



INTERNATIONAL SKI INSTRUCTORS ASSOCIATION  
INTERNATIONALER SKILEHRERVERBAND  
ASSOCIATION INTERNATIONALE DES MONITEURS DE SKI

---

# Protocol

## **ISIA assembly of the delegates**

**19. June 2018**

**in Garmisch-Partenkirchen, Germany**

Ausbildungszentrum German Ski Instructor Association, Grainau



### 1. Welcome and determination of quorum

The president Vittorio Caffi opens the general assembly at 13:50 o'clock and notes, that 22 from 37 nations in total are present with 42 votes in total. This means that there would be a simple majority at 22 (21 + 1) votes.

Presence- and voteliste:

	nation	stamps 2018	votes	paid fee?	present	represented by	voting rights
1	Andorra	501	2	J	N		
2	Argentina	700	2	J	N		
3	Australia	510	2	J	N		
4	Belgium	300	1	J	N		
5	Bosnien Herz.	52	1	J	N		
6	Bulgaria	250	1	J	J	Petar Iankov	1
7	Canada	500	1	J	J	Martin Jean	1
8	Chile	100	1	J	N		
9	Croatia	650	2	J	J	Tomislav Sepic	2
10	Czech Republic	500	1	J	J	Jiri Kotaska	1
11	Denmark	510	2	J	J	Anders Olesen	2
12	Germany	3010	5	J	J	Wolfgang Pohl	5
13	Finnland	501	2	J	J	Timo Welsby	2
14	Greece	250	1	J	N		
15	Great Britain	1200	3	J	J	James Lister	3
16	Ireland	120	1	J	J	Derek Tate	1
18	Israel	150	1	J	N		
19	Italy/South Tyrol	1450	3	J	J	Claudio Zorzi	3
19	Japan	1057	3	J	J	Kiminobu Sugiyama	3
20	Korea	550	2	J	N		
21	Montenegro	150	1	J	N		
22	New Zealand	500	1	J	N		
23	Netherlands	510	2	J	J	Philip De Koningh	2
24	Norway	400	1	J	N		
25	Poland	150	1	J	J	Krzysztof Zieba	1
26	Rumania	205	1	J	J	Codru Popescu	1
27	Russia	510	2	J	J	Olga Darguzhas	2
28	San Marino	500	1	J	J	Corrado Sulsente	1
29	Sweden	330	1	J	N		
30	Switzerland	4000	5	J	J	Karl Eggen	5
31	Serbia	60	1	J	J	Neboisa Mitrovic	1
32	Slovakia	40	1	J	J	Jaroslav Pavelka	1
33	Slowenia	501	2	J	J	Sandi Murovec	2
34	Spain	800	2	J	N		
35	Turkey	200	1	N	N		
36	Hungary	50	1	J	J	Katalin Egri	1
37	USA	520	2	J	J	Erik Sheckleton	2
	<b>Total</b>	<b>22.287</b>	<b>63</b>		<b>22</b>		<b>42</b>



**2. Approval of the protocol from ISIA assembly of the delegates from 28.04.2017 in Samnaun, Switzerland**

The protocol of the assembly of the delegates 2017 was enclosed to the documents the nations received at the beginning of the ISIA Congress 2018. President Caffi pointed out the problems with the preparation of the protocol, as the general secretary that time, Hugo Reider, lost the documents he has written down in Samnaun after the meeting.

There were no requests to change the protocol.

Ireland points out that there was not Pete Gillespie present in Samnaun but Derek Tate who is the official representative of Ireland (contrary to the list of attendance). This change will be done. The protocol is approved without any dissents.

**3. Reports of the president and the vicepresidents**

President Caffi gives an overview of the different topics and activities since the assembly of the delegates in April 2017:

- 5 board meetings and various Skype meetings
- Appointment of the new General Secretary Peter Hennekes (Germany) who works for the ISIA on a voluntary basis and was released from the German Ski Instructor Association for this
- Opening of the new ISIA Office in Grainau and presentation of the new employee, Alena Bielke, who works for the German Ski Instructor Association (DSL) as well
- Explanation of the situation with France/Italy/Austria after leaving the ISIA. The board will try to win the nations back for a return in talks. Valentin Kiedaisch as Vicepresident Europe will be responsible for those talks.
- The vicepresidents report on the past year and the development in their regions/areas.

**4. Report of the General Secretary**

General Secretary Peter Hennekes presents his ideas and aims for the future of ISIA and invites the members to participate and work actively and constructively. The open and transparent communication is for him as important as the content-related focus on sports, on the profession and on the global community.

**5. Presentation of the annual statement 2017**

President Caffi presents the financial statements 2017 (attached) and explains the key positions. The loss in 2017 is sFr 12.455,68.

**6. Report of the auditors**

The auditor Evgenia Sedelnikova reports on the audit of the financial statements 2017 on 18.06.2018. The audit revealed no objections and the auditors recommend that the Assembly of Delegates grant discharge to the board for the year 2017.

**7. Approval of the annual accounts 2017**

President Caffi calls for the vote on the 2017 financial statements.

**Decision 1 / Annual Financial Statement 2017**

The assembly of delegates unanimously approved the 2017 financial statements and also granted discharge to the executive committee without any dissenting votes.

**8. Presentation and approval of the budget 2019**

President Caffi presents the budget 2019 (attached) and explains the key points.



### **Decision 2 / Budget 2019**

The delegates' meeting unanimously approved the budget for 2019. The planned loss for 2019 is sFr 15,900.

### **9. Membership fees 2019**

President Caffi referred to paragraph 8 and the proposal of the board not to change the membership fees for 2019. The board will evaluate the results of discussions in the morning workshops, develop concrete proposals and present them to the nations during the next delegates' meeting in Pamporovo in 2019. There it will be decided on the changes and the membership fee increase from 2020 onwards.

