



AUSTRALIAN PROFESSIONAL SNOWSPORT INSTRUCTORS

SnowPro

June**2015**edition

CONTENTS

JUNE 2015 EDITION

President's letter.....	Page 1	How to pass an exam	Page 14
Office notes	Page 1	Opening the door to learning	Page 16
General manager's report.....	Page 2	Seeking development	Page 19
Financial report	Page 4	Shaping the guest experience	Page 20
Alpine Report.....	Page 6	APSI Ski trainer on holiday	Page 23
Snowboard Report	Page 7	Thank you to Macca.....	Page 25
Interski	Page 9	Improving nordic ski instruction	Page 28
AGM notice.....	Page 10	Sodergren scholarship recipients	Page 25
Nomination form.....	Page 10	Calendars	Page 30
Proxy voting form	Page 11	Alpine.....	Page 30
Articles		Snowboard	Page 31
Building a lesson.....	Page 12	Nordic.....	Page 32
Confessions of a mountain biker	Page 13	Telemark.....	Page 32
		Adaptive	Page 32

If somebody in your class
is **just not** getting it.

Get it.

The APSI Snowsports App.



comingsoon

PRESIDENT'S LETTER

MARK DIXON



Dear Members,

Welcome to the 2015 snow season and I hope you all had a wonderful Summer or Winter.

[The APSI is looking forward to a busy and exciting year. A few updates leading in to the season:](#)

- **I am happy to announce that the APSI is in a good financial position leading into the 2015 season.**
- **2015 Interski Congress in Ushuaia, Argentina we are sending a very strong and dedicated Team representing Australia to this world wide Snowsport event.**
- **On-line shop, will continue to focus on updating and improving all our services to you the members. Keep checking for Pro deal updates and specials!**

- **APSI will soon be announcing an app for Snowsport Instructors.**

I am proud to be the President of an organisation that has, and continues to produce many great instructors. I would like to thank everyone who works and supports our Training and Management Organisation for the APSI.

[Make it fun and have a successful snow season!](#)

Kind Regards

Mark Dixon
President

OFFICE REPORT

LEXI COLVILLE

[Welcome back for the 2015 winter season!](#)

Somehow, between a trip to Whistler for Christmas and enjoying Lake Jindabyne I've been able to do some work this summer!

The main focus this year was our exciting new project (which you'll hear about later) and travel arrangements for Interski, but also improving office procedures so we can help you as quickly as possible this season. Andy and I are continually discussing office procedures and looking for solutions to weaknesses as they become apparent. However, if you have any suggestions for improvement we'd be open to hearing those too.

As always, please don't forget to pay your membership fees for 2015. You can check your membership and certification status at any time in the APSI shop by logging in and going to 'my



membership'. While you're there, if you can please update your employment details by clicking the 'edit' button under membership, that would be great. Knowing which resort you're working for helps with administration in the office.

[Thanks and please drop in to the office for a visit if you're in Jindabyne this winter!](#)

Lexi

GENERAL MANAGER'S REPORT

ANDREW RAE



WELCOME TO WINTER 2015.

This winter will be a big one, with Interski in September, a new instructors APP and plenty of training options available on the calendar. I am looking forward to getting on the snow and catching up with as many of you as I can.

After reflecting on the past year I would like to borrow a quote from our treasurer, Deborah "The APSI is in a strong financial position". From a business perspective this is good news, and has a lot to do with the huge interest and uptake of last year's new colour manuals, as well solid numbers in participation over a good snow year.

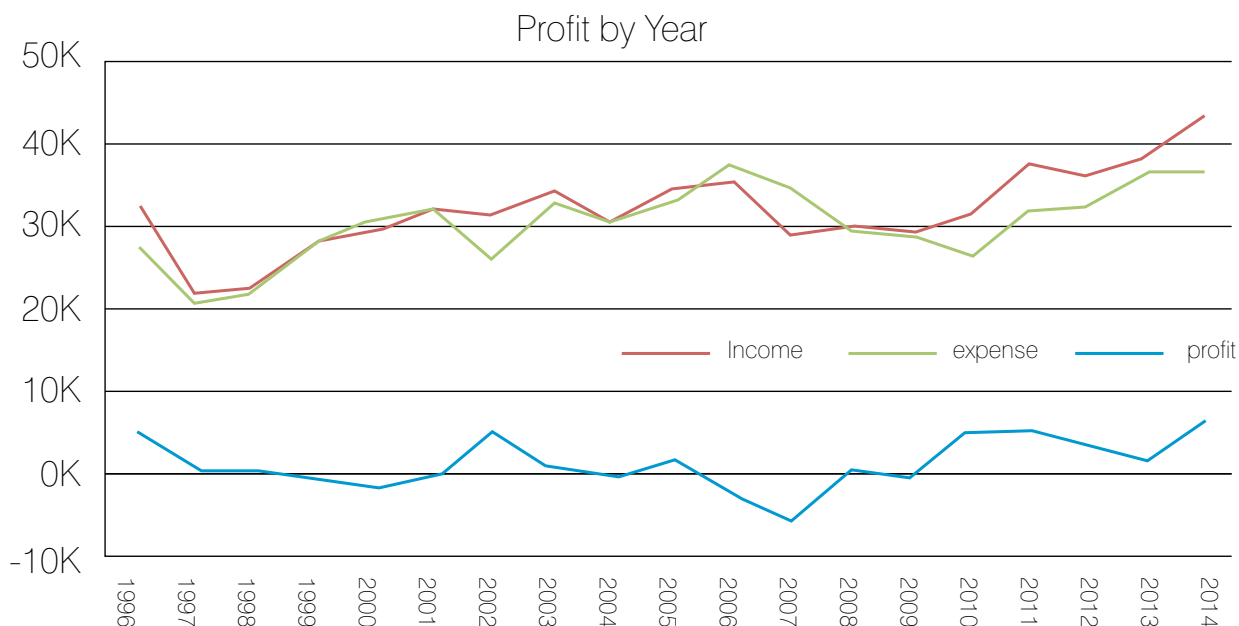
But does this mean the APSI has an excess of funds? The answer to this is NO.

Let me explain by using the graph included in Deborah's report which shows the relationship between income, expense and the resulting profit over the last 19 years (Source: APSI audit reports).

If you look at the expense line you will notice that over time it rises & falls above & below the income line dependant on the result of participation (our largest income stream) and expenditure (large purchases such as uniforms, manuals, website upgrades, interski etc.), and not forgetting fluctuations in the number of employees at each resort needing training and, of course Mother Nature.

In short, this means that if we have a poor season with low participation, the fine line between income and expense will flip from its current situation.

Over the last 3 to 4 years the APSI Board has been working very hard to balance income and expenditure to ensure that there is enough money in the APSI bank accounts to cover the cost of business throughout the summer (when income always drops well below winter levels). We also need to hold some in reserve for a poor winter, future product development and any major projects. To help achieve this result t a lot of people have volunteered their time, accommodation space and expertise, all of which we value highly..



With an association like the APSI, volunteer work will always be integral to the success of what we can provide our members. However when work is done on new projects it is also good to pay not just for the professional services that we have to inevitably outsource but also for the time and expertise our own members have put into those projects..

Sometimes the people who help to make these concepts happen are forgotten and I would like to take a moment to thank all those people now. Whether it was volunteered time, as part of their role on the board or as paid work, these people have all contributed to our current success. We are a comparatively small instructor association but have been able to do a lot over the last 19 years.

Our current strong financial position has allowed us to work on some large projects over the summer; some a little mundane from a user perspective, like website updates or legally written terms & conditions. Others will give instant assistance to our members, like the new instructor APP, new technology that can be used to aid your lessons in real time, not unlike having the most experienced trainer whispering suggestions in your ear.

I suppose the concept of the APP really started with the introduction of the instructor pocket book in 2012 and now, with Interski on our doorstep, it has snowballed into something far more exciting. The plan is that the first winter of the APP will be alpine-specific, and we will roll it out to other disciplines in the future.

Member support for new innovations like this APP is paramount to their success and helps to drive more ideas. For example, this winter we again have access to great deals through the APSI pro-deal page. I urge you to make the most of this and buy through



the pro-deal program or, over time, the businesses involved in the program will not see a benefit (ie no sales) and will therefore drop out. This affects the benefits we all gain from our membership.

I would also like to remind you all, as members, that it is your ideas and input that help to drive innovation and success, and ask you to continue to forward any great ideas to the Board.

If you consider how much has happened in the short 20 years that I have been a trainer for the APSI, I look forward to the future and seeing what more we can do together.

FINANCIAL REPORT

DEBORAH SHAW MEEHAN - TREASURER

OVERVIEW OF APSI FINANCIAL PERFORMANCE 2014 AND EARLY 2015

The APSI is in a strong financial position. At December 2014, the APSI recorded a profit of \$67,470.13 for the year, although this figure has not yet been confirmed by the auditor.

