius, try keeping your speed constant over varying flat terrain by manipulating your steering developing an ability to feather the edge on and off – you will enhance your feelings under foot and begin to feel the ski rather than relying on the video.

Of course pushing the limits or trying a skill on new terrain can create some funky feelings – this is no reason not to give it a go, because the groomed run is never far away to get your feet back.



*The APSI office will be closed from
December 20th 2013
until
January 7th 2014*

***Wishing you a safe and happy holiday season!
See you again in 2014***

*The online shop will remain open and all orders
will be processed as soon as possible when we return.*

Tom Gellie - Alpine



Internal and External Cues

I have taken an interest in how I can improve the communication between myself and the student to gain more effective results in the skills of skiing and the overall performance on snow. As experienced ski instructors and trainers we know the theory, movements and the visual look of good skiing but will often get stuck on how to get that across to the student or client.

We can all relate to these cues in our lessons. “turn your legs”, “roll your ankles to get edge grip”, “feel your whole foot being pressured”. All of us have our own style and tools and will vary them according to the audience. What really matters though is how the student takes the message and then internalizes it!

I know I have experienced many occasions when the information I have given to the student has been unsuccessful or not achieved the desired result. Even if it was targeted to their learning style. I’ve also had moments when a cue I have given has resulted in greater performance. I wanted to look more into why this was so because I was seeing a common thread linking the successful cues together.

What I did was look into current sports coaching theory and see if there were any good methods out there to help me. I discovered that our job as a ski trainer is like that of writing code for a computer. We are writing code for the students brain to read. Without using the appropriate code the program wont run very smoothly.

When a skier is focusing on a new skill or reinforcing an old one they have two ways of doing this. Internal focus and external focus.

Internal Focus is to concentrate on a specific body part in movement. “Rotate your leg in the hip socket,” “flex your hip,” “move your hips laterally at the top of the turn.”

External focus is to concentrate on the outcome of the movement. “Unscrew a jar lid with the sole of your foot,” “leave a 30cm track in the snow,” “feel like a rope around your waist is pulling your hips back,” “spray snow back up the hill.”

Can you relate to these two types of cues? Which one do you use most for clients? Do you use internal or external cues for yourself in training?

Here is an example conducted by Wulf (1998) in a study relating to a skiing simulator. In trying to balance on the skiing simulator one group was given an internal focus while another group was given an external. The internal focus was to pressure the outside foot and the external focus was to pressure the wheels of the simulator (inches away from the foot). The external group succeeded in balancing on the machine far better than the internal group and with less movement and energy. This highlights that focusing on the relationship your body has with the environment is very important in learning a skill. **Focus on the outcome.**

We can do our own test with a jump using an internal and external cue. First think of flexing all your joints getting ready to jump. Then think about extending through the ankles knees and hips to Jump. Second, get a friend to hold a \$50 note up high and try and jump as high as you can to reach it. Note the difference in height between the two.

There have been many tests done on skills involving precision, efficiency, endurance, and strength. They all point to the conclusion that external cues outperform internal cues. There is even research that shows that internal cues can be detrimental in performance.



'The Choke'. When we focus on the movement itself it disrupts autonomic motor control processes that regulate coordinated movements. We interrupt processes in our body that are designed to do this automatically. I can definitely relate to this one in some of the demo team tryout runs.

In ski instructing it can be hard sometimes to measure success as we may not have a race course to go around, making a medium turn is very relative to the individual. I think it's quite unique that in the APSI we have the performance model as this tool is so helpful as it is a measurable outcome of the movements we make.

So does this mean we should only be using external cues when teaching?

Skiing is an open sport meaning that there are many ways to achieve the same outcome. Therefore focusing on the outcome is very important. However skiing is also something that does not come naturally to us. Throwing, jumping, running are all built into our system and have been programmed over thousands of years. Carving a turn isn't. You can't just tell a new skier to spray snow out to the side as they may not even realise a ski can do that. So when learning a new movement or in the early stages of skiing internal cues are very helpful in becoming aware of what we are doing. An external cue can then be used later

to help increase the performance, efficiency and accuracy of the task. Also if a task is not being performed correctly going back to an internal focus can help. For instance when teaching the traverse. Focus on rolling the ankle and knee to get the edge grip desired (INTERNAL). Now focus on leaving two **straight** tracks across the hill, the downhill track is going to be slightly more pronounced (EXTERNAL).

So I challenge you to think about the way you communicate with other instructors and guests this season. Be aware of what type of cue you are giving and when it may be time to switch from internal to external or vice versa.



shop.apsi.net.au

merino
wool
socks

Discounts available to APSI members

Paul Lorenz - Alpine

Skiing on thin ice

While we are all in this game to ski that untracked line, icy conditions play a major part in the ski industry and our role as instructors. Ice can be extremely tricky to ski and can be very off-putting to even the most advanced skiers, so much so that

many choose to hang the ski boots up early and begin après on such days.