### **10. Report of the Technical Commission**

Vicepresident Kiedaisch informs about the work of the Technical Commission. As Vicepresident Europe he is responsible for this commission. Tomislav Sepic runs this commission operationally and is currently supported by 10 members from various member nations. One of the main tasks of the Commission is to present and represent the quality of the ISIA and its training standards, which are valid worldwide. Sepic explains in detail the work in the Technical Commission and informs in particular about:

- The Speedtest Snowboard in Chile
- the observer status of Ukraine, but there hasn't been any contact for in the last time. The question is, how long Ukraine should still keep the observer status
- the revision of the criteria required for working in the Technical Commission
- the question of financing (this is currently still open, because the inspections cost the ISIA a lot of money - corresponding proposals by the board will be presented by the end of 2018)

### **11. Admission of new members**

Vicepresident Kiedaisch points out that currently Ukraine, Latvia and China have a status as observers. There are currently no specific applications for admission.

### **12. Applications**

There are no applications from the member nations.

President Caffi informs that the board will withdraw its motion to change the voting procedure based on feedback from the workshops this morning. The results of the workshops will be communicated to the member nations following the meeting of delegates, discussed and submitted to the next DV 2019 in Pamporovo for decision.

### **13. ISIA minimum standard - new rules**

President Caffi justified the change in the minimum standards. The proposed changes are intended to ensure that the adopted amendment is written down in order to avoid misunderstandings on the part of the members. He clarifies that the Legal Commission (headed by Egri) has been tasked with defining the adopted changes. Egri introduced the board's proposal for adjustments to the ISIA minimum standard (attached). After the end of the debate on the present application, Egri puts it to the vote.

### **Decision 3 / ISIA minimum standard**

The Assembly of Delegates unanimously approved the adjustments with one abstention (UK). The system contains the new ISIA quality standard (attached).



#### **14. Situation in Europe**

Kotaska informs about the current situation in Europe on the way to a delegated act, that will regulate the mutual recognition of professional ski instructors in Europe from winter 2018-19.

President Caffi explained the position of the board on this point. Should the European Commission issue the Delegated Act, the ISIA Presidium will propose to the Assembly of Delegates that the existing foundations, ISIA Speedtest and ISIA Safety Test, which are proven for the preservation of the ISIA Card Standard, be replaced by the Eurotest and the Euro Safety Test. This would probably be binding on ISIA members in Europe and more voluntary for members outside Europe. The concrete implementation can only be discussed once the decision has been taken in Brussels.

Following a request from GB, Caffi said that the ISIA was open and ready to propose to ISIA GA to adopt the joint Eurotest and Euro Security Test exams in the Delegated Act in the ISIA Statutes for the ISIA Card Standard. The decision on this is made by the GA.

Bulgaria calls on the ISIA to examine whether the ISIA could play a more active role in the development of the European Qualifying Framework (EQF). Caffi agrees to consider this in the board.

#### **15. ISIA Database**

President Caffi presents the current status of the database and draws attention to the requirements in the statutes of the ISIA in terms of input and voting rights. The board is currently working on adapting the database to the principles of the EU General Data Protection Regulation.

Poland is initiating a technical meeting with international experts to discuss the technical possibilities and achieve a big benefit. Each nation has received a login and can independently manage ski instructors. It can be worked on individual ski instructors or groups of ski instructors at the same time.

*Coffee pause 20 min.*

#### **16. Interski 2019 in Pamporovo, Bulgaria**

Petar Iankov informs about the current status of the preparations, presents the program of the Interski Congress (17-22 March 2019) in Pamporovo and asks all not yet registered nations to submit their application within the set deadline.

President Caffi points out that the ISIA is responsible for the implementation of the Interski Ski School, offering the possibility for the ISIA and its member nations throughout the congress to place the all-important topic of "ski lessons with and for children" as an ISIA topic.

#### **17. ISIA World Championships 2021**

President Caffi informs that there are currently no inquiries or applications for the implementation of the ISIA ski instructor World Cup 2021. The presidium accepts official applications until 19.03.2019 at 20:00 o'clock. The award will then take place during the ISIA delegates' meeting on 20.03.2019 in Pamporovo.

#### **18. Various**

There are no discussions/interventions left.

The president Vittorio Caffi closes the general assembly at 16:15 o'clock.



INTERNATIONAL SKI INSTRUCTORS ASSOCIATION  
INTERNATIONALER SKILEHRERVERBAND  
ASSOCIATION INTERNATIONALE DES MONITEURS DE SKI

---

**Präsident**  
Vittorio Caffi

**Generalsekretär**  
Peter Hennekes



INTERNATIONAL SKI INSTRUCTORS ASSOCIATION  
INTERNATIONALER SKILEHRERVERBAND  
ASSOCIATION INTERNATIONALE DES MONITEURS DE SKI

---

# Protocol

## ISIA assembly of the delegates

**28. April 2017**

**in Samnaun, Switzerland**

Restaurant Sattel-Panorama



## 1. Welcome and determination of quorum

The president Campell opens the asseby of the delegates.

Other speakers: Interski president Melmer and Terribilini respresenting the president Eggen from Swiss Snowsports.