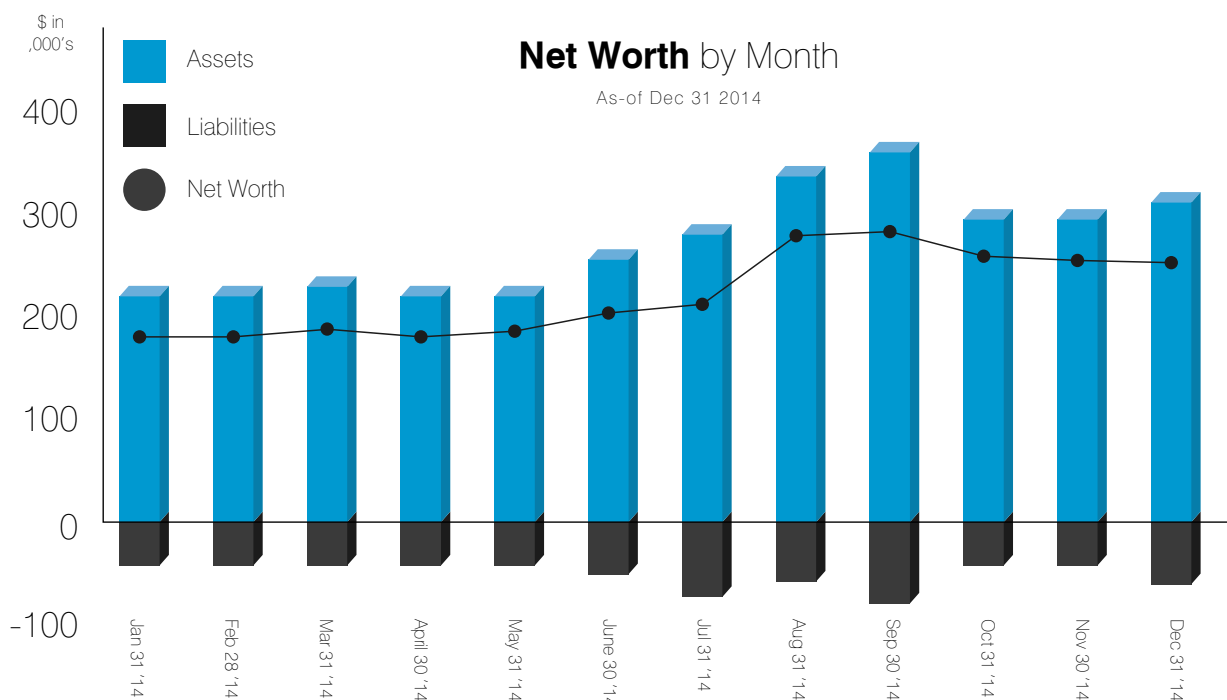
APSI's assets are predominantly cash held in bank accounts. Therefore as you would expect, assets grow during the season – observable in the green columns in the graph below. With the profit in the bank, net worth grew over the course of the year. The yellow dots reflect changes in APSI's net worth throughout the year.

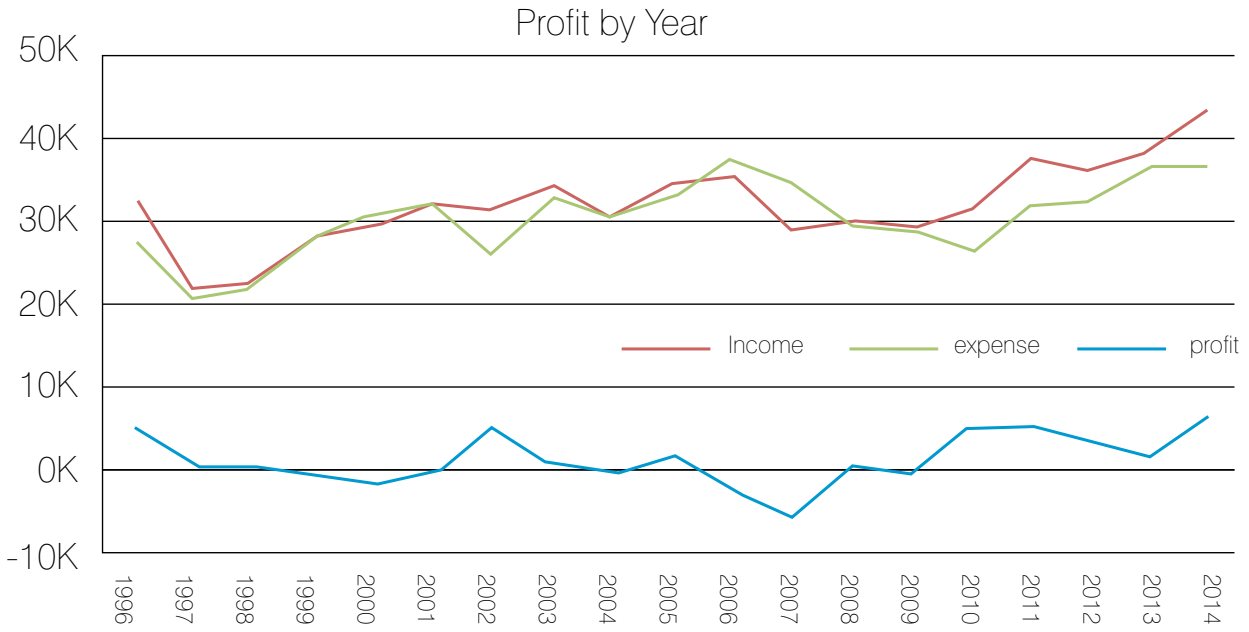
Once the final profit is confirmed, 25% will be transferred to the Interski account, in accordance with the decision made at last year's annual general meeting. We expect net worth to decrease this year, as the cash savings for Interski will be spent

in 2015, supporting the team's attendance at this important international event at Ushuaia, Argentina in September. The APSI is keeping a close watch on its spending to ensure that the organisation remains strong and viable. In addition to the annual snow season, there are other factors that impact on the APSI's finances. The APSI plans spending strategically to ensure, for example, that uniforms, manuals and the website are refreshed, the APSI team can travel to Interski, and benefits to members continue to improve.

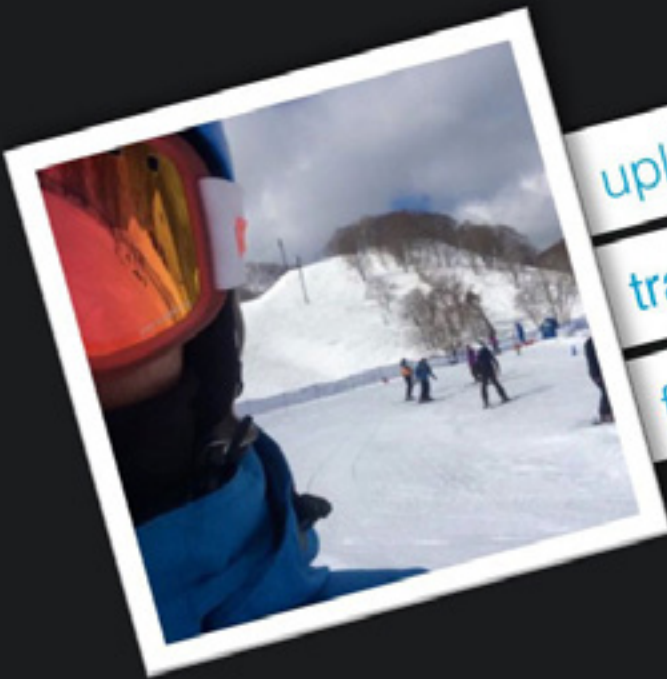
It is likely that the APSI will record a small loss at the end of this year (December 2015). This is nothing to worry about, and is in line with expectations for this Interski year. Sending a team to Interski to represent you, and the quality of Australian snow sport instruction, is a significant expense that the APSI has accommodated in its planning. The graph below tracks profit and shows the highs and the lows of our financial situation over the last almost twenty years.

Please continue to support fund raising efforts to minimise the impact of this expenditure on other strategic goals.





“trainYOURselfie”



upload your best

training selfie

for your chance to win!

https://www.facebook.com/APSI.Inc/app_610925878965605

ALPINE REPORT

RICHARD JAMESON
ALPINE TECHNICAL
DIRECTOR



An exciting season ahead of innovation, hectic training schedules and ground breaking events. The team here at the APSI has been working hard over the summer to string together what will be a huge year for our members and instructors around the country.

The lead up to Interski Argentina this September has already started to deliver. The preparation phase for the event unlocks many key thoughts and ideas on what we do well and how to improve moving into the future. The demo team and technical committees all work in collaboration to string these thoughts together with 1 goal in mind. "How can we help our colleagues and fellow instructors continue to improve their skills and knowledge to produce great experiences for our guests?" Keep a look out for some new products coming your way soon to

help you deliver these exceptional experiences this season.

The inaugural southern hemisphere event has produced some unique challenges for our programing this year, forcing us to push the training calendar forward slightly. This will mean training plans and preparation will be paramount for instructors undergoing certification courses and exams. Keep a clear goal of what you want to achieve this season with your training and start the process early. That means starting now, with pre-season fitness training and dialling in equipment so you can hit the snow running when we get that 2m base in June. Anything is possible if you want something bad enough and work hard to achieve it!

Good luck with your 2015 season and I look forward to seeing you all out and about in the Aussie resorts this winter.



SNOWBOARD REPORT

ADAM FEDERICO
SNOWBOARD TECHNICAL DIRECTOR



2015 PRE-SEASON SNOWBOARD REPORT

After what can only be described as some incredible snowfall during the 2014 Australian winter I headed over to the Park City, Utah with high hopes of a good snow year after three pretty disappointing winters previously.

If anyone visited the Western US or Canada you will have more than likely experienced some of the worst snow conditions ever seen with scores of resorts closing mid-season in California, Washington and BC in Canada. I even heard that one resort in BC failed to open at all the entire winter. Europe struggled early too with a number of the early season world cups having to be cancelled due to lack of snow.