The difficult and scary elements of skiing ice is the slippery sensation and lack of sufficient edge grip one often experiences and the feeling of acceleration or speed that ice creates. While most of us prefer not to ski when it's icy, ice does have its appeal to technical skiers and racers for its speed and amount of energy that can be created with the correct technique.

Either way, there are a few things we can do to make skiing ice a more pleasant experience, the first of which is ensuring that your skis are adequately tuned for the conditions. This is the number one most important element to skiing ice well. Most ski shops will generally tune your skis with a side edge angle of 2 degrees and base edge angle of 1 degree unless otherwise requested. This is good edge bevel for most conditions, but for extremely icy conditions I suggest looking at a more aggressive edge angle. When I know it's going to be icy, I usually ski with a side edge angle of 3 degrees and base edge angle of 0.5 degrees. This sharper edge angle allows the edge to gain more purchase and slice through even the most bulletproof surface more easily. I generally have this more aggressive edge bevel on my race skis and on a good pair of carving skis for free skiing on icy conditions.

Once you are confident that your skis are sufficiently sharp you can begin to tackle these harsh conditions with more success. While sharper skis will make it easier to gain grip, it also increases the likelihood of ski chatter. Ski chatter is that terrible sensation when the ski is bouncing across the snow sending jolts up your leg. One of the positives of chatter is that if it is happening, you know your skis are somewhat sharp. Ski chatter usually comes from abruptly edging a ski, putting it under incredible load/pressure in a short period of time. This usually happens when a skier turns the ski very quickly with little edge angle at the top of the turn and then tips the ski over quickly at the end of the turn. In this situation the pressure from the snow pushing on the edge is created too quickly, causing the ski to bounce sideways rather than travelling in the new direction.

The easiest way to avoid chatter is by tipping the ski on its edge early in the turn and progressively increasing the edge as the ski follows the arc of the turn. This allows the pressure to build gradually. By doing this the ski will change direction smoothly without a sudden hit of pressure and subsequent chatter that late edging creates. To edge the ski early in the turn a skier must change edges (from the previous turn) without twisting or turning the ski in between. Essentially the ski moves from one edge to the other before the ski tip turns down the hill. Any turning of the ski before this edge change is complete will cause a sudden hit of pressure when the ski does finally gain grip on the new edges (wherever that may be in the turn).

With a more aggressive edge bevel and earlier and more progressive edging of the skis throughout the turn, it is now time for the final piece of the puzzle! Stronger or more definitive angulation is required to balance firmly over the outside ski. A ski will only get grip with edge and balance/pressure on it. Without both of these ingredients the ski will slide. Therefore, all of the edge angle in the world will be ineffective unless the skier is balanced over the outside ski with their weight firmly distributed along the inner edge of the ski. The less sharp the skis are the more the skier will have to be right over the outside ski with a less inclined position. This pressure from above will force the edge into the snow more efficiently without the skis sliding out from underneath the skier. Some people like to use the knees more actively for edging as this allows the skis to be tipped on the edge without the Centre of Mass (CoM) moving too far to the inside. At the end of the day, if the skis are



sharp and the edge is applied early and progressively, the skier should edge by inclining into the turn with all joints as required in all other conditions. The only difference is that the skier might show a more prominent form of angulation in the hip to balance firmly over the outside ski. A great exercise to practice this on ice is the Javelin Turn. This creates the separation required to angulate correctly and forces the skier over the outside ski.

So the next time you find yourself on an icy slope or teaching a guest who is struggling with these conditions remember: tuned skis are essential, early and progressive edging is a must and stronger angulation to balance over the outside ski is required.



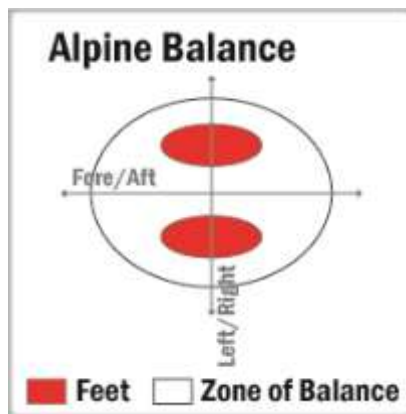
Richard Hocking - Telemark

Telemark and how it changes your balance

Telemark skiing is great fun and a popular second discipline for instructors looking to attain their ISIA stamp. Clients are also often crossover skiers and snowboarders looking for a new challenge. To telemark well skiers need to make a subtle shift in their centre of balance compared to the other disciplines.