Presence- and vote list:

	nation	stamps	votes	paid	present	represented by	voting rights	
1	Andorra	501	2	J	J	J	Victor Iriarte	2
2	Argentinien	700	2	J	J	J	Martin Bacer	2
3	Australien	510	2	J	J	J	Michal Bierczynski	2
4	Belgien	300	1	J	J	N		0
5	Bosnien Herz.	46	1	J	J	J	Dimitriy Muha	1
6	Bulgarien	500	1	J	J	J	Petar Grouev Iankov	1
7	Canada	500	1	J	J	J	Martin Jean	1
8	Chile	100	1	J	J	J		1
9	Croatia	505	2	J	J	J	Tomislav Sepic	2
10	Czech Republic	500	1	J	J	J	Libor Knot	1
11	Dänemark	510	2	J	J	N		0
12	Deutschland	3010	5	J	J	J	Norbert Haslach	5
13	Finnland	501	2	J	J	J	Timo Welsby	2
14	Griechenland	250	1	J	J	N		0
15	Grossbritannien	1200	3	J	J	J	James Lister	3
16	Holland	510	2	J	J	J	Philip De Koningh	2
17	Irland	120	1	J	J	J	Pete Silver Gillespie	1
18	Israel	150	1	J	J	N		0
19	Italien/Südtirol	2065	4	J	J	J	Claudio Zorzi	4
20	Japan	1065	3	J	J	J	Kiminobu Sugiyama	3
21	Liechtenstein	0	0	N	N	N		0
22	Korea	550	2	J	J	J	Kim Donghwan	2
23	Montenegro	150	1	J	J	J	Lekovic Mileta	1
24	Neuseeland	500	1	J	J	J	Peter Clinton Baker	1
25	Norwegen	400	1	J	J	J	Björn Ove Larsen	1
26	Polen	150	1	J	J	J	Krzysztof Zieba	1
27	Rumänien	205	1	J	J	J	CodruPopesku	1
28	Russland	510	2	J	J	J	Tatiana Dunaeva	2
29	San Marino	500	1	J	J	J	Umberto Ballin	1
30	Schweden	330	1	J	J	J	Johan Malmsten	1
31	Schweiz	4500	6	J	J	J	Karl Eggen	6
32	Serbien	60	1	J	J	J	Neboisa Mitrovic	1
33	Slowakei	40	1	J	J	J	Jaroslav Pavelka	1
34	Slowenien	501	2	J	J	J	Sandi Murovec	2
35	Spanien	800	2	J	J	J	Diego Munera	2
36	Türkei	200	1	J	J	N		0
37	Ungarn	50	1	J	J	J	Katalin Egri	1
38	USA	520	2	J	J	J	Erik Sheckleton	2
	<b>Total</b>	<b>23.311</b>	<b>65</b>			<b>32</b>		<b>59</b>

There are 32 out of 38 nations present with 59 out of a total of 65 votes.





**2. Approval of the protocol from the ISIA assembly of the delegates from 08.04.16 in Lenzerheide**

No requests for changes have been received. The protocol is considered approved.

**3. Reports**

President Campell gives a review of the different topics during his term and the challenges of the ISIA. The vicepresidents report on the past years and the development in their regions.

**4. ISIA Database**

The current status of the database is presented. Each nation has received a login and can manage their ski instructors independently. Individual ski instructors or groups of ski instructors can be edited at the same time.

**5. Information about Interski Pamporovo**

Petar Iankov presents Interski Pamporovo and answers questions.

**6. Requests**

Adjustment/amendment/amendment of the Rules of Procedure II / §2 voting rights and II§5-6 elections

The request of Katalin Egri / Hungary was rejected.

**7. Report auditor**

The auditors were able to confirm all the regularities and an exemplary bookkeeping.

**8. Approval of the annual accounts 2016 and discharge of the executive committee**

The annual accounts are presented and discussed. The application for approval of the annual accounts is approved by the assembly of the delegates (unanimous).

The request for discharging the executive committee is approved by the assembly of the delegates (unanimous).

**9. Budget 2018**

The budget 2018 is presented and approved.

**10. Membership fees**

The executive committee sees currently no need to raise the membership fees. The membership fees remain unchanged.

**11. Admission of new members**

There are no new members added to the ISIA.

The observing status remains with: Ukraine, Macedonia, Latvia, Albania and China.



## 12. Varia

### a) Status South Tyrol in the ISIA

After several discussions about the current membership status of South Tyrol, Germany formulates an application:

Application German Ski Instructor Association by Peter Hennekes: The representation of the professional ski instructors of South Tyrol by the regional professional ski instructor association is recognized as an official member of the ISIA. As soon as the national ski instructor association (AMSI) has positively decided about a re-entry and South Tyrol is still member of the ISIA at this time, the membership of South Tyrol ends automatically when AMSI rejoins the ISIA.

The application is decided positively by the delegates and approved. South Tyrol agrees to this approach.

### b) Announcement of the previously announced candidates for the elections on 29.04.2017.

Late entries or changes must be submitted to the General Secretary until 21:00 o'clock on 28.04.2017 to be accounted.



**ELECTION ASSEMBLY 29.04.2017 - 11:00**

**13. Opening and presence control**

The election meeting begins on 29th of April 2017 at 11:00 in the Restaurant Sattel-Panorama in Samnaun – Switzerland.

Presence and voting list:

