



Skiing4all Programs

1 Dec 2019 – 24 Apr 2020

Entering our Second Decade!

Since 2009, providing outdoor fun for children, teenagers and adults with special educational needs in a safe environment focused on Ability. Based in the beautiful Austrian resort of Zell am See-Kaprun.

IMPORTANT NOTE: This information pack supersedes our current website information on the program and accommodation options, so to avoid confusion, please refer to the following information only. Our website will be updated shortly.

5/2019 Edition

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Welcome to Skiing4all!

Welcome or Welcome Back!

Our 10th Winter Season has ended and as we are entering our second decade, I am very pleased to present our Skiing4all Brochure 2019/20. If you are ready to book now, a low 25% deposit is all that's required to secure your chosen program place, with the remaining balance due eight weeks before the start of the program.

Every year we aim to deliver even better value for our Guests and you can be sure that this season is no exception! For the overall best value for money, here are my top tips:

*1. Try to **visit us outside school holidays and take advantage of not only lower prices but also quieter time on the slopes**, ideal for children and adults with special educational needs. For the best combination of lower prices, perfect snow and empty slopes, I particularly recommend January! To help you secure a school leave, at the end of this brochure I attach a letter for the school, which many of our Guests found helpful in the past.*

*2. Book your **stay directly by email with one of our partner hotels and receive 300€ off** Skiing4all Program price. Please see "Partner Hotels" section on pages 16-23 and make sure you follow our hotel booking instructions on p.24.*

*Once you choose the most suitable program, please **fill in our Booking Form** in either Word or pdf format, **email it to info@skiing4all.com** and **copy it to skiing4all.austria@gmail.com**. We will get back to you as soon as possible to discuss and finalise your booking. **Please note, however, that Skiing4all office is closed for summer until 3rd September 2019.***

Thank you and I am looking forward to welcoming you soon!

With kindest regards from beautiful Zell am See



*Anna Wegner
Skiing4all Director & Founder*

About Skiing4all

Skiing4all, run by a British psychologist, is the only organisation based in a mountain resort, which caters exclusively for persons with special educational needs, their families and friends. **We invite everyone to join one of our skiing programs in the beautiful Austrian resort of Zell am See-Kaprun!**

We welcome children, teenagers and adults with:

- Autistic Spectrum Disorder (ASD)
- Asperger Syndrome
- Down's Syndrome
- ADHD / ADD
- Learning Disability
- Behavioural Disorder
- Cognitive Delay (MR)
- Developmental Disability
- Fragile-X Syndrome
- Other special educational needs

Safety and professionalism

We are proud of our highest safety standards and professionalism, which come from the specialist training and many years of experience:

- British Standards based on the principles of the British Psychological Society (BPS)
- Membership of the National Autistic Society (NAS), Down's Syndrome Association (DSA) and Mencap
- All staff DBS (CRB) checked
- All ski instructors members of the International Ski Instructors Association (ISIA) with up to 20 years of experience
- Incorporating the principles of ABA therapy and working within SPELL and TEACCH framework

Therapeutic benefits

The therapeutic benefits of our programs include:

- Improvement in communication and social skills
- Increased self-confidence
- Enhanced self-esteem
- Increased independence
- Improvement in psychomotor components and fitness levels

Quality time together

Since 2009, we have helped numerous families enjoy quality time together while meeting individual needs of all the family members, including siblings, parents and carers. Here is what you can expect from us:

- **For persons with special educational needs:** One to one professional care, optional buddy support, visual aids (PECS, timetables, social stories, reward charts), sensory room, safe spaces and much more!
- **For siblings and friends:** All siblings and friends from the age of three are more than welcome to take part in our Skiing4all Programs and enjoy all the activities on offer!
- **For parents and carers:** A hassle-free holiday with the full professional support throughout your stay in the resort. With everything taken care of throughout the day, it's time to unwind and attend to your own needs too!

What Our Guests Say...