Telemark has a lot in common with Alpine skiing and in the

APSI we teach it using the same 4 skills as the other disciplines. However by adding the telemark movement to the 4 skiing skills telemark skiing becomes quite different from alpine skiing in several subtle ways. Most profoundly the skier must change their centre of balance and apply pressure to both feet.

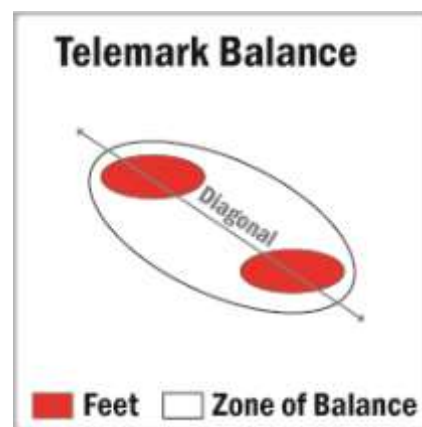


When a telemarker fails to change their balance and weight both feet they will ski using a 'fakeamark' rather than a telemark turn. The fakeamark is a common problem for many beginner to intermediate telemark skiers. The fakeamark happens when a skier exclusively weights their outside ski and lifts up their inside heel for show. The symptoms of a fakeamark can also happen when a skier does not weight the inside ski enough to maintain control at the end of the turn and returns to a parallel stance rather than maintaining a smooth telemark movement.

With a parallel stance the skier can move their centre of balance along both their fore/aft axis and along their left right axis (figure 1). In effect there is an ellipse of possible balance points around both feet before a parallel skier will lose balance and fall over. In the case of parallel turns with Alpine equipment this ellipse is larger than with telemark or nordic equipment due to the locked heels. Snowboarding has

similar balance since it uses a similar athletic stance. With a telemark stance however one foot is forward of the other foot. This results in the skier only being able to move through a diagonal axis of balance. If the skier shifts their weight forward they must also move it towards the outside foot. Likewise if the skier shifts their weight to the rear they must move their weight onto the inside foot.

With an understanding of how the telemark movement affects balance we can start to make corrections to your skiing or your students skiing. It is important that the skier shift their centre of balance from over their front foot to between their front and rear foot.



Some skiers can consciously change their centre of balance to between their feet however this is unusual. For advanced skiers asking them to relax their front leg can be enough to move their centre of balance to the correct position. For less advanced skiers practicing drills such as side slipping and garlands while they stay in the telemark stance can help them find their balance.

To telemark well you need to be able to control your balance with only one axis of movement, rather than two, otherwise you might find yourself fakeamarking!

HEAD[®]

2014 PRO DEALS

WHAT'S
YOUR
LIMIT?

HEAD has a limited time offer for registered APSI instructors to receive a complimentary **Carrera Himerik** goggle valued at \$199 with every pre-order of 2014 HEAD skis received before December 31st 2013.



Model	Sizes	Binding	Sidecut	Radius	Pro Price
World Cup Rebels iSL	155-160-165-170	FF14	121-66-106	10.7m @ 160	\$775.00
					
World Cup Rebels iSpeed	165-170-175 180-185	FF14	112-66-94	18.0m @ 180	\$775.00
					
Supershape Titan	156-163-170-177	PRX12	133-80-111	14.3m @ 170	\$725.00
					
Supershape Rally	156-163-170-177	PRX12	131-76-109	13.6m @ 170	\$725.00
					
Supershape Magnum	156-163-170-177	PRX12	128-72-106	13.1m @ 170	\$725.00
					
Supershape Speed	156-163-170 177-184	PRX12	119-66-98	15.5m @ 177	\$725.00
					

Orders should be emailed to rosbert@rosbert.com.au with a 25% non-refundable deposit. Delivery will be through nominated HEAD dealer network from May 2014 with balance of the payment due on receipt of goods.



Following a successful northern winter at Beaver Creek, my 2013 season began with a trip to Falls Creek for APSI rookie selection. The brief for selection day is 'be ready to ski, and be prepared for any tasks we throw at you'. I was fortunate enough to be selected as an APSI rookie trainer and below are some of the key moments of my rookie season.

I signed up for rookie selection two months before the snow season commenced. Knowing it would be a challenge performing at my peak on the first day of the season, I created a training program to ensure I 'hit the snow sliding'. My program involved skiing specific dry land training, daily revision of the APSI manual, and even an indoor skiing trip to SkiCity. It really turned out to be a case of 'hitting the ground running' as there was no snow and the entire selection day was indoors- the beginnings of a season lacking in snowfall. It was a busy day of presentations, practice teaches, interviews and completing a theory paper with a time constraint. Despite being a little stressful the day was an amazing opportunity to meet top instructors from resorts across Australia, to learn from each other and to get feedback from Andy Rae and Richard Jameson.