Thankfully in mid January I had the opportunity to escape the US to Japan (which was about the only place in the world that had good snow) and run the first ever APSI snowboard courses and exams conducted over there. Participation numbers were a little lower than I expected but what did run was well received and gave us some good exposure and the future is looking bright over there as numbers of Australian instructors heading there continue to grow.

We ran a level one course and exam, two NTC days for the international schools in Niseko, an exam prep day and a re-sit day for levels two and three. After gauging interest from the schools we decided to put a level three course on the calendar also but due to a number of different reasons we did not get enough people to sign up to run the course. When we realised it wasn't going to run we decided to try to put together another level one course and exam and had a huge amount of interest but due to the short

notice we ultimately weren't able to make it work.

The expectations for the first time were low as when the alpine guys started running courses and exams in Japan it took a little while to get started and gain momentum but I feel like we learned a lot and we can continue to grow in Japan and be more successful in the future over there. All in all it was a fantastic experience and I'm looking forward to heading back. I have to give a huge thanks to Andy, Tareesa, Mikey, Pauly, Macca and Lexi for helping to make it happen, without those guys and their help it definitely wouldn't have been possible.

Towards the end of the Northern winter I also had the opportunity to get along and shadow an AASI snowboard level 3 exam in the Intermountain division which was conducted over 2 days in April at Snowbird and Park City resorts respectively. I wanted to use the opportunity to see another system and maybe take away something that might help us in our examining process. Being late in the season and how much of a rough snow year it was those guys experienced snow conditions similar to the conditions we get in Australia over both days, everything from bulletproof ice to absolutely dumping fresh snow to sticky, slushy wet snow.

Those conditions were pretty rare for Utah, which usually has some of the best snow anywhere in the world even at that time of the season. It was really interesting to not to have to focus on running the exam and be able to sit back and see how it affected the candidates. Exams require just as much mental preparation as physical to be successful. Ultimately I learned that there's probably no perfect way to examine people in this arena and there were definitely some things I liked that they did and things that I thought they could do better. It's all about constantly evolving to try and improve the process. In

the end good snowboarding is good snowboarding no matter where you are in the world. A big thanks to the AASI, especially JP and Lane for letting me tag along for those 2 days.

Its going to be a busy winter this year in Australia and interesting times with the Vail buyout of Perisher and of course the first ever Interski to be held in the Southern Hemisphere in Argentina coming quickly

in September. Hopefully everyone is looking forward to getting back on snow and lets all pray, make sacrifices or whatever it is you do to Ullr for a great season! Looking forward to getting out there and making some turns with everyone!

Cheers,

Fed.



Membership reminder

2015 Membership Fees

1 year **full** member | **\$125**

1 year **new** member | **\$100**

1 year **associate** member | **\$70**

3 year **full** member | **\$280**

shop.apsi.net.au/membership

INTERSKI 2015

SMALL LECTURE TOPIC: CONNECT WITH AUSTRALIA

The APSI team will help Interski participants connect with our Australian winter experience through an exciting, interactive programme of multimedia presentations and small group discussions.

Our teaching system sits between the traditional, instructor based- and the more fluid, customer based- systems. This is demonstrated in our recognition that a guest's enjoyment increases equally as they feel a sense of belonging to the snowsports community and become more proficient. Over time the needs of our guests have changed little. Aussies still combine an intense 'have-a-go attitude' with minimal snow experience, which in a time poor world, is reflected in their desire to learn new skills quickly.

Join our small lecture and discover how, in this fast paced world of smart phones, social media and you tube stars we connect Australians to the mountains, instructors to their guests and the instructor to the appropriate teaching methodology. During the session you will experience our new instructor phone app and the power it can give when linking the correct skill development to your guest.

On-snow workshop topic: Connect with the Australian team

We want to connect with other countries in a training style that we enjoy. Join us on snow and connect with our techniques and teaching methods, interact with our team members and get hands on as you experience our new instructor phone app.

INTERSKI



NOTICE OF A.G.M

AUSTRALIAN PROFESSIONAL SNOW SPORTS INSTRUCTORS INC.

To be held at 5 pm on June 10th 2015

MT. HOTHAM, VICTORIA

All financial members are invited to attend the 2015 Annual General Meeting of the Australian Professional Snowsport Instructors Inc.

Nominations are now being accepted for the following positions:

- **Alpine Technical Director**
- **Nordic Technical Director**
- **Adaptive Technical Director**
- **Snowsport School Director's Representative**
- **Resort's Representative**
- **Life Members**

Nominations must be received by the APSI office no later than 5 pm on June 5th 2015.

Nomination and proxy voting forms, 2015 AGM agenda, 2014 AGM minutes, 2014 audited financial statements, by-laws and constitution are available from the member's services page at apsi.net.au or from the office on request.

Australian Professional Snowsport Instructors Inc.

NOMINATION FORM

Nomination:

I, being a member of APSI, hereby nominate:

..... of
(name of nominee) (address)

to the position of
(Position)

for the elections to be held at the Annual General Meeting of APSI.

NOMINEE'S CONSENT:

I hereby accept the nomination.
(name)

Signature Date:

Proposer: Second:

Signature: Signature:

Name: Name:

FORMS CAN ALSO BE DOWNLOADED FROM:

http://apsi.net.au/media/4608/apsi_nomination_form.pdf

http://apsi.net.au/media/4611/apsi_proxy_voting_form.pdf

Date: Date:

To be considered, this form must be returned to the office 7 days prior to the AGM

Australian Professional Snowsport Instructors Inc.

PROXY FORM

I
(Insert name)

of
(Insert Address)

being a member of APSI Inc

appoint
(Insert Name)

of
(Insert Address)

or failing the person named above, or if no person is named, the Chairperson of the meeting as my proxy to vote for me on my behalf at the Annual General Meeting / general meeting (delete as appropriate) of APSI to be held on

and at any adjournment of that meeting.

Signed Date

If you wish to instruct your proxy how to vote, please tick or otherwise mark the appropriate box opposite each item. Unless otherwise instructed to the contrary, proxies in favour of the Chairperson will be used in support of the specific matters set out in the notice of meeting.

For Against

1.
[Insert brief description]

2.
[Insert brief description]

3.
[Insert brief description]

4.
[Insert brief description]

NOTES:

1. Any instrument appointing a proxy in which the name of the appointee is not filed is deemed to be given in favour of the Chairperson of the meeting.
2. A member entitled to attend and vote is entitled to appoint only one proxy to attend and vote instead of the member.
3. Only members entitled to vote under the Constitution may be appointed proxies.
4. The proxy form and authority (if any) under which it is signed must be deposited at the address of APSI not less than two clear Business Days before the time for holding the meeting. Unless this is done the proxy will not be valid.
5. Proxies must be confirmed by the representing member when registering their attendance at the Annual General Meeting or general meeting.

ARTICLES

BUILDING A LESSON

Mark "Macca" McDonald

Over the next few publications of our SnowPro I will contribute an article dedicated to lessons, demonstrations, free skiing, racing and movement analysis. This article is to explain how to assist in building the perfect lesson.

Let's begin with understanding the actual function of the nine lesson essentials. The nine lesson essentials are designed to be a guide and checking system that you have a basic structure to your lesson. If we simply run through the steps and forget to actually teach, explain and communicate with the guest then the lesson will be considered thin.

So how do we bring the nine lesson essentials alive and make them a part of building lesson?

Quite often in an exam we are asked "how many times have you taught this lesson?" This question is often asked when the nine lesson essentials have been followed but the actual understanding of the mechanics or why we are doing something is missing. For example, a thin example would be "let's bring our skis together at the end of the turn." Whereas, a way to express that you are incorporating a working knowledge of the lesson essentials could be a lesson presentation like, "Let's try a basic christie, we can make this by changing our uphill skis edge. We can do this by rolling the little toe up the hill, by doing this that inside ski will not feel stuck in the snow, as we have changed the edges. This will assist our skiing day by reducing the fatigue from always being in a snowplough, enable us to try steeper terrain with greater control and we are making the first steps towards parallel, as we are



now familiar with edge changes and guiding the skis on the uphill edges." By using this approach we are bringing and showing that we have a goal, can present the information, understand the mechanics, advantages, can assist with correction if needed and actually have a point to use in the summary to bring the people back.

When giving feedback it is important to communicate one simple point that is related to the goal. We always love to show how much we know and what we gathered over the years. Nevertheless, it is best to stay on the actual focus. It is frustrating for the guest and for others to be suddenly diverted to working on pressure control or stance when the original plan or need was edging. By being clear and simple it will make your delivery of information clear and understandable.

To become excellent at explaining all that is needed we need to write out an explanation for all our teaching requirements and corrections. Before long you will have a book of great information that shows a great understanding of how the nine lesson essentials interact with the lesson. Then it is a matter of taking this information out on to the hill and putting it into practice.

Finally, simply be you. Keep everything slow, be as you are when skiing with friends, share some ideas and follow up when there looks like a change or no change is being made by simply asking how things are going or ask if the exercise is actually helping out. Suddenly you will be doing the nine lesson essentials without even knowing they are there.



SUMMER TRAINING

Confessions of a mountain biker

I have always liked riding bikes and growing up in the mountains I imagine I was destined to be a mountain bike rider. I can even remember all the bikes I have ever owned from my first 'Rally Grifter', to my 'Apollo Kosciusko' to my current dual suspension Merida. The feeling of riding along tree lined flowing single track is exhilarating and free, not unlike skiing, you are in control of your own path.