	nation	stamps	votes	paid		present	represented by	voting rights
1	Andorra	501	2	J	J	J	Victor Iriarte	2
2	Argentinien	700	2	J	J	J	Martin Bacer	2
3	Australien	510	2	J	J	J	Michal Bierzynski	2
4	Belgien	300	1	J	J	N		0
5	Bosnien Herz.	46	1	J	J	J	Dimitriy Muha	1
6	Bulgarien	500	1	J	J	J	Petar Grouev Iankov	1
7	Canada	500	1	J	J	J	Martin Jean	1
8	Chile	100	1	J	J	J		1
9	Croatia	505	2	J	J	J	Tomislav Sepic	2
10	Czech Republic	500	1	J	J	J	Libor Knot	1
11	Dänemark	510	2	J	J	N		0
12	Deutschland	3010	5	J	J	J	Norbert Haslach	5
13	Finnland	501	2	J	J	J	Timo Welsby	2
14	Griechenland	250	1	J	J	N		0
15	Grossbritannien	1200	3	J	J	J	James Lister	3
16	Holland	510	2	J	J	J	Philip De Koningh	2
17	Irland	120	1	J	J	J	Pete Silver Gillespie	1
18	Israel	150	1	J	J	N		0
19	Italien/Südtirol	2065	4	J	J	J	Claudio Zorzi	4
20	Japan	1065	3	J	J	J	Kiminobu Sugiyama	3
21	Liechtenstein	0	0	N	N	N		0
22	Korea	550	2	J	J	J	Kim Donghwan	2
23	Montenegro	150	1	J	J	J	Lekovic Mileta	1
24	Neuseeland	500	1	J	J	J	Peter Clinton Baker	1
25	Norwegen	400	1	J	J	J	Björn Ove Larsen	1
26	Polen	150	1	J	J	J	Krzysztof Zieba	1
27	Rumänien	205	1	J	J	J	CodruPopesku	1
28	Russland	510	2	J	J	J	Tatiana Dunaeva	2
29	San Marino	500	1	J	J	J	Umberto Ballin	1
30	Schweden	330	1	J	J	J	Johan Malmsten	1
31	Schweiz	4500	6	J	J	J	Karl Eggen	6
32	Serbien	60	1	J	J	J	Neboisa Mitrovic	1
33	Slowakei	40	1	J	J	J	Jaroslav Pavelka	1
34	Slowenien	501	2	J	J	J	Sandi Murovec	2
35	Spanien	800	2	J	J	J	Diego Munera	2
36	Türkei	200	1	J	J	N		0
37	Ungarn	50	1	J	J	J	Katalin Egri	1
38	USA	520	2	J	J	J	Erik Sheckleton	2
	<b>Total</b>	<b>23.311</b>	<b>65</b>			<b>32</b>		<b>59</b>

There are 32 out of 38 nations present with 59 out of a total of 65 votes.



#### 14. Determination of the election committee

The election assembly unanimously determines the election committee as follows:

Dr. Hugo Reider, General Secretary, as Chairman.

Eduardo Roldan, Spain, as associate as well as Franco Moro, Switzerland, as associate.

#### 15. Announcement of the candidatures and presentation of the candidates

##### ISIA PRESIDENT

Association	Name
ARG-AADIDES	Bacer Martin
IRL-IASI	Caffi Vittorio

##### VIZEPRESIDENT EUROPE

Association	Name
IRL-IASI	Caffi Vittorio
BG-BSS	Iankov Petar
D-DSLV	Kiedaisch Valentin
HR-HZUTS	Sepic Tomislav

##### VICEPRESIDENT AMERICA

Association	Name
CAN-CSIA	Jean Martin

##### VICEPRESIDENT PACIFIC AREA

Association	Name
NZ-NZSIA	Clinton-Baker Peter
JAP-SIA	Sugiyama Kiminobu

##### TREASURER

Association	Name
IRL-IASI	Caffi Vittorio
H-SMSZ	Egri Dr. Katalin
CZ-APUL	Kotaska Jiri

##### ASSOCIATES

Association	Name
IRL-IASI	Caffi Vittorio
H-SMSZ	Egri Dr. Katalin
D-DSLV	Kiedaisch Valentin
CZ-APUL	Kotaska Jiri
SLO-SIAS-ZUTS	Murovec Sandi
GB-BASI	Renouf Dave
S-SSIA	Ruder Kjell
HR-HZUTS	Sepic Tomislav
JAP-SIA	Sugiyama Kiminobu
CH-SSSV	Terribilini Mauro
FIN-FNASI	Welsby Timo
SDT/I-LBKS	Zorzi Claudio

##### AUDITORS

Association	Name
E-AEPEDI	Munera Diego
RUS-NRLI	Sedelnikova Evgenia



## 16. Elections

### a) 1 President:

Casted votes:	59
Invalid:	1
Blank:	3
Vittorio Caffi:	28
Martin Bacer:	27
Elected as ISIA President: Vittorio Caffi	

### b) 1 Vicepresident Europe

Vittorio Caffi, who has been elected as the new ISIA president, is eliminated as Vicepresident Europe candidate and Tomislav Sepic withdraws his candidacy:

Casted votes:	59
Invalid:	0
Blank:	0
Valentin Kiedaisch:	36
Petar Iankov:	23
Elected as ISIA Vicepresident Europe: Valentin Kiedaisch	

### b) 1 Vicepresident America:

There is only one candidate for the new Vicepresident America, Martin Jean.

The Election Commissioner asks if the Assembly agrees to an open poll by hand, which is unanimously affirmed.

Martin Jean is elected unanimously, without votes against or abstention, as Vicepresident America.

### c) 1 Vicepresident Pacific Area:

Casted votes Stimmen:	58
Invalid:	0
Blank:	0
Kiminobu Sugiyama	35
Peter Clinton Baker:	23
Elected as ISIA Vicepresident Pacific Area: Kiminobu Sugiyama	

### d) 1 Treasurer:

Casted votes:	59
Invalid:	0
Blank:	0
Katalin Egri	31
Jiri Kotaska:	28
Elected as ISIA treasurer: Katalin Egri	



e) 4 Associates

The candidates who have already been elected to a different function in the previous ballots will automatically be eliminated from this election.

Mauro Terribillini and Dave Renouf withdraw their candidacy.

Casted votes: 59 (4 different names per voting paper possible)

Invalid: 0

Blank: 0

Timo Welsby 41

Jiri Kotaska: 37

Tomislav Sepic 34

Sandi Murovec 33

Kjel Ruder 26

Claudio Zorzi 23

Electes as associates are:

Timo Welsby

Jiri Kotaska

Tomislav Sepic

Sandi Murovec

f) Auditors:

There are only 2 candidates to vote on, the Assembly approves of an open vote.