Over the following days I attended APSI staff training, then trainers' coordination - a forum where trainers set the direction for the upcoming season and share ideas. Presentations included methods for delivering feedback, ideas for developing full season training programs and technical focuses from each of the National Demonstration Team members.

Driving home from Falls Creek it began to sink in that an extremely busy season lay ahead. I had exams to shadow, courses to run, and training plans to prepare all on top of regular instructing at Mt Buller.

A highlight of my season was running the APSI level one public course at Mt Buller. Compared to other APSI courses I had run previously the

course had a different feel. Candidates had a range of goals with a general focus of skier improvement and gaining insight into the world of ski instructing. Prior to the course the five participants were unsure whether they wanted to teach. All have subsequently expressed interest in teaching next year and are planning to train for the level two exam.

From trainer to nervous exam candidate, my season also involved completing the APSI level one nordic and adaptive certifications. It was definitely a challenge being a beginner again. Going through the initial building blocks of new disciplines has given me added insight into the many ways people can enjoy the snow, along with new ways to think about technique and teaching.

The greatest learning experience for me this season was shadowing the level two exam at Falls Creek. An impressive amount of behind the scenes work goes into running each exam, which I never fully appreciated while sitting exams. This includes calibrating scores, discussing mechanics and compiling feedback for each candidate.

As a new examiner, it was an interesting experience seeing things from 'the other side'. It was clear all the exam candidates had invested countless hours into training throughout the season. Every candidate took something positive away from the exam in terms of gaining feedback, passing components, or even just learning from the process.

Finally, I would like to thank all the people who have helped me throughout the season - those who attended training, the APSI examiners who guided me through the exam process and everyone who I was lucky enough to ski with. Skiing should be a constant progression so I hope you are out there pushing your limits and learning at every opportunity. As I write this I am counting down the days to my next snow adventure, where you will hopefully see me in a training clinic, competing in an instructor race, doing a free-ride competition or perhaps just getting last runs in the rain. See you all on the slopes soon!

Rookie Report - Andrew Peppard



Hi, my name is Andrew Peppard and I have worked at Mt Hotham since 2004. It has been 10 years since my rookie season at Hotham. I remember turning up to the hiring clinic thinking I was an expert skier, that I could ski

anywhere on the mountain (or at least get down it) and that I had taught my mates a thing or two. How hard could this job be? What became clear over those three fateful days was that I knew nothing about skiing or teaching skiing.

It was the trainers at the Hotham Hiring Clinic who helped me achieve my goal of gaining "occasional" employment. We were introduced to our trainer Joe Stokes who taught me the basics of teaching; from the four skills, to the ABC's of teaching kids and the mechanics of a snowplough turn. He also told us about the APSI and the alpine level one exam. From that point on I knew that these trainers were the most important people on the mountain to help me towards my future as a ski instructor.

June 2013

In 2012 I passed the alpine level four exam at Thredbo. During the northern winter while working in Japan I helped train some friends of mine who went on to pass the level two and three exams. During the process of helping them achieve their goals, my goal of becoming an APSI trainer started to bubble away. In June 2013 I went to the rookie selection day and was lucky to be chosen to represent the APSI.

I had planned for the rookie selection day for weeks. I studied the manual, watched MA videos, prepared my presentation and got my hands on red books. I was ready. This same preparation went into my training sessions at Hotham and I quickly found that preparation was the most important aspect to training. When I was prepared training was great, yet if I wasn't prepared I didn't see the results I was looking for in my group.

Whilst I loved the training side of the "blue jacket", I found the examining side harder. I got my first taste at the Hotham level one exam where I shadowed Chris Allen. I didn't know what to expect, having never sat this particular level one exam myself. The exam was fast paced but not rushed

and once Chris had seen what he needed we moved on. During the morning I was constantly taking notes, watching and listening. When the candidates were teaching, I kept trying to picture myself as a paying guest thinking; "would I enjoy this lesson?", "would I be learning?", "is it a clear, simple and correct instruction?", "is it fun?", "does it have a theme?" and I looked for the nine lesson essentials in each teach.

Over the exam I learnt to keep my notes short, as there was not much time, and not to be scared to ask questions. The teamwork between the examining team was brilliant from discussing each candidate, asking each other questions and making sure it was the right result for each candidate at the end of the day.

July

Richard had spoken to me shortly before the July level one course and exam at Thredbo. "We may need you to go to Thredbo", he said. "WHAT?" I thought this year was about shadowing exams. So feeling very excited and nervous, I headed up to Thredbo. I arrived at the APSI office, which I would call home for the next three nights and settled down. Being ultra-prepared I arrived at Thredbo at 7:15am and ended up wandering around in my blue jacket, looking lost and having no idea what I was doing. I made myself at home at Friday Flat Cafeteria and waited. As the candidates started to arrive, I remembered that Lexi had emailed me a list of names, so I opened it up on my phone and started to check off candidates as they came in.