After many years of pestering from my brother I am afraid to admit that I have taken up road riding. We will avoid the topic of "middle-aged men in lycra" (MAMIL) & instead focus on the benefits I have gained from entering this sideline.

At first I thought it would help improve my cycling endurance, which it did, however I was surprised to find that I gained so much more. The improvement in endurance was also felt on the ski slopes, skiing is generally more like mountain biking or sprinting with short fast power moves. But backing up day after day hour after hour like we do as instructors takes endurance, not just to perform but also to help limit injury. All positives I have felt since increasing my time on the road bike.

The type of road riding I do is mostly social, something I can enjoy with friends & family. We ride in a group, chat & generally finish with the mandatory coffee & cake. Not everyone in the group rides at the same speed or even the same distances however with this camaraderie everyone seems to enjoy themselves & I have seen improvements amongst all members of the group week to week.

I also like to ride on my own, out on the road with nothing but the tarmac leading of into the distance allows me to concentrate on small changes in technique as well as just let my mind wonder in amongst my own thoughts.

One afternoon social mountain bike ride I was discussing the similarities of skiing & single track riding, although my riding partner agreed, being a prolific road rider they found more similarities between road riding & skiing. At first I couldn't see it.

However after reflecting I can see many similarities between road riding & training for your instructor qualifications. The social side is obviously present & the group dynamics when training can help with motivation, while slight variations in standards within the group can help foster a healthy competitiveness that aids improvement. Being someone who has always been willing to practice on my own, benefits from continuous mileage can also be gained on my skis allowing me sort through the new feelings that come with change or to quite simply enjoying my own thoughts.

Training is an extremely important part of becoming better a snowsports instructor, whether you do it on your own or thrive from the benefits of a group atmosphere. This summer has shown me that you can maximise your training by spreading your time across a range of training mediums, it allowed me to learn something new, reflect on changes in what I could already do while not forgetting where I have come from.

Because lets face it nothing beats the exhilaration & freedom of skiing/riding from arc to arc on an untouched run, this will always be apart of who I am. Hence at heart I am still a mountain biker even though I spend some of my ride time on the road enjoying other aspects of the sport.

ARTICLES



HOW TO PASS AN APSI EXAM

Grant Elliot

As a level four snowboard instructor at Hotham and a trainer/examiner for the APSI I thought it might be helpful to give some information that can be useful to pass APSI exams in all disciplines from level one's in early season to other exams later in the season. A lot of this may sound fundamental but for some reason often it seems like basics are overlooked in the exam process on occasions.

Have the most recent APSI manual for your discipline and start reading it now! It won't just help you in exam time, but also help you deliver better lesson experiences for your guests.

Attend as much training as possible and be focused when there. Don't just go through the motions. Take on board feedback that is given to you; the trainers also want you to do well.

Self-train; I did at least one hour per day. Start with drills to develop correct movement patterns. Develop the skills before working on demonstrations for your exam.

Training with other instructors can make it a lot more fun and the use of video with each other is a great form of feedback on your development.

Be careful about taking on feedback from people other than certified trainers. If confusion from feedback does occur; get the people involved together to explain what they were trying to achieve. It quite possibly may be the same information just put into different words.

In your APSI manual read and answer the relevant sections for your exam level. This will be very beneficial for your written exam. Also studying with friends and testing each other can be a more enjoyable way to study.

When working, practice teaching the progression and precise demonstrations in every lesson. It's also very useful to practice teaching with colleagues so that you get comfortable presenting information and teaching your peers. Having notes in your smart phone can help make sure you're on the right path.

If you have decided to move on to the next level for examination, be aware of feedback given at your previous exam. Depending on how amazing your memory is, it is advisable to take notes on verbal feedback to keep as a reference.

Free ride when you can for fun. However, be aware of what your exam demonstrations are. Try to develop

the correct muscle memory, so you don't have to try to cover up bad habits during your exam. Get out and slide around in all conditions. You never know what exam day might be like; it might be ice, powder, slushy, cruddy or raining.

People that need luck at an exam are under prepared!

When doing an exam it can help if you just watch the demonstration by the examiner rather than other candidates. Remember to breath, your brain needs oxygen when problem solving and it might help your muscles perform better too.

Be professional, know the alpine responsibility code and follow it.

Each level of certification gets more challenging. By level four you should be training like an athlete. My personal journey to attaining my level four took more intrinsic motivation to train and study than required to graduate from my Bachelor of Applied Science (Human Movement).

To wrap it up; work hard, train hard and enjoy your job! I haven't found a better one!

APSI PRO-DEALS

APSI offer numerous pro-deals through participating partners to current APSI members and working instructors. You can save up to **20% and 50% off recommended retail** price on equipment subject to supplier offerings and availability. Don't forget in most cases you need to be able to provide the supplier with your current membership card, an APSI pro-form and proof of employment at your snowsports school to obtain these pro-deals.

Check out shop.apsi.net.au/pro-deals for current deals

ARTICLES



OPENING THE DOOR TO LEARNING

Kylie Dwyer - APSI Level 4 Snowboard; Trainer and Examiner

As I stared down the face of the cornice, I knew I was in a challenging situation. I looked back up toward my co rider for some wise words of wisdom. He occupied a look of 'good luck, I know you can do it'. It was at this point my one and only goal of attending PSIA-AASI National Academy 2014 was well and truly reached: to challenge my riding and to push my limits. This goal, to ride, explore and be challenged was my priority. Learning something new, as many people would think should be the goal of attending National Academy, was not my priority. Some of you may say, why attend then? As I had not had many free ride days that season, my primary motivation of needing to ride needed to be fulfilled before I could engage in learning anything new.

We all work with our own models of the learning stages, theories of learning, learning styles, etc., but what has to happen before any of these models can be applied? A person must have a willingness

to learn and a readiness to engage in learning. In the above example, I was not ready to learn until I had satisfied my other goals. It was not until after I achieved my goals that I was able to reflect and pull learning experiences out of the previous days. Upon this reflection, I deduced that I did in fact learn over and above my primary goals.

My aim of this article is for instructors and trainers to understand that not everyone is ready to enter into learning. I will refer to this as having a 'closed door' or an 'open door' to learning. I will discuss definitions, present examples and then apply this to the instructor-student and the trainer-instructor relationship.

Learning: what is it and how are we open to it or ready for it? Learning is defined as "the activity or process of gaining knowledge or skill by studying, practicing, being taught, or experiencing something," and ready is being "prepared mentally or physically for some experience or action." In the Australian Professional Snowsports Instructors (APSI) teaching system we use the Fitts and Posner Three Stage (or phases) Model of Learning; Cognitive, Associative

"Learning." Merriam-Webster.com. Merriam-Webster, 2015. Web. 28 April 2015.

"Ready." Merriam-Webster.com. Merriam-Webster, 2015. Web. 28 April 2015.

Fitts, Paul Morris, and Michael I. Posner. Human Performance. Belmont, Calif.: Brooks/Cole Pub., 1967. Print.

and Autonomous, to guide our students and trainees through their skill acquisition.

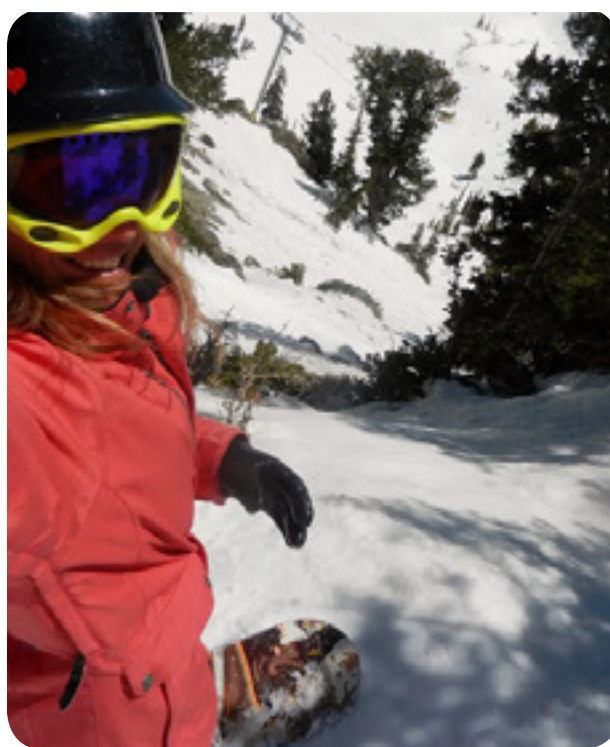
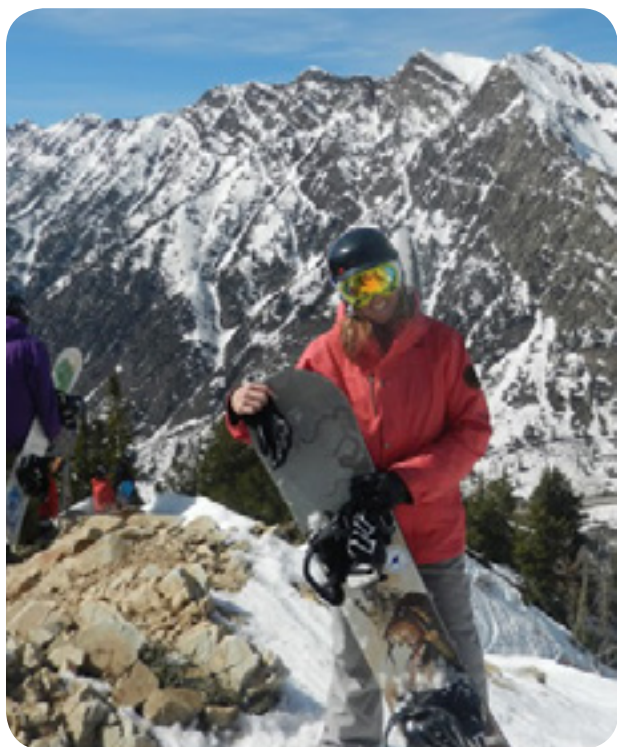
How can our students or trainees enter into this model if they are not ready to learn, if their door is closed? If our students and trainees willingly come to our lessons and training sessions, why would they not be open and ready to learn? There are many reasons including but not limited to: motivations, other people's goals, emotions, beliefs, attitudes, values, social interactions, past experiences or something that affects them physically or psychologically (i.e., pain, fatigue or fear). If their door is closed due to any of these reasons, a person will not enter the learning stages.