"A huge thank you for helping to make our skiing holiday a huge success. We both love skiing, but finding the right provision for Anja has always been a major challenge – so finding Skiing4all was a great relief. As you know, we spent a lot of time thinking about how everything would work for Anja – and in hindsight we needn't have worried! Your planning, combined with the work that Maria, Paul and Peter did meant that Anja had the structure and variety that works for her. Everyone in the team was incredible. Peter's quiet persistence and encouragement on the slopes, Maria's fun and activities at the base, and all the outdoor activities with Paul meant that Anja had a fabulous time. We're sure this isn't the first time that you will have been told that one of your visitors was devastated to be going home and not spending more time with you all!"

"We also wanted to say a great big thank you for everything you did with Clara too. Often the siblings of children with additional needs have to step back/be more mature/be more patient than most at their age – so seeing how Clara was able just to be herself, to enjoy being a carefree little girl was incredibly touching."

"I just wanted to write and thank you so much for making their week such a success (and therefore also ours). The boys both blossomed so much and their skiing progressed amazingly. Your care and attention were brilliant, and I felt so relaxed leaving them in your care. Both boys gained confidence."

"A huge thank you to you and the team for what was an amazing holiday. Harry enjoyed it, he told me he was better at it than he thought he would be :) And from my perspective the additional foods he now eats is a milestone!!! What you have going on there is amazing. It is strange to leave your child for such a long time with people you have never met before in a foreign country - however from our first email to meeting I knew you and your team would be just perfect for Harry. All I can do is thank you. You are inspirational."

"Words cannot express how grateful we are to you for Aidan's skiing experience with Peter last week. Peter was a truly wonderful guide and teacher for Aidan and somehow managed to transform our boy from someone who seemed very disinterested in skiing to someone who, of his own volition, expressed how much he enjoyed his skiing holiday on our return. That in itself is monumental as Aidan usually lives in the distant past or is asking 'what are we doing next' without ever seeming to enjoy or want to participate in the now. Yet his response to last week was not all with keeping with this. It was wonderful for us to see him express genuine pleasure and for him to feel proud of his achievements. The Head Teacher called me today to say how 'full of it' Aidan is at school. I am certain that this has increased his confidence and self-belief and I hope that this 'can do' attitude extends to other parts of his life. We will definitely return next year."

"Today was something of a milestone. For the first time Jo and I were able to ski together as a family with our autistic son Evan. I can't thank our friends at Skiing4all enough for their help getting Evan to this point."

"We feel extremely comfortable leaving our son in your care and knowing that you do the utmost to understand him, meet his needs and help him have fun. We feel relaxed knowing this and it is this peace of mind which for us is priceless. In no other situation do we get this respite opportunity. Thank you for enabling us to have a stunning week & for all that you do - he absolutely loved it - a real first! Till the next time!"

"Skiing4all you are a real lifeline! The only chance we get to have a true holiday & knowing that our son is well cared for is so vitally important for our peace of mind so thank you is not enough to appreciate all that you enable us to have and do."

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"Our sincere thanks for the wonderful care that was given to Cillian and Seraphina during their week with you. Cillian cried when he realised his week was finished and still asks if he can speak with Peter. We were so thrilled that Cillian got to ski but all the other experiences he was exposed to were super as well e.g. music, the sensory room, playing in the snow etc. We definitely plan to come back next year and can't wait to get the forms to fill out! Again thank you so much for the holiday of a lifetime - the first of very many more to come I am sure."

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"We had such a great ski trip knowing that Tiarnan was in great hands with your team. By day three he was running up the steps to you. I got super feedback especially from Peter and how he learned to work with Tiarnan to get him on skis."

Skiing4all Programs

A quick summary...

☞ Family skiing holiday made simple!

So, in short, how does it all work?

It's very simple: we look after our program participants for five and a half hours per day (typically from 09.45 to 15.15, subject to the seasonal availability, weather conditions, etc.), while their parents and carers enjoy an uninterrupted day of skiing, relaxed in the knowledge that their loved ones are in safe hands with us!

Our programs start and end daily at our [Skiing4all Centre](#), easily reached by parents and carers on the way to and from the slopes. Our program participants get changed for and after skiing in our private, comfortable and peaceful environment, avoiding the busy ski shop area. This helps to minimise any possible anxiety associated with crowded and noisy places, and further increases our already high health and safety standards. Throughout the day, we help our program participants get in and out of their skiing gear and transfer them between the slopes, our centre and various outdoor and indoor activities.