Reilly soon arrived which helped settle the nerves and we got stuck into the course. Despite the weather, I had a great time in Thredbo. It was a truly great experience training and examining candidates away from my home resort and catching up with friends who I don't normally see during the Australian winter. I hope to be able to travel to different resorts in the future and have more great times.

September

In September the alpine level two exam was held at Falls Creek. Hotham had 10 candidates sit the exam and I had worked with each of them extensively throughout the season. During the season, through working and training sessions, I had built a friendship with each of them but for now I had to put on my examiner hat. I was on the other side, in my Blue Jacket, notebook in hand and just as nervous as the candidates. Taking a fall on the second run of the first morning didn't help me

either! As I watched and marked the candidates with Richard and Scott, I found it challenging to remove myself emotionally from the Hotham candidates. Watching them ski and knowing all the hours of work they had put in and not being able to give them a high five or a hug after their runs was the most difficult part of the examining process for me, but there was plenty of time for that after the presentation.

Once again, similar to the first exam back in June, the most outstanding factor I saw during the exam was the way the examiners worked together. Teamwork was a constant throughout, from helping getting bibs ready, discussions about candidates, juggling car parks and nominating the rookie trainers for coffee runs.

Overall the 2013 season was a huge learning curve for me. Whilst the snow may have held out on us, I had a fantastic time as a rookie trainer/examiner for the APSI. Whatever the future may hold for me, I look forward to continuing to work with the APSI and the privilege of being a part of such a professional organisation.



Photos courtesy of Scott Birrell



SIX5ONE⁶⁵¹ ONE[®]
 FASHION FORWARD CULTURE

sickstickz
 .com

Sunnies &
 T-shirts
 50% off
 Pro Price

Ski Poles
 20% off
 Pro Price

See APSI pro deal page for pricing and designs:

Sick Stickz - Six5One T-shirts - Six5One Sunnies

To order contact Philippe – email philippe@a651company.com.au or call 0403 772 282

Limited stock available - \$10.00 shipping per item Australia wide)

2014 Japan Courses & Exams

apsi.net.au

2014

Discipline	Event	Date/s	Price (inc. GST)
Alpine	Level One Course & Exam	12 th – 15 th February	\$880.00
Alpine	Level One Exam	15 th February	\$245.00
Alpine	Level Two Course	18 th – 20 th February	\$375.00
Alpine	Level Two Exam & Resit	23 rd – 24 th February	\$465.00 or \$115.00/resit
Alpine	Level Three Course	10 th – 14 th February	\$630.00
Alpine	Level Three Exam & Resit	24 th – 25 th February	\$465.00 or \$115.00/resit
Alpine	Level Four Resit	25 th – 26 th February	\$115.00/resit

The APSI reserves the right to reschedule or cancel an even due to snow conditions of insufficient candidate registrations. Please see apsi.net.au for full terms and conditions.

Supported by:



Snowboard Sodergren Scholarship Report

Sarah Beysberger



It's not a secret to anyone who has spent time working at an Australian ski resort that the weather can be unpredictable and at times it gets a little crazy with 2013 being a particularly wild

winter having more rainy days than sunny ones, but you can't let the weather be an excuse. This winter I was juggling uni in Melbourne with instructing and training for my exams and I didn't want to waste any chance I got for on snow time and couldn't afford to let the weather deter me from getting out there.

One thing that was super important for me when the elements turn it on was to have a great support network around to help motivate and encourage each other to go out for those extra couple of runs, or spend an afternoon studying up on some progressions together. It is always a lot more fun than doing it alone and usually (for me) a lot more productive. Some great advice I was given in relation to my training was to train the movements, forget the tasks, practice your 4 skills and if you can get them right, the tasks will come. Make every edge set, garland, bump and switch run count. In conjunction with on snow training something we all should all try to put more emphasis on is what we can do while the lifts are closed. Stretching and yoga are already important to me but getting to the gym and doing some resistance training to improve my strength and power is up there on my list.

As always it's the people in the industry that make the season great. Fellow instructors, the guests, lifties and the guys behind the bar; this community that is created as a result for a joint passion of Snowsports is one of my favourite things about living on a mountain. There are a lot of people that made this particular season possible for me. So a big thank-you to Kristy for the long haul from Falls to Jindy and back, Nina for all your hospitality, the friends in Jindabyne and Mt Hotham who had me a place to stay while on course, and of course to the APSI boys for running the training and exam days.