I would like to outline some examples of students and trainees attending lessons/clinics with a closed door to learning which come specifically from my own and my co-workers' experience. Each example will outline the scenario and describe how the instructor or trainer led that person to open the door.

- **Jim takes an advanced level private lesson where he wants to ride tree runs. To be more efficient riding trees, Jim's instructor sees a need to improve technique and conveys this to Jim as a goal; Jim is not interested in the feedback. The instructor then takes Jim to a safe tree run and adopts the 'follow me' teaching tactic. Jim quickly realises how smoothly his instructor is able to navigate the tree run and immediately asks for help. Upon deeper questioning, the instructor learns that Jim never believed he could or needed to change his technique**

or adopt new tactics; he had been riding the same way for many years.

- **Adriana attends a three-day training clinic; she is not paying attention and is disruptive in the group. She does not accept feedback and makes no changes to her riding. The trainer continues to work with Adriana and monitor her performance, but begins to pay more attention to the rest of the group while being sure not to exclude Adriana. On day two, Adriana approaches the trainer with questions and a genuine interest in learning and improving. Upon deeper questioning, the trainer discovers that Adriana was only attending to support her friend, and, upon seeing everyone else improve, she realised she could learn as well. Only at this point could the trainer assist Adriana in creating deeper and more genuine goals for herself.**
- **Rose's boyfriend loves to snowboard, and she wants to learn so they can enjoy the activity together. Rose is quiet in the group and is hesitant to participate. Upon careful empathetic questioning, the instructor learns that Rose's boyfriend attempted to teach her the day before. Rose had a fearful experience and was anxious to try again. In this situation, the instructor needed to take a caring approach with Rose, slowly building confidence with teacher assistance and reassurance so she could overcome her fears.**
- **Mario attends a two-hour group lesson. Mario seems quite distraught and anxious. Upon careful questioning, the instructor learns that Mario is not comfortable in social situations and did not realise his group size would be so large. The instructor uses reciprocal and problem solving teaching styles to**



give Mario the illusion that he is working in a smaller group. Mario feels like he is having a private lesson in a group situation and responds well.

In these four examples, there were underlying issues as to why these people were not open to learning: beliefs, other people's reasons for being there, fear and anxiety. In all four examples, the instructor/trainer did not 'force' the person to learn, but facilitated and led them to open their own door. This is where willingness and readiness to learn begins, and it is at this stage that your student or trainee can enter the learning stages of skill acquisition.

Below, you will find ideas and tactics that can apply to our snowsports relationships: the instructor-student relationship as well as the trainer-trainee relationship. This list is not complete, but it is a start on how to open the door to learning:

- **Physically warm up: exercise prepares the brain for learning.**
- **Mentally warm up: this will increase your ability to take in information.**
- **Know how to read your students and trainees' emotional states and how to work with them. As a student/trainee, know your own emotional states and limits. Communicate this to your trainer if needed.**
- **Have a reason to learn. If you don't, ask your trainer to help you find one. If you are the trainer or instructor, be sure to provide this to your trainees or students.**
- **Inspire thought, generate interest, and challenge your students/trainees while being empathetic and kind right from the introduction. This will get your students and trainees interested immediately and take their mind off whatever else may be going on. Continue to provide challenges throughout the entire lesson/clinic in order to maintain this interest in learning.**
- **Be sure basic needs are met. Maslow's Hierarchy of Needs can be helpful here. If students or trainees are tired, hungry, distracted by outside interests or ill, the learning door will be closed.**
- **Make students in large group settings feel special in an individual way. Give each one of them some individualised attention.**
- **Ask and tell. Open communication from both sides of the relationship is an important tool. As the trainee or student, you know how your brain is wired, you know what you need and how you need to hear it, and you know your state of readiness, so communicate that**

to your trainer. As the trainer or instructor, listen! Match your content to your students' needs and state of readiness. If you don't know what that is, ask and encourage your students to communicate with you.

- **Really understand your students and what motivates them. Upon asking what their interests and hobbies are, also ask why this interests them. Understanding that they like soccer will help you build analogies but understanding why they like soccer (e.g., fitness, teamwork, outdoors) may help you lead them to opening the door if it becomes closed at any time.**
- **Look for warning signs (e.g., disinterest, wandering attention span, and low attendance rate), and talk to your student or trainee to help them get through it. If you are the student/trainee, be open to discuss what is hindering your learning or know how to get through it yourself.**
- **Encourage your resort to have a mentor program. Mentors can encourage, inspire and help open doors when needed.**
- **Ride more and talk less in your lessons and clinics; i.e., ensure you allocate the correct amount of practise time for your students and trainees.**
- **As a trainee, ask your trainer questions, challenge them and challenge others in the group. Many times, doors are closed to learning because there is no interest, thought or challenge. Your trainer should facilitate this; however, if you are not receiving enough, it is your responsibility to ask as well. Do not settle: constructive challenges are healthy and trainers should welcome them.**

There are many theories of learning out there. This article is only designed to touch the outside of how to lead people to opening their doors to learning. It is designed to inspire thought and interest so as you can go out there and explore your own techniques.

In conclusion, I would like to leave you with this: as instructors and trainers, we can assist our students and trainees to become ready mentally and physically for learning but we can only lead them to the door. As students and trainees we can be lead but ultimately we must work it out for ourselves. We are responsible for our own learning and we are responsible for opening our own door.

ARTICLES

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 yourself 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 some better skiers than you and chase them around the mountain. One of the most productive 3 hours of skiing I’ve ever been a part of started with a conversation between Richard Jameson and me right before a level 4 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 L4 since.

A great way improve your skiing is to video yourself and compare it to someone that is skiing above your level. You will see straight away what the differences are, or 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.

By Chris Allen



SHAPING THE GUEST EXPERIENCE USING FLOW-ZONES:

TERRAIN-BASED LEARNING POTENTIAL IN AUSTRALIAN RESORTS

Michaela Patton, Level 2 APSI Examiner, Falls Creek

As Snowsports Instructors, we are taught from Level 1 that terrain is one of the most valuable tools that we have to aid our guests' development and enjoyment while they're on the slopes. The APSI manual outlines the ways that instructors can use terrain and features to their advantage; we know that the gradient of a run affects speed, groomed terrain reduces obstacles and improves task focus, banks assist with weight transfer, and moguls unweight the skier and help with absorption movements. While all of this remains true, I believe that there still much to be explored when it comes to terrain-based learning.

Sports psychologists have suggested that because feelings are considered emotions, feelings of movement are scarcely learned by our students by describing, perceiving or observing them. They have to be experienced. Studies show that the physical environment is almost always discovered through

movement because students place values on events made during movements and store them in the memory as new experiences.

While Snowsports Instructors should still approach their lessons with a range of tactics to suit different learning styles (visual, auditory, kinaesthetic, etc), perhaps more thought should be given to what terrain we can provide our guests to further their experiences with movements. If Australian resorts could provide a greater range of terrain for our guests to explore, we could potentially improve the standard of skiing and snowboarding in Australia.

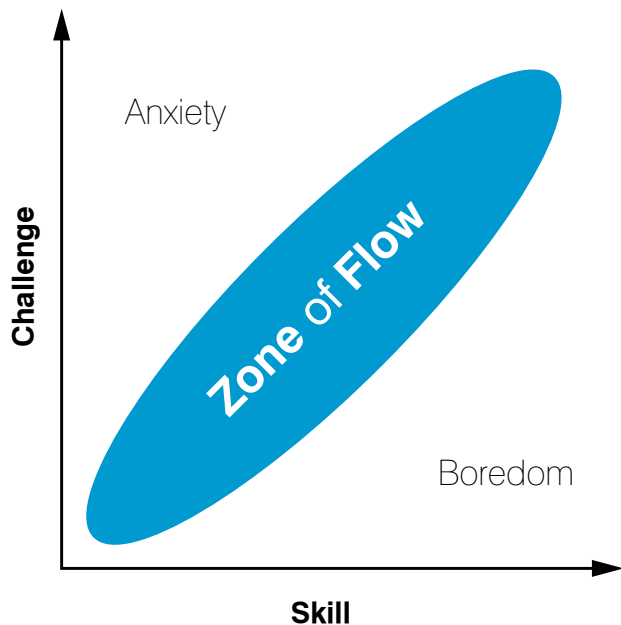
In Europe, particularly Switzerland and Austria, resorts have experimented with the concept of FLOW-Zones to attract guests to alpine resorts and reduce maintenance costs. A FLOW-Zone is an area of a blue run that is signposted and left ungroomed, allowing moguls to build up naturally with skier and rider traffic. It offers guests of all abilities a variety of challenges, and motivates them to experiment with different techniques and tactics within a safeguarded area.