As auditors are elected unanimously, without votes against or abstentions:

Evgenia Sedelnikova

Diego Munera

## 17. Announcement of the election results

The election committee confirms the statutory course of the elections and announces the composition of the new ISIA executive committee for the term 2017 – 2021:

Function	Name	Nation/Association
President	Vittorio Caffi	IRL-IASI
Vicepresident Europe	Valentin Kiedaisch	D-DSL
Vicepresident America	Martin Jean	CAN-CSIA
Vicepresident Pacific Area	Kiminobu Sugiyama	JAP-SIA
Treasurer	Katalin Egri	H-SMSZ
Associates	Timo Welsby	FIN-FNASI
	Jiri Kotaska	CZ-APUL
	Tomislav Sepic	HR-HZUTS
	Sandi Murovec	SLO-SIAS-ZUTS
Auditors	Evgenia Sedelnikova	RUS-NRLI
	Diego Munera	E-AEPEDI



**18. Handover of the outgoing President and of the outgoing executive committee to the newly elected**

Outgoing President Riet Campell hands over the office transactions with a handshake and congratulations to the newly elected President Vittorio Caffi and the newly elected executive committee. He thanks the outgoing executive committee for the good work and cooperation and the outgoing executive committee says goodbye to the Assembly.

Vittorio Caffi as the new President takes over and closes the meeting at 19:30 c'clock since there are no more requests to speak about.

He thanks all the delegates for the advance of trust as well as Swiss Snowsports, the TV Samnaun and the technology for the good organization, for the interpreters for their patience and in general all participants.

**Präsident**  
Vittorio Caffi

**Protokollführer**  
Valentin Kiedaisch



INTERNATIONAL SKI INSTRUCTORS ASSOCIATION  
INTERNATIONALER SKILEHRERVERBAND  
ASSOCIATION INTERNATIONALE DES MONITEURS DE SKI

---

## BALANCE SHEET

31 DECEMBER 2017  
31 DECEMBER 2016

## PROFIT AND LOSS ACCOUNT

1. JANUARY 2017 - 31 DECEMBER 2017  
1. JANUARY 2016 - 31 DECEMBER 2016





**INTERNATIONAL SKI INSTRUCTORS ASSOCIATION**  
**INTERNATIONALER SKILEHRERVERBAND**  
**ASSOCIATION INTERNATIONALE DES MONITEURS DE SKI**

**BALANCE SHEET 31.12.2017 / 31.12.2016**

**Assets**

<b>Working Capital</b>	<b>31.12.2017</b>		<b>31.12.2016</b>	
	sFr.		sFr.	
Cash	1,60		3.827,50	
UBS Euro CH91 0020 4204 DM10 0337 0	1.288,23		15.886,57	
UBS CHF CH86 0020 4204 M862 4698 0	98.412,88		101.205,34	
UBS CHF Spar CH30 0020 4204 M862 4698 2	55.497,30		55.491,75	
Raiffeisen CHF CH58 8009 8000 0059 2847 4	75.759,65		78.255,30	
Rating corrections Euro account	0,00		-2.624,27	
	<b>230.959,66</b>	<b>99,52%</b>	<b>252.042,19</b>	<b>99,39%</b>
Debtors: contributions/div.	1.113,00		1.536,50	
<b>Debt</b>	<b>1.113,00</b>	<b>0,48%</b>	<b>1.536,50</b>	<b>0,61%</b>
<b>Total Working Capital</b>	<b>232.072,66</b>	<b>100,00%</b>	<b>253.578,69</b>	<b>100,00%</b>
<b><u>Liabilities</u></b>				
Creditors	1.694,20		10.895,75	
Passives Transitory	151,20		0,00	
<b>Total Foreign Capital</b>	<b>1.845,40</b>	<b>0,80%</b>	<b>10.895,75</b>	<b>4,30%</b>
<b>Own Capital</b>	<b>242.682,94</b>	<b>104,56%</b>	<b>237.574,09</b>	<b>93,69%</b>
<b>Annual Loss/Annual Gain</b>	<b>-12.455,68</b>	<b>-5,36%</b>	<b>5.108,85</b>	<b>2,01%</b>
<b>Total Association's Assets</b>	<b>232.072,66</b>	<b>100,00%</b>	<b>253.578,69</b>	<b>100,00%</b>



**DEBTORS 31.12.2017**

<b>Debtors</b>	<b>sFr.</b>
Türkei Beitrag	1.000,00
Türkei Porto	11,00
Chile Porto	15,00
ISIA-Card Spanien	56,00
Spanien Porto	5,00
ISIA-Card Dänemark	8,00
Dänemark Porto	5,00
ISIA-Card Norwegen	8,00
Norwegen Porto	5,00
<b>Total</b>	<b>1.113,00</b>



INTERNATIONAL SKI INSTRUCTORS ASSOCIATION  
 INTERNATIONALER SKILEHRERVERBAND  
 ASSOCIATION INTERNATIONALE DES MONITEURS DE SKI