Also a big thank you to the APSI for offering this opportunity, it was a great chance for me to write out and reflect on my instructing goals and how I plan to achieve them. I was not lucky enough to personally know Mim and Mike, but after being awarded this winters Sodergren scholarship I found everyone sharing stories of them with me.

To be out on the mountain riding and training in their spirit was a great honour to which I hope I did them proud. Receiving the scholarship meant that I got to meet a great bunch of great people on course, it is such an intense five days that you can't help but build a bond with the other candidates. This type of networking is invaluable; creating contacts within the industry as you never know when you might need a referral from a friend or a heads up for room to rent or some inside advice on a job you are trying to land abroad.

Unfortunately I did not successfully pass all components this time around; I did however come away with a great experience. I thought there was a lot to take in from the course but the amount of learning and discovery that comes out of a three day exam is enormous. For next winter it is very clear for me the areas that need the most improvement, and I will be working hard on these during my time in America. I also need to learn to control my nerves under pressure and trust that I have done enough to prepare myself and try to relax a little.

I look forward to continuing to welcome people new to snowboarding and continuing to help improve their skill as well as my own. Let's start the snow dances early in hope for a ripping 2014.





Alpine Sodergren Scholarship Report Giddy Brandauer

I'd just like to thank the APSI for this opportunity. I was fortunate enough to know Mike and Mim personally, as the

Thredbo community at the time was like one big family. Growing up in Thredbo the ski school was very much a part of our lives as my father Kurt Brandauer worked for the ski school for around 20 years. Seeing as my parents managed the Black Bear Inn, it was natural that it became a bit of a hot spot for locals and resort staff. Mike and Mim came to Australia in the mid-nineties after Brad and Monica Spalding moved up from Falls Creek to take over the management of the ski school. Mike and Mim took advancement in the ski industry seriously, they were always encouraging young instructors to progress and develop their skills.

Growing up in Thredbo was unique, the mountain was my backyard and the staff were my family. There were always instructors working at Black Bear so many of the relationships that were built at the Bear are still standing today and carry across continents. I was 8 years old when the land slide tore a hole in the mountain, when 1000 tonnes of liquefied earth and debris came down the slope. That was the day Thredbo changed for me forever, Oskar and Aino were like our grandparents. Mums best friend Tony Weaver was also taken in the slide with his brand new truck the only thing left standing.

After the land slide the community was heartbroken and a few families started moving

away, us included. In 2010 I went through the hiring clinic at Perisher and received a position in the kids program. I have been working on the kids program at Perisher for the last four seasons and have worked in Canada at SilverStar Mountain in their children's program as well. Teaching children is very important to me and I believe it is the fundamental point in keeping our industry alive.

When I received this scholarship at the start of the season it meant so much to me to represent not just an inspiring couple like Mike and Mim, but all the great people we lost in the slide that day. This season was a bit of a rollercoaster for me. I made great progress with my skiing and was putting in all the effort I could training 2-3 full days a week and mornings and afternoons around work, I wanted to show that I deserved this opportunity and was prepared to put in the work needed to achieve my goals. My training came to a sudden halt on the 20th of August during a training day with Andy Rae. We were working on being more aggressive and after one of my best runs I was skiing on the flat back to the T-bar when I caught an edge and fell, spraining my shoulder and having to be on rest for 3 ½ weeks. Knowing that I would be off snow for so long close to the exam date I made the decision to pull out of the exam. I proceeded to work on and off for the rest of the season and then made the hard decision to pull out of the northern hemisphere winter to recover fully for next year.

Next year I hope to come back stronger and reach the goals I was striving for this year.

Keep up to date...



Find us on
Facebook

To be or not to be A Sodergren Scholarship applicant

Tom Mitten

To be or not to be...a Sodergren Scholarship applicant. You don't have to be William Shakespeare to apply, but you do have to address the criteria to create a successful application.

Depending on the level and discipline you are applying for, the value of the scholarship can be worth around \$2000. That means that if you're successful and you've spent, say, ten hours on your application, you've earned at a rate of \$200 per hour. That's not quite at a Bill Gates or Gina Rinehart level, but it sure beats a snowsport instructor wage. So it's worth putting a bit of effort into your application.

To make that effort count you need to make sure you address the criteria set out in the scholarship guidelines. There are only four criteria and one of them is that you're a current financial member of the APSI, so that should be pretty easy to tick off. That leaves only three other criteria to meet – no worries! Those three are:

- **Commitment to personal education, training and accreditation in the snowsport industry**
- **Professionalism and image**
- **Contribution and service provided to the industry**

Here are a few tips that will help you address the criteria as clearly as possible.

The Board of Management (the people judging the applications) may not know you personally. Don't assume they know that you've won the award for most professional instructor at your resort for three years running. You need to tell them.