According to research conducted at an Austrian ski resort, around half (43 and 53 per cent of skiers and snowboarders, respectively) of the people who ski off-piste do so because of the challenge the terrain poses. In Austria, age is also a strong determinant of the willingness of skiers to explore off-piste, with 53 per cent of skiers younger than 36 years and 28 per cent of those older than 36 years were willing to

Eggert S & Schock KK 1997. Feelings of movement in alpine skiing. *Science in Skiing*. Muller E et al (eds) p395-407.

Brandauer T, Felder T & Senner V 2009. Emotional experience and FLOW in easy bump pistes. *Science in Skiing*. Muller et al (eds) p152-161.

Schock KK 1995. Skifahren Direkt. Big Foot—Ergo—Alpinski. Eine Methode zum Schwingen ohne Bogenschule für Anfänger und Fortgeschrittene. Köln.



ski on ungroomed terrain. While we as an industry should be catering to guests of all ages, introducing a younger generation to off-piste skiing as a means of challenging their abilities could prove worthwhile when it comes to young parents bringing their families on ski holidays.

A FLOW-Zone is a designated part of a run, roped and signposted, that has been allowed to become bumpy as a result of skier traffic.

These observations of European skiers may not necessarily ring true for the many people that visit the Australian ski slopes from June to September each year. I can't help but notice that in Australian resorts, moguls do not generally tend to form on intermediate (blue) terrain. While our guests will often enjoy challenging themselves, learning to ski bumps on black terrain can prove intimidating, difficult and dangerous. What we should be looking to provide our guests is a zone of flow that provides the right balance between the demands of the environment and the skill of the skier.

Flow Channel or Zone of Flow, depicting enjoyment as a balance between anxiety and boredom. Adapted from Brandauer et al 2009.

So, does our lack of mogul fields on blue runs suggest that Australian intermediate skiers don't like skiing moguls, or have they just not had exposure to appropriate terrain in order to progress? We will not know unless we provide our guests with a greater

variety of off-piste terrain to experiment with their skiing and snowboarding skills. FLOW-Zones in Australian resorts would offer our guests the ability to practise different movements in a relatively controlled environment.

The introduction of FLOW-Zones would challenge guests to make new movements on their equipment, similar to the way a terrain park or halfpipe does. However, without the need for designated park groomers at night or additional crew during the day to prepare or maintain the areas, FLOW-Zones would be a relatively inexpensive feature to add to a resort.

FLOW-Zones could also improve the quality of Snowsports School products by providing instructors with more variable terrain to help their guests develop and improve. If the Snowsports Schools worked in consultation with resorts, strategic placement of these areas would mean that instructors could maximise their terrain usage in what is usually a one or two hour lesson. These Zones would also assist in training for their Level 2 and 3 qualifications to easily access mogul runs on which to train before or after work, or during lunch breaks.

Finally, FLOW-Zones could also improve safety on the mountain and reducing the risk of injury and burden on Ski Patrol. The Zones has shown to slow down guests by up to 25 per cent and could reduce traffic on groomed runs may also mean that fewer moguls would form where lower intermediate skiers may not have the ability to navigate them. Allowing bumps to form in controlled areas means that if conditions become especially dangerous (e.g. icy in the mornings after a freeze-thaw cycle), they can be easily marked as closed until conditions improve.

To me, skiing is about the never-ending cycle of goal-setting, challenge, practice and achievement. FLOW-Zones could potentially speed up this cycle for our intermediate guests and offer them a new perspective of skiing outside of the familiar and predictable corduroy.

If incorporating FLOW-Zones in Australian resorts is relatively safe, cost-effective and beneficial for our guests, then this season would be a great opportunity to introduce them as yet another feature in our alpine playgrounds.

Brandauer T, Felder T & Senner V 2009. Emotional experience and FLOW in easy bump pistes. Science in Skiing. Muller et al (eds) p152-161.

APSI MEMBERS OFFER



NIKE SNOW GOGGLES AT EXCLUSIVE PRICES

To Celebrate the launch of the Nike Snow Goggle Collection, we have a limited industry pricing offer available exclusively for APSI members.

COMMAND

LARGE FIT

- Wide field of view, comfortable fit
- Available with the Transitions snow lens, featuring light-adapting lens technology
- Goggles come with a bonus lens (excluding Transitions)



APSI EXCLUSIVE: \$150 FOR ALL COMMAND GOGGLES, OR \$200 FOR COMMAND TRANSITIONS (RRP \$300-399)

KHYBER

MEDIUM / LARGE FIT

- Secure helmet fit
- Available with the Transitions snow lens, featuring light-adapting lens technology
- Goggles come with a bonus lens (excluding Transitions)

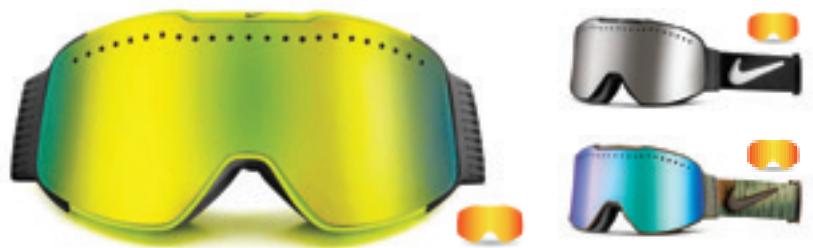


APSI EXCLUSIVE: \$140 FOR ALL KHYBER GOGGLES, OR \$190 FOR KYBER TRANSITIONS (RRP \$300-399)

FADE

MEDIUM FIT

- Modern cylindrical frame
- Air mesh venting that is durable and water repellent, perfect for Aussie conditions
- Each goggle comes with a bonus lens



APSI EXCLUSIVE FOR ANY FADE GOGGLE: \$125 (RRP \$250)

MORE STYLES AVAILABLE AT THESE EXCLUSIVE PRICES.
VISIT NIKEVISION.COM/SNOW TO SEE THE WHOLE RANGE.

TO ORDER NOW:

- Email sales@dragonalliance.com.au with "APSI Pro Order" in the title
- Let us know which goggle you would like (and colourway), your name, contact number and postal address
- We will then contact you to put through the payment and ship the goggle to you asap

Easy as that. Alternatively, please call 1800 032 065 to put through your order over the phone.

ARTICLES

APSI TRAINER TAKES A SKI HOLIDAY

Ant Hill

After one or two seasons... teaching, training and coaching at Mount Buller and abroad (through Europe and the US), I packed my bag for Niseko minus a uniform, drill and name badge, and plus a ski bunny (Gabrielle). Why Niseko? Having skied across the globe, Japan had never been the playground of choice based on mixed press from my ski comrades – where the incredible snow and cuisine was apparently offset by flat terrain (with ability to lose a ski?), the Aussie onslaught, limited facilities, cold, absence of sun and low visibility. Aspersions aside, we had ten days and Japan was the logical choice in search of quality snow and deep powder with close proximity to Australia.

We travelled Melbourne - Hong Kong - Sapporo with a driver connection to Niseko which was seamless. Tired eyes aside, we arrived on a snowy evening and were in much need of a meal. We ventured out with the Jerry collected in Hong Kong (CJ) for some traditional Japanese fare and sake and we were well on our way for a good time.

The real estate market in Niseko seems to be duopoly. We learnt the hard way, and started our search for accommodation too late in the piece. Fortunately our last minute apartment was superbly positioned on a main chair lift (Ace-Family Chair) and the true sense of ski-in-ski-out, with the Yurts (traditional umbrella bar) a stone's throw away – perfect to gloat about the days skiing and plan the day ahead. We hit the onsen most nights, an easy ritual to get used to post skiing!

The local fair couldn't be faulted – if overdosing on



ARTICLES

quality Japanese was our only complaint I can live with that. Dinner was a great cultural and affordable experience, dining each evening at top restaurants for no more than \$20-\$50 per person. Thanks to good friends and connections (Cate Sullivan (Mt Buller) and Macca (worldwide), we were well catered for with reservations made at popular restaurants well before we arrived. The Fridge Bar was a favourite nook with an extensive bar menu and sake list.

As it happened I had some pretty special skiing courtesy of Macca who took Andy Rae and I trekking to The Peak and over to a field of endless powder. It was foggy, but Macca showed us the way and it was time to rip it through the quality thigh deep powder. A very happy boy, but the laughs didn't end there. Paul Lorenz, Andy Peppard, Justin, Cate, Macca and others organised some great nights out – one we were fashionably late to one event due to too many powder runs at Annupuri #nofriendsonapowderday.

Our trip coincided with Andy who was conducting APSI exams. As a holidaying onlooker, I managed to ski some of the pitches used for skiing tasks and was impressed with the run quality especially in length of continual pitch. Yes, there are other resorts that offer steeper and longer terrain, however I have to say Niseko didn't disappoint.