**Profit and Loss Account 01.01.–31.12.2017 / Budget 2018/2019**

	Account 2016 CHF	Budget 2017 CHF	Account 2017 CHF	Budget 2018 CHF	Budget 2019 CHF
<b>Receipts</b>					
Nations' contributions	55.689,80	50.000,00	56.287,05	50.000,00	54.000,00
Various receipts	399,78	0,00	2.473,79	500,00	400,00
Congresses (incl. DA/ Interpreters)	0,00	0,00			0,00
Congress costs participants	24.475,95	0,00			0,00
Technical Events	0,00	5.000,00		5.000,00	0,00
Commissions/Controlling	0,00				5.000,00
ISIA Database	0,00	5.000,00			0,00
ISIA Card	412,65	2.000,00	195,15	5.000,00	1.000,00
Badges	198,00	2.000,00		2.000,00	1.000,00
Debtors loss			-1.250,00		
Interests	44,75	100,00	43,80	100,00	100,00
Change (difference € account)	-445,45		-280,16		
Sponsoring					1.000,00
<b>Total</b>	<b>80.775,48</b>	<b>64.100,00</b>	<b>57.469,63</b>	<b>62.600,00</b>	<b>62.500,00</b>
<b>Expenses</b>					
Secretary's office	6.742,70	6.500,00	1.491,30	6.500,00	0,00
Office	4.320,00	4.500,00	1.800,00	4.500,00	11.000,00
Employee					11.000,00
Taxes	318,65	250,00	347,90	300,00	300,00
Presidium/Commissions	13.577,93	15.000,00	15.789,35	14.000,00	14.000,00
World Championships/Interski			13.137,75		3.000,00
Congresses (incl. DA/ Interpreters)	7.882,80	10.000,00	10.580,65	8.000,00	
Congress costs participants	21.745,00		0,00		
Commissions/Controlling		6.000,00		5.000,00	5.000,00
Technical Events				5.000,00	5.000,00
ISIA Database	5.842,20	5.000,00	18.427,95	4.000,00	2.000,00
ISIA Card	214,50		385,00	500,00	500,00
Printed Matter		1.000,00		1.000,00	5.000,00
Postage, telephony, office material, etc	414,45	2.000,00	312,85	1.000,00	1.000,00
Website	2.794,25	1.000,00	3.335,40	1.000,00	2.000,00
ISIA Stamps/Presents Until 2018	1.571,05	5.000,00	2.593,15	5.000,00	
ISIA Stamps					1.400,00
Translations	9.580,55	4.000,00	730,70	5.000,00	4.000,00
Contribution to Associations	53,85	1.000,00	527,15	500,00	500,00
Banking fees	608,70	800,00	426,16	700,00	700,00
Costs			40,00		
Badges		1.000,00		1.000,00	1.000,00
Overheads		1.000,00		1.000,00	1.000,00
Debtors loss Database					
Marketing/Promotion					10.000,00
<b>Total</b>	<b>75.666,63</b>	<b>64.050,00</b>	<b>69.925,31</b>	<b>64.000,00</b>	<b>78.400,00</b>
<b>Profit/Loss</b>	<b>5.108,85</b>	<b>50,00</b>	<b>-12.455,68</b>	<b>-1.400,00</b>	<b>-15.900,00</b>



INTERNATIONAL SKI INSTRUCTORS ASSOCIATION  
INTERNATIONALER SKILEHRERVERBAND  
ASSOCIATION INTERNATIONALE DES MONITEURS DE SKI

---

# **ISIA quality standard for the ISIA stamp and ISIA card**

Stand: 23.07.2018

---

An der Kandahar 11  
82491 Grainau, Germany

Phone +49 (0) 88 21 - 73 214 44  
Fax +41 (0) 88 21 - 73 214 45

Mail [info@isia.ski](mailto:info@isia.ski)  
Web [www.isia.ski](http://www.isia.ski)



## Table of contents

1. Preamble
2. ISIA stamp
  - 2.1. Technique
  - 2.2. Safety on and off-piste
  - 2.3. Methodology/didactics
  - 2.4. First aid
  - 2.5. Tourism, marketing, communication, basic rights
  - 2.6. Languages
  - 2.7. Environment and nature
  - 2.8. History and culture
3. ISIA card
  - 3.1. ISIA technique test
  - 3.2. ISIA test safety
4. Duration of training
5. Further training
6. Control
7. Legitimation
8. Basic principles
9. Legal validity

### Appendix I:

10. ISIA performance levels

### Appendix II:

11. ISIA technique test



## 1. Preamble

- These regulations, together with the ISIA minimum standard, define the requirements for allocation of the ISIA stamp and/or ISIA card.
- The ISIA intends to support the training of snow sports instructors and promote quality and safety worldwide by means of the ISIA minimum standard.
- The ISIA minimum standard is aimed at the objectives of the Copenhagen Process (European Credit System for Vocational Education and Training [ECVET], appendix I) and specifically at ISIA performance levels 1-3.
- The ISIA minimum standard does not automatically give the right to mutual recognition of a country's national professional training by state authorities.
- Candidates who have completed the national training as snow sports instructors in their country and meet the relevant quality standards, and who are also entitled to work in their home country as professional snow sports instructors with commercial interests are entitled to the ISIA stamp and/or ISIA card. Only candidates with the highest national snow sports instructor qualification have the right to purchase the ISIA card.
- These prerequisites will be checked by the ISIA.

## 2. Minimum standard ISIA stamp

### 2.1. Technique

The candidate must be able to instruct all guest categories (children to seniors) in group and private lessons. S/he will be competent in the technical forms to the level of "expert" and able to demonstrate and explain them on difficult terrain. S/he will be able to instruct in several disciplines.

ISIA performance level 2

### 2.2. Safety on and off-piste

The candidate must be able to assess winter and mountain hazards (weather, avalanches and terrain) correctly, respond and behave appropriately, and be able to take immediate action in the event of an accident. The candidate will be familiar with and able to implement FIS rules.

ISIA performance level 2

### 2.3. Methodology/didactics

The candidate will understand the teaching and relevant factors for instruction and training, and be able to apply and implement them in theory and practice.

ISIA performance level 3



#### 2.4. First aid

The candidate will know the principles of first aid in the event of a snow sports accident, be able to apply them and know the immediate procedures with regard to safety and alerting.