Once you've explained how you're the most professional instructor at your resort, you need to prove it. That means providing evidence. Include a copy of the certificates. Ask someone at your resort to write a letter explaining why they, and everyone else, think you're super professional. Find a copy of a letter one of your guests wrote to you or your snowsport school about you. I could tell you I ate one hundred gyoza in one hundred minutes, but you're not going to believe me until I show you the video. So provide evidence.

Finally, stay on topic. Flattering the judges and telling them what you think of the APSI system is great, but if it's not addressing the criteria, it's not getting you any closer to being the successful applicant. The Board of Management always welcomes your feedback, but this is not the right forum. Send one of them an email or give them a call. Remember, this is your main opportunity to show the Board of Management how you meet the criteria for the scholarship, so make sure you're answering the right questions. If you're finding it difficult to stay on topic, headings are a great way to help.

This isn't intended to scare you off applying for the Sodergren Scholarship – you don't necessarily have to be capable of writing a PhD. It's intended to help you put together the best application you can and give you the best chance of being a Sodergren Scholar. And remember, you could earn the equivalent of \$200 an hour, so have a good old crack.

2014 Sodergren Scholarship applications are due by April 30th 2014

*You can submit your application:
by email to apsi@apsi.net.au
or by mail to Po Box 131, Jindabyne, NSW 2627*

SKI & SNOWBOARD COACH LEVEL ONE COURSES

APSI are endorsed to deliver these courses on behalf of Ski & Snowboard Australia. The SSA Coach Level One Course covers how to deliver a basic coaching program for the current active disciplines and sub disciplines.

With large participation at the entry level of snowsports, the level one coaching course is aimed at providing suitable skills to those coaches who are working with riders at this level of the athlete pathway.

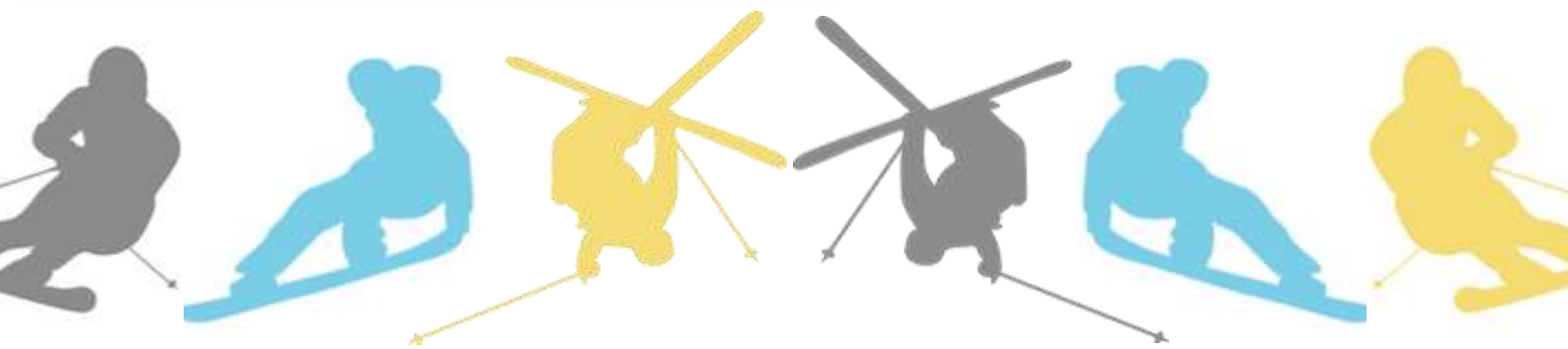
The aim is to provide a basic level of competition skill and knowledge of the discipline, consistent with SSA's respective discipline Long Term Athlete Development Model.

On successful completion of this course, a Level One Ski/Snowboard Coach will be able to:

- Explain the roles and ethical responsibilities of the coach.
- Assess and manage the risks of coaching.
- Plan and organise a safe, enjoyable and efficient training session appropriate to entry level athletes.
- Develop strategies to work and communicate effectively with parents, officials and resort personnel.
- Utilise a range of communication, teaching and behaviour management strategies to help athletes learn basic skiing skills and tactics consistent with the appropriate phase of the SSA LTAD model.
- Develop fundamental skiing drills and tactics for entry level athletes.
- Provide feedback relevant to the discipline to skiers regarding basic technique, consistent with the appropriate phase of the relevant discipline SSA LTAD.
- Cater for the physical and social development of athletes consistent with the appropriate phase of the SSA LTAD model.
- Understand the basic competition rules of the disciplines included in this course.
- Maintain appropriate course set and terrain for the disciplines included in this course.