In recent times, the notion that sitting an APSI exam in Japan is easier has been a talking point amongst the APSI community. My experience in Niseko brings necessary perspective –

What Niseko tends to offer is more variety and ability to facilitate the precise terrain for the task given the longer season and higher snowfall, as would most overseas resorts. The snow is consistent so there is minimal discretion for mistakes. Examiners and candidates have optimal conditions to demonstrate/

complete tasks. My preference is for snow that grips and builds speed to demonstrate a strong long turn – but does this mean it is easier to fudge small mistakes in the slush? Again, both are challenging conditions and it comes back to the conditions on the day of the exam.

So is Japan easier?

In my opinion the exam comes down to the conditions of the day and it is therefore no harder or easier from resort to resort on any given exam day. If I was struggling to pass a skiing component for more than two seasons and my feedback was “you need to train more” or “freeski more” I would consider Japan. Primarily because I am able to gain exposure to a longer season and perhaps more training. The plan could be to secure a job at a Japanese resort, train for a few months (with some Aussie trainers thrown into the mix) work on my teaching and riding, and if I felt improvements had been made re-sit the exam in Japan. Further if my local resort could offer employment and training over the northern winter and the chance to re-sit exams, I would consider it. Japan isn't the only resort I would consider to improve my skiing from an APSI perspective. Beaver Creek had previously had a large contingent of APSI examiners who took training, however Japan has the additional option of re-sitting the exam. All in all, exams in Japan are a great benefit to APSI's reach.

Now back to personal highlights which were aplenty. To set the scene for the conditions, it snowed around 20-30cm before we arrived. Our first two days were blue bird – perfect for exploring the resort (even lucky enough to have a guided tour for the day – thanks Cate!). The weather came in, snow began to fall and the wind picked up. We were savvy with inside word on the open and closed lifts, and caught the first bus for Annupuri to secure our time and tracks in

ARTICLES

the fresh. The bus was packed and for good reason. The Annupuri resort that day could only be occupied by people with cars, one bus load an hour, and those who occupied the two local Annupuri hotels. The gondola enabled access to the gates which all added up to 8-10 runs of untracked, top to bottom POW. We were alone for the first four runs, not a soul in site! I have had runs like this in Europe and the US, however it would only be for one or two weeks a season, and far less accessible. More importantly the snow quality was incredible; crazy deep and light. For the tech heads, I couldn't fully pressure the ski (both on the Nordica Enforcer – epic ski!) because the more pressure the more face shots, and breathing became an issue at speed.

Local guide Cate showed us the ridges to go for and where to avoid, which made for extreme enjoyment. It wasn't as steep as a couloir out the back of Zermatt, but I would take long turns in an untouched open field into trees and gullies, over jump turns between rocks any day. It was magic – possibly go-pro worthy for those that way inclined (still working out if “pro” actually stands for something).

Ten nights was a good amount of time for Niseko. Next time we will hire a van to explore some of the smaller resorts. Niseko I'm converted and I will return!

SODERGEN SCHOLARSHIP WINNERS

The APSI offers a scholarship fund in recognition of the rising potential of snowsports instruction within our resorts; it is called the **Sodergren Scholarship**. In 1997, the APSI Board of Management established the Sodergren Scholarship in memory of **Mike and Mim Sodergren**, very well respected trainers/examiners that were tragically taken from our association as a direct result of the Thredbo landslide.

This year we received a record number of applications in both Alpine and Snowboard disciplines and the overall quality of the applications was outstanding. **Thank you** to everyone that took the time to apply, the APSI are impressed with the commitment and passion you showed for snowsport instruction and the decision was a difficult one. However, the recipients of the **Sodergren Scholarship** for 2015 are:

Alpine – Holly Ferguson

Snowboard – James Barbe-Winter

Congratulations!

ARTICLES

THANK YOU MACCA.

Andrew Peppard

APSI Trainer/Examiner

**Niseko International Snowsports School
Director**

Friend and mate

APSI Japan all started when Scott Sanderson, then Snowsports Director of Niseko International Snowsports School, asked Andy Rae to come to Japan and provide APSI training and a Level 1 Course and Exam. That was 8 years ago.

Today, APSI Japan has become so successful that the organisation now employs up to 5 Trainer/ Examiners to provide Level 1, 2, 3 and 4 courses and exams for APSI members living and working in Japan.

There are many people to thank for the success of the APSI in Japan and none are more deserving than Mark "Macca" McDonald. Macca became the Snowsports Director at NISS in 2010 and his continued support of the APSI and his enthusiasm to provide great training has been key to that success. After 5 years at the helm of NISS, Macca has decided to move on and head back to the USA for northern winters.

To me, Macca has been a boss, a colleague, a trainer, an examiner, a supporter and most of all, a friend. Macca announced his departure from NISS and Niseko on March 20th. In true Macca fashion, he tried to deflect the focus of his departure on to the future of NISS and APSI Japan but I was having none of it, as the night was for him and to honor everything he has given to NISS and Niseko. There were tears shed and laughs had, most of them at the same time.

For the team at NISS, Macca's legacy will never be forgotten and we have introduced a monthly staff award aptly named "The Sportsman Award". For the town of Niseko, there will always be something missing when we go to Tuk Tuk and find that bar seat empty. For the APSI, Macca will always hold a place in our hearts as his commitment to the success of the APSI Japan continues on in the 3 International Snowsports School Directors living and working in Niseko who are all APSI staff members.

Personally, I will miss my mate, his pots of tea and his back and across.

I wish Macca all the best in his future northern endeavors; the kettle will always be on should you happen to drop by again.

Sayonara Macca-san

GET CONNECTED...

Follow us on Facebook & Instagram

[facebook.com/apsi.inc](https://www.facebook.com/apsi.inc) and

[instagram.com/apsi.inc](https://www.instagram.com/apsi.inc) (or @apsi.inc)

Instagram



HEAD®

2015 PRO DEALS

WHAT'S
YOUR
LIMIT?

DOMINATE THE MOUNTAIN

Model	Sizes	Binding	Sidecut	Radius	Pro Price
-------	-------	---------	---------	--------	-----------

World Cup Rebels iSL	155-160-165-170	FF14	121-66-106	10.7m @ 160	\$849.00
----------------------	-----------------	------	------------	-------------	----------



World Cup Rebels iSpeed	165-170-175-180-185	FF14	112-66-94	18.0m @ 180	\$849.00
-------------------------	---------------------	------	-----------	-------------	----------



World Cup Rebels iRace	160-165-170-175-180	FF14	118-68-102	15.3m @ 170	\$849.00
------------------------	---------------------	------	------------	-------------	----------



Supershape Titan	156-163-170-177	PRX12	133-80-111	14.3m @ 170	\$795.00
------------------	-----------------	-------	------------	-------------	----------



Supershape Rally	156-163-170-177	PRX12	131-76-109	13.6m @ 170	\$795.00
------------------	-----------------	-------	------------	-------------	----------



Supershape Magnum	156-163-170-177	PRX12	128-72-106	13.1m @ 170	\$795.00
-------------------	-----------------	-------	------------	-------------	----------



Supershape Speed	156-163-170 177-184	PRX12	119-66-98	15.5m @ 177	\$795.00
------------------	------------------------	-------	-----------	-------------	----------



MONSTER 98	163-170-177-184	Attack 13	134-98-119	19.5 @ 170	\$815.00
------------	-----------------	-----------	------------	------------	----------



MONSTER 88	163-170-177-184	Attack 13	132-87-113	16.0m @ 170	\$795.00
------------	-----------------	-----------	------------	-------------	----------



TOTAL JOY	148-153-158-163-168	JOY 11 SLR	127-75-107	12.7m @ 158	\$715.00
-----------	---------------------	------------	------------	-------------	----------



orders can be made online at www.skidepot.com.au

please contact rosbert@rosbert.com.au in order to obtain your username and password

ARTICLES

IMPROVING NORDIC SKI INSTRUCTION

THE ROLE OF THE APSI

Acacia Rose

Nordic ski instruction is arguably an instructor's dream with plenty of room to move on the nordic trails and enjoy. Whether instructing or recreational skiing in the down time or racing on weekends and during cross country week. Like all snowsports, nordic or cross country skiing offers a range of options for beginners to learn the basics; the primary, stationary and slope skills that quickly take the skier safely out onto the cross country trails. In a three hour 'basic skills' lesson, most people have mastered the essentials including the snowplough and snowplough turn, critical on 'skinny skis' where there is often less gradient and room, and a much narrower, non-parabolic platform for turning. Instructing cross country skiing is therefore, highly satisfying as people quickly pick up the essence of balance and movement and are soon relatively independent on the introductory trails.

As much as teaching beginners brings immediate rewards, the progressive APSI pathway also benefits intermediate and advanced recreational skiers. Some people bring old habits to the snow, yet are able to quickly learn efficient and better ski techniques through the step by step process clearly articulated in the APSI manual. The separation of classic and skate skiing also provides additional technical fine tuning for cross country skiers and mastering good technique may require several lessons for the skier to learn, practise and perfect. Instructors are challenged to constantly improve their own fitness, technique and performance to better teach the

public, whether recreational or race skier, beginner or athlete on the pathway to state, national and international competitions.

Since the K7 Ski School commenced around seven years ago, we have witnessed strong interest in and rapid growth in nordic ski instruction. The presence and role of the APSI has been undoubtedly the major factor bringing together recreational skiers, athletes and coaches to come under a single training pathway, with a clear, step by step method of teaching. The subsequent evolution of the nordic sector as a professional ski instructor pathway, is most recently due to the efforts of Warren Feakes to update the manual and to refine teaching methods with distinct milestones for instructors and their clients. The role of the APSI has actually consolidated the nordic community under a single professional training banner with a common language and understanding.