ISIA performance level 2

#### 2.5. Tourism, marketing, communication, basic rights

The candidate will understand the importance of quality in tourism. S/he will understand the most important marketing principles and be able to adapt his/her communication as appropriate to the situation.

S/he will know the basic rights and duties of a commercial guide, and be able to derive and apply further rights and duties from the legal requirements.

ISIA performance level 2

#### 2.6. Languages

The candidate will be able to instruct in at least one other language.

ISIA performance level 2

#### 2.7. Environment and nature

The candidate will know the rules with regard to nature and the environment and deal sensitively with both.

ISIA performance level 2

#### 2.8. History and culture

The candidate will know the national history of snow sports, plus the national and international snow sports instructor organisations and their tasks.

ISIA performance level 2

### 3. ISIA card

The ISIA card is the highest snow sports instructor's award issued by the ISIA. In order to receive it, further in-depth training is required in the quality standard targets in chapter 2 (ISIA stamp), and the ISIA technique test and ISIA test safety must have been successfully passed.

#### 3.1. ISIA technique test

The candidate will have had technical, methodological and multi-sports training. S/he will be able to teach the technical forms to the highest level (expert) with competence. S/he will also have passed the racing test to standardised measurable parameters in the main discipline.

ISIA performance level 3



### 3.2. ISIA test safety

The candidate will be able to plan and undertake off-piste runs with guests (not glacier or rock runs) independently. S/he will be familiar with the necessary equipment (compass, altimeters, geographic maps, avalanche transceivers, probe poles etc.) and methods for analysing the avalanche situation, and will be able to draw the necessary conclusions. S/he will be able to read, understand and interpret avalanche bulletins and weather forecasts. In the event of an accident, s/he will be able to respond immediately, co-ordinate the rescue and provide first aid.

ISIA performance level 3

### 4. Duration of training

Anyone planning to undergo training must already have a high level of technical ability in the various snow sports disciplines. Candidates starting with a high entry standard must expect minimum 320 hours' training for the ISIA stamp and minimum 450 hours for the ISIA card.

Two-thirds of the time will be spent on snow, one-third in the classroom.

Ten percent of the training time may be spent on a vocational training course.

### 5. Further training

In order to maintain the achieved status, snow sports instructors must attend and pass the further training courses offered by their national organisation. The instructor's national association is to enter and register his/her attendance at a further training course in his/her identification pass.

Anyone who fails their further training will become inactive as a snow sports instructor, and will not be entitled to the ISIA stamp or ISIA card. Repeating a further training course will restore the instructor to his/her active status.

This further training lasts one day a year, or two days every two years.

### 6. Control

The ISIA reserves the right to visit and control the initial and further training courses offered by the member associations, and to check whether the standards are met.

Any tests (ISIA technique test) standardised by the **ISIA** must be communicated openly and be accessible to anyone who is entitled to them.

With new applications for membership, the **ISIA** must be given the opportunity to visit the training course for at least three years before the application will be processed. During this time, the applicants will be given the status of observer in the **ISIA**.

The ISIA office is to be provided with information on issued ISIA stamps at any time.





The ISIA office runs a central register of holders of the ISIA card. ISIA membership associations can obtain information here on the lawful possession of an ISIA card. The usual data protection laws apply.

There is a charge for the issue of the ISIA stamp and ISIA card.

## 7. Legitimation

Snow sports instructors who have successfully passed their country's national training and exams that meet the ISIA minimum standard for the ISIA stamp or ISIA card will receive the ISIA stamp or ISIA card and the ISIA badge from the respective membership association. Only candidates with the highest national snow sports instructor qualification have the right to purchase the ISIA card.

## 8. Basic Principles

- ISIA by-laws
- Copenhagen Process ECVET (European Credit System for Vocational and Education Training)
- Rules for issuing ISIA stamps and cards
- ISIA performance levels 1-3

## 9. Legal validity

This ISIA minimum standard for the ISIA stamp and ISIA card becomes valid with the approval by the delegates' meeting of 22 May 2008 in Jesolo/Italy.

Adjustments to the ISIA quality standard will become valid by the Delegates' Assembly on 19 June 2018.



Appendix 1

**10. ISIA performance levels for ISIA stamp and ISIA card**

**Copenhagen Process**

The ISIA minimum standard is based on the objectives of the Copenhagen Process, the aim of which is a European credit system for vocational education and training (ECVET).

This credit system should help to make mutual grading of professional qualifications easier in future. This will be effected solely on the basis of qualifications (proof will be required) and/or competencies achieved, and not based on the duration of training. The formulation of the training aims will be based on three performance levels.

ECVET is not yet in use, which is why the ISIA performance levels 1-3 listed below apply for the weighting of competencies.

**ISIA performance level 1 (remember)**

The candidate is able to remember things that s/he has learnt, and transmit this knowledge. S/he is able to carry out actions according to instructions.

**ISIA performance level 2 (understand and apply)**

The candidate is able to transmit and practically apply acquired knowledge. S/he is able to carry out actions, their consequences and action sequences.

**ISIA performance level 3 (process problems comprehensively)**

The candidate is able to further develop acquired knowledge, find new solutions and assess them. S/he is able to determine action sequences independently, learn and become proficient in them.



Appendix 2

### **11. ISIA technique test**

In order to obtain the ISIA card, every snow sports instructor must pass the examination in the ISIA technique test. The test is designed to prove the candidate's technical abilities at the highest level. The test may be repeated any number of times. The races must be carried out in accordance with FIS rules.

The test consists of a standardised racing discipline, for which the reference times are supplied by standardised reference skiers.

The tests are carried out in different places (nations), and must be comparable.

The **ISIA** issues the licences for the tests to be carried out, and is responsible (control) for ensuring that they are executed in accordance with the specified guidelines.