AVAILABLE IN 2014



Falls Creek Report

Tom Langtry (Falls Creek Adults Supervisor & APSI Representative)

What a cracker of a season. Falls Creek has been fortunate to enjoy beautiful white strips of snow in-amongst the grass as we roll into the final weekend of season 2013. Some revamped program formats, in particular in the children's department, have seen a nice growth in the 'guest experience' department in Falls Creek. This combined with a heroic effort from the snowmakers and groomers have given us some of the best snow conditions in Australia, and help us all enjoy ourselves despite a lot of tough weather.

This year Falls Creek played host to trainer's coordination as well as Level two, three and four alpine courses and the Victorian alpine exams. A special mention to our race and events team who were able to provide dedicated hill space for GS training for our in-house training through the season, as well as on the Level four race and freeski course and also a great race set up for the level four exam.

We hope that all instructors from other resorts that visited us through the season enjoyed their time here, and we look forward to welcoming you back again sometime.

Spring sessions in Falls Creek were a great success with good weather, small groups and fun training over the weekend of September 7th and 8th. Saturday night included Stingray Lounge hosting the Australian Demo Team fundraiser and 'snaffle.' Thanks to all who came along and helped the team's efforts in getting over to Argentina in September 2015 for Interski.

From our snowsport director Mr Titus Gius: "Thanks to all the APSI trainers and examiners for their ongoing efforts in helping run a very professional training and exam program. We were very happy to welcome everyone to Falls Creek this year and wish everyone the best for their ongoing professional development."

With Myoko and more powder on the horizon I wish everyone a good summer/winter, and look forward to seeing you on the slopes back in Oz in 2014.

Thredbo Report

Hayden Lawn (APSI representative)

It was a season of highs and snow lows, but with the lack of snow the spirits at Thredbo were still cranking. The season kicked off training wise with the elite course for skiing and snowboarding. There were trying snow conditions and lack of terrain early in the courses. But all the more reason for the elite to work on their APSI skills and teaching, which I believe makes APSI one of the top teaching, ski and riding systems in the world.

Re-sits this year were moved back to allow for the best conditions possible, which did definitely help some candidates with successful passes in ski and snow board.

During the elite courses there was the level one pre courses and exam. The results spoke for themselves. It was a 100% pass rate for ski and snowboard. Well done to everyone that made this possible, especially the candidates for their hard work.

After the school holidays it was back into training mode again with in house training for the level 2 pre courses and pre courses for level 3's and 4's in NSW and Victoria.

APSI is still seeing good attendance in most discipline for courses and exams. It is up to everyone to keep the APSI moving forward with motivating your peers, colleges and friends to sign up for courses and exams early (including international). Australia has a very short season and we do need to be organised money and time wise to get our levels. People going for level 3 and 4 let's lead by example.

Saying that, congratulations to the people that passed their levels and for those that are re-sitting; well done to you too.

Thanks Thredbo for your continued support with supplying free training for the level one and level two pre courses, and all the other required training hours APSI requires for all levels. It does add up to over 200 hours of free training. It was the perfect season to train, because lets face it, it wasn't the best season for free riding. Saying that August did have some amazing snow falls. This is where Thredbo could actually show its true colours as I believe Australia's best free ride resort.

Being my first season at Thredbo I was very welcomed into the team. The management, trainers and instructors are up there with the best I've worked with over my 22 seasons of instructing.

I hope everyone will be refreshed and charged for another great season at Thredbo for season 2014. Hope to see you all there. Thanks and stay Ripping.

Congratulations!



Errol Cockburn

2013 APSI Alpine Level Four
Top of Exam

2013 Alpine Level Four Recipients

Errol Cockburn	Thredbo
Jamie Dickson	Hotham
Trevor Greenwood	Thredbo
Chris Lewczynski	Hotham
Luke Marshall	Falls Creek
Jarra O'Brien	Hotham
Michaela Patton	Fall Creek
Matthew Smith	Buller
Kenton Williams	Thredbo

2013 Snowboard Level Three Recipients

Lindsay Alexander	Thredbo
Aaron Gorrel	Thredbo
Ouchy-Tonia Wirth	Thredbo

2013 Top of Exams

Alpine Level Three

NSW	Sam Fung	Perisher
and	Sebastian Freihofner	Thredbo
VIC	Coen Bennie-Faull	Hotham

Alpine Level Two

NSW	Angela Pope	Perisher
and	Christopher Windsor	Thredbo
VIC	Shane Guest	Hotham

Snowboard Level Two

NSW	Shannon Phillips	Thredbo
VIC	Melissa Brandner	Hotham

*Congratulations to all the candidates
that passed this year!*

*Unfortunately there are too many of you
to list here.*



—SNOWPRO—

APSI GRATEFULLY ACKNOWLEDGES THE SPONSORSHIP
OF THE FOLLOWING ORGANISATIONS



APSI PARTNERS