Distinct from the slope style snowsports, nordic skiers generally peak later in life, often in their mid twenties, so commitment to the sport or to the athlete pathway does not necessarily have to conflict with school. However, the majority of young athletes find themselves, often in the last three years of school, faced with assessing the best mix of academic performance, family and social life and competitive sports. Because cross country skiing is a high end fitness snowsport, any sport or training is helpful; swimming, triathlon, cycling, soccer, netball, dancing or gymnastics and indeed, alpine skiing and increasingly, skier cross.

The question as to whether an athlete needs a performance coach or an instructor is as pertinent in the nordic sector as other snowsports, however, in the experience of the K7 Ski School, a strong foundation in individual instruction and small group



lessons developing and perfecting technique always pays dividends as evidenced in repeatedly good results at Interschools. The role of the instructor is the ongoing fine tuning of technique and to a degree, experimentation with teaching styles, methods, 'tips and tricks' until a skier has mastered a particular skill. The value of accurate ski skills comes into play in terms of pure enjoyment, a clear sense of achievement and the rewards of more stable and faster skiing. Once a skier starts to race, those repeatable skills mean the difference between a relatively easy race with a competitive advantage, or young skiers often valiantly, struggling around the course.

Once skiers join a training group or squad, there are multiple social and ski benefits from the group dynamic. It may be as simple as a set program every day during the school holidays, familiarity with ski buddies and the coach or the cumulative gains of time on snow for the skier. In this setting, young athletes are focussed on performance and from the coaches' point of view, a strong background in skiing based on expert instruction is essential. The

question is whether instruction can still benefit cross country skiers after they have begun performance training. The APSI delivers coaching and instruction in all snow sports apart from Nordic Skiing, however, the intermixing of instructors and coaches by virtue of shared training - whether APSI or Coaching Clinics and a common environment in NSW, means a strong cross fertilisation of knowledge, teaching and ski skills.

The nordic ski community has its home in the Sverre Kaaten Nordic Shelter, where instructors and coaches mix and share ideas and indeed, ski and sometimes train together. The size of the sector is in many respects an advantage for instructors as now, many young athletes are completing the APSI training and some have already progressed onto a professional instructor / coaching pathway. The APSI in no small way, has brought enthusiasm for higher standards of professionalism in the cross country ski sector and ultimately, organisers will also have tertiary sector qualifications as event managers and administrators.

APSI ALPINE CALENDAR - 2015

Event	Resort	Date	Cost (inc. GST)
Level One			
Course & Exam	Thredbo	23-26 June	\$920*
Course & Exam	Hotham	23-26 June	\$920*
Course & Exam	Perisher	24-27 June	\$920*
Course & Exam	Thredbo	15-18 July	\$920*
Course & Exam	Mt. Hotham	22-25 July	\$920*
Course & Exam	Perisher	1-2 & 8-9 August	\$920*
Course & Exam	Thredbo	1-4 September	\$920*
Course & Exam	Perisher	15-18 September	\$920*
Staff Exam	Mt. Buller	16 Jun	\$440*
Staff Exam	Mt. Hotham	18 Jun	\$440*
Staff Exam	Falls Creek	23 Jun	\$440*
Staff Exam	Thredbo	26 Jun	\$440*
Staff Exam	Perisher	27 Jun	\$440*
Level Two			
Resit Prep Day	Perisher	11 Jul	\$145
Resit Exam	Perisher	12-13 July	\$115 / unit
Course	Mt. Buller	13-15 August	\$385
Course	Thredbo	19-21 August	\$385
Exam	Mt. Buller	16-17 August	\$465
Exam	Thredbo	23-24 August	\$465
Level Three			
Resit Prep Day	Perisher	11 Jul	\$145
Resit Exam	Perisher	14-15 July	\$115 / unit
Course	Perisher	13-17 July	\$645
Course	Mt. Hotham	20-24 July	\$645
Course	Thredbo	20-24 July	\$645
Course	Falls Creek	27-31 July	\$645
Exam	Perisher	21-22 August	\$465
Level Four			
Resit Prep Day	Perisher	11 Jul	\$145
Resit Exam	Perisher	16-17 July	\$115 / unit
Course (Teach & Demo)	Perisher	13-17 July	\$645
Course (Teach & Demo)	Mt. Buller	20-24 July	\$645
Course (Race & Freeski)	Thredbo	27-31 July	\$645
Course (Race & Freeski)	Mt. Buller	12-16 August	\$645
Exam Prep Day	Mt. Buller	17 Aug	\$145
Exam	Mt. Buller	18-20 August	\$650
Other			
Level 2-3-4 Theory Exam	All	08 Aug	included or \$115 resit
Spring Session	Thredbo	20 Jun	\$95 training / \$190 recall
Spring Session	Perisher	21 Jun	\$95 training / \$190 recall
Spring Session	Mt. Buller	15 Aug	\$95 training / \$190 recall
Spring Session	Perisher	19 Sep	\$95 training / \$190 recall

APSI SNOWBOARD CALENDAR - 2015

Event	Resort	Date	Cost (inc. GST)
Level One			
Course & Exam	Thredbo	23-26 June	\$920*
Course & Exam	Mt. Hotham	13-16 July	\$920*
Course & Exam	Perisher	1-2 & 8-9 August	\$920*
Course & Exam	Thredbo	14-17 September	\$920*
Course & Exam	Perisher	15-18 September	\$920*
Staff Exam	Mt. Buller	16 June	\$440*
Staff Exam	Mt. Hotham	18 June	\$440*
Staff Exam	Falls Creek	22 June	\$440*
Staff Exam	Thredbo	26 June	\$440*
Staff Exam	Perisher	27 June	\$440*
Level Two			
Resit Exam	Mt. Hotham	13 July	\$115 / unit
Exam	Thredbo	23-24 August	\$465
Exam	Falls Creek	26-27 August	\$465
Level Three			
Resit Exam	Mt. Hotham	13-14 July	\$115 / unit
Course	Thredbo	20-24 July	\$645
Exam	Falls Creek	17-19 August	\$650
Level Four			
Resit Exam	Mt. Hotham	14 July	\$115 / unit
Course (Block A)	Falls Creek	20-24 July	\$645
Course (Block B)	Perisher	27-31 July	\$645
Exam	Perisher	20-22 August	\$650
Other			
Level 2-3-4 Theory Exam	All	7 August	included or \$115 resit
Spring Session	Falls Creek	16 August	\$95 training / \$190 recall
Spring Session	Perisher	19 September	\$95 training / \$190 recall



APSI NORDIC CALENDAR - 2015

Event	Resort	Date	Cost (inc. GST)
Level One			
Course & Exam	Perisher	13-14 July	\$530*
Course & Exam	Falls Creek	10-11 August	\$530*
Level Two			
Course	Perisher	30 June-2 July	\$395
Course	Falls Creek	12-14 August	\$395
Exam	Perisher	21 July	\$245
Exam	Falls Creek	16 August	\$245
Level Three			
Course	Perisher	7-10 July	\$515
Exam	Perisher	21 July	\$245
Exam	Falls Creek	16 August	\$245
Level Four			
Exam	Perisher	21 July	\$245
Exam	Falls Creek	16 August	\$245
Other			
Opening Burst	Perisher	26 June	\$95 training / \$117 recall

APSI TELEMARCK CALENDAR - 2015

Event	Resort	Date	Cost (inc. GST)
Level One			
Course & Exam	Perisher	18-19 July	\$600*
Course & Exam	Falls Creek	25-26 July	\$600*
Course & Exam	Perisher (nights)	4,8,11,15 August	\$600*
Level Two			
Course	Perisher	3-6 August	\$515
Exam	Perisher	7 August	\$245
Level Three			
Exam	Perisher	7 August	\$245
Level Four			
Exam	Perisher	7 August	\$245
Other			
Spring Session	Perisher	19 September	\$95 training only / \$190^ recall

APSI ADAPTIVE CALENDAR - 2015

Event	Resort	Date	Cost (inc. GST)
Exams			
NSW Exam	Thredbo	4 September	\$245
VIC Exam	Mt.Buller	TBC	\$245

APSI events may change or be cancelled. Please check the online shop for the most current information. Please read the condition of use for more information regarding cancellation and eligibility. All candidates attending training must be a current financial member and agree to the release of liability (conditions of use).

Please check with the office if you require a discount.



SPRING SESSIONS

The Spring Sessions is an event like **no other** in the APSI calendar. Open to **all members** you can come for one or two days and ride/train with the **best instructors** in the country – the APSI National Demo Team.

Clinics are about having **fun, improving** and spending time with like-minded colleagues who **love** and live in the mountains **like you**. We run two sessions per day on topics like carving, bumps, short turns, racing, park/pipe and relaxed clinics like – “shut up and ride”!

The groups are small and the training topic will be chosen on the day by you and your trainer.

All funds raised are used to directly support your national team.

Training only **\$95** / Recall **\$190** (includes a copy of the 2014 manual)

2015 SPRING SESSION DATES:

Nordic	Perisher	28 June
Alpine	Thredbo	20 June
Alpine	Perisher	21 June
Alpine	Mt.Buller	15 August
Snowboard	Falls Creek	16 August
Alpine/Snowboard/Telemark	Perisher	19 September



APSI GRATEFULLY ACKNOWLEDGES THE SPONSORSHIP OF
THE FOLLOWING ORGANISATIONS



APSI PARTNERS