The results will be announced on the day of the race.

#### **Equipment**

The participants can choose their equipment freely (skis, suit, etc.).

#### **Repeating the ISIA technique test**

The candidate may repeat this test as often as s/he likes.

#### **Safety and responsibility**

The organiser (licencee) is responsible for the safety of the race. The safety measures must comply with the local safety guidelines.

#### **Registration of the results**

Test results will be registered with the ISIA only for those who have secured the implementation rights from the ISIA beforehand.

#### **Requirements for a licence**

- Application to ISIA four months in advance
- Public announcement three months before the test with details regarding organiser, place, date, time, piste
- Announcement of the reference time skiers, minimum 2 people and 1 re-serve
- Suggestion for the jury
- Anticipated number of participants
- The registration fee must not exceed 30 euros for at least two starts
- There is no limit on the number of participants.

The technical commission may apply to the steering committee to amend the ISIA technique test and adapt it to changing requirements.



## Skiing competition description

### Form

The ISIA ski technique test consists of a giant slalom run carried out in compliance with the FIS rules. If the candidate does not meet the criteria during the run, he has the option of participating in a second run on the same day.

### Route

### Length

The giant slalom should have a base time of 50 sec (+/- 10%).

### Difference in altitude

The difference in altitude between the start and the finish should be between 250 and 400 meters.

### Reference skiers (50 FIS points)

Reference skiers are racing skiers (male) who have achieved 50 FIS points (+/- 10%) in the current or past winter season. At least 2 reference skiers will race at the beginning and at the end of the race. If a reference skier drops out of the race, he must repeat it. The reference skiers must race in racing dress. Free choice of equipment (skis, etc.).

### Calculation of the reference time

The reference time is the average of the four reference skier times (two starting times and two finishing times).

### Barème (qualifying time)

To pass the test, the male candidates may not lose more than 12.5%, female candidates 17.5% off the reference time.

### Sample calculation

Reference skier, start:	Skier A	51.45
	Skier B	50.87
Reference skier, finish:	Skier A	52.15
	Skier B	52.25
	<hr/>	
	Total of all four times	206.72

### Reference time:

Qualifying time	Average of 206.72/4 =	51.68
Men	51.68 + 12.5%	58.14
Women	51.68 + 17.5%	60.72



### **Number of participants**

Maximum 80 participants per race (if there are more than 80 participants in one racing venue, additional, separate race courses must be arranged).

Rules regarding equipment, repeating tests, safety and responsibility as well as registration are found in the general terms and conditions of the ISIA technique test.

This set of rules was approved by the delegates' meeting in Jesolo on 22 May 2008, amended at the ISIA technique test pilot course in Davos between 23-25 November 2008 and takes effect immediately.

### **Proposal: Snowboard competition description**

#### **Form**

The snowboard test consists of a boardercross that must be carried out in accordance with FIS standards.

#### **Length**

The basic time of the boardercross must be 40 seconds (+/- 10%). It must contain at least the following elements: steep hill curves, rollers, jumps.

#### **Starting procedure**

The candidates will draw for their starting positions.

Only single runs will be raced. The better of two times will be used.

#### **Reference boarders**

The reference boarders must have a level of approx. 100 FIS points.

Reference boarders A and B will perform the boardercross at the beginning and end of the race. The reference time is calculated from the average of the best start and end times.

#### **Time limits**

A male will pass the test if he loses no more than 15% of the reference time.

A female will pass the test if she loses no more than 20% of the reference time.

#### **Time measuring**

The time will be measured by an electronic time measuring device.

#### **FIS rules**

The FIS rules, Rules for the Nokia Snowboard FIS World Cup, will apply for any items not listed here.



### List of literature

- FIS rules, Rules for the Nokia Snowboard FIS World Cup, 2008
- FIS rules, Rules of the FIS Points Snowboard, 2008

### Proposal: Nordic competition description

#### Form

Single start; 1st round classic, material change, 2nd round skating. The material change is part of the whole competition.

#### Distance

Total of 8 km, one round of 4 km classic technique, one round of 4 km free technique. A track will be created for the classic technique. The competition round for the free technique will be groomed.

#### Climb

The maximum difference in altitude between the highest and lowest points in a competition round should not exceed 65 m.

A single ascent should not cover more than 50 m difference in altitude, but it may be broken by a flat section of a maximum of 200 m, or a descent covering a difference in altitude of 10 m.

The whole difference in altitude per competition round should not be more than 90 m or less than 50 m.

#### Changing zone

The entrance to and exit from the changing zone is identified. Once the candidate has entered the changing zone, s/he is free to choose any technique. The changing zone contains changing areas for all candidates. These are at least 2.5 m long and 1.5 m wide. The material for the free technique must be deposited in the changing areas before the start. Skis must be changed; boots and sticks may be. The changes in materials must be effected in the changing areas with no assistance from third parties.

#### Starting procedure

Single start at 30-second intervals. The candidates will draw lots for their starting positions.

#### Reference skiers

The reference skier must ski at a level of approx. 150 FIS points. He must not have dropped below this score for longer than one year. The reference skier is male. He will ski before or after the candidates, depending on the conditions. The reference skier should, if at all possible, ski under the fastest conditions.

#### Time limits

The test is passed if a male loses no more than 25% on the reference skier's time. A female will pass the test if she loses no more than 35% on the reference skier's time.

#### Time measuring



The time can be stopped by hand with precision to one-tenth of a second. Electronic timing is also permitted. Time measuring commences at the start and is not stopped until the candidate has crossed the finish line after the freestyle round.

#### **FIS rules**

The FIS rules, Book II, Cross Country, is to be consulted for any items not listed here.

#### **References**

- FIS, Book II, Cross Country, The International Ski Competition Rules, 2004