After your holiday you can download our photos and videos, to re-live together all the special moments, which your loved ones enjoyed with us. Yes, it's that simple. 😊

☞ Program Duration: 3, 5 or 6 days

In Winter 2019/20 once again we offer programs of three different durations:

Standard 5-day Programs

Throughout the season all our standard programs typically run for 5 days from Sunday to Thursday, to match the regular ski school schedules, and the Saturday to Saturday stays required by the majority of the accommodation providers.

Extended 6-day Programs

Subject to availability, it might be possible to extend any standard program to 6 days, to run from Sunday to Friday.

Short 3-day Programs

In the lower season, we also offer shorter 3-day versions of all our standard programs, and these run from Sunday to Tuesday. The spaces are very limited so please book early!

☞ Program Type: S, M, L, XL and XXL

We have created our programs based on our many years of experience, making sure that there is a suitable program for every child, teenager or adult with special educational needs. As always, we have taken great care to match our program schedules to those offered by our partner ski schools so that everyone in the family can make the most of their skiing holiday.

You will find a detailed description of all our programs on pages 9-10, followed by a summary table on p. 11 to help you see all the program options at a glance.

👉 Program Timing: When to come

SPECIAL WEEKS:

Alpine Advent 1st - 24th December 2019

This is your chance to enjoy the magical atmosphere of Advent in the Alps, with its Christmas Markets, brass bands, workshops and carol concerts! Wonderful opportunity to admire Salzburg with the Christmas lights on, supposedly the most beautifully lit city in Europe. Perhaps enjoy the ride in the horse-drawn carriage through the Old Town under the blanket of snow, surrounded by the Alpine peaks. An unforgettable experience!

Christmas

Don't just dream of white Christmas, enjoy it with us! There is no more magical time than Christmas in Zell am See, with the sleigh rides, mulled wine, carol singers and presents waiting for children under the snow-capped trees. A picture-perfect idyll!

Easter

Whether at Schmitten mountain in Zell am See or at our Kaprun glacier (we are lucky to be able to ski almost all year round), Easter is a wonderful time, with long sunny days, creating perfect opportunity to relax at our "snow beach" after the day's skiing. Children love the Easter egg hunt with a difference, looking for their treasures in the snow!

THE MOST SPECIAL LOW SEASON!

We are aware of the current policy on taking children out of school during the term time. However, in the recent years many of the head teachers, having recognised the therapeutic value of their pupils' experience with us, let our young skiers join us in the term time (at the end of this pack we provide a letter for your child's school to assist you). We particularly recommend the weeks before Christmas and January, when the slopes are quiet with perfect snow conditions, and are simply ideal for persons with special educational needs. There are no lift or restaurant queues and of course you get a better value for money: lower program prices, cheaper air fares, accommodation and ski passes!

Really can't make the full week during the school term time? Try our three-day programs running from Sunday to Tuesday instead!

Program S: “Skiing Foundation Course”

Schedule: typically from 09.45 a.m. to 3.15 p.m., **with no formal skiing sessions but rather various activities related to snow and skiing.**

Other included activities (all optional): sledging; snow-shoeing; igloo project; mountain trip with outdoor skills; town trip with life skills; horse riding; Collie dog therapy session; play & activity park or Nordic walk; indoor bouldering; music, movement & dance sessions; baking classes; and various other indoor workshops, sports and games.

Recommended for: children, teenagers and adults with special educational needs (minimum age 4 years), and their siblings or friends (between 3 and 10 years old).

This program is recommended for children who are still too young for skiing, and for those children, teenagers and adults who due to their high anxiety levels associated with new places and activities, should begin their skiing in a very gradual way (true especially for the participants on ASD spectrum). During their time with us, among other fun activities, the participants get introduced at their own pace to the world of skiing through play, games, short trips to the slopes, and activities related to snow, skiing and equipment. The overall aim is to encourage and facilitate skiing in the future, minimising any possible anxiety associated with trying this new activity. In our experience Program S is a great foundation, on which to build skiing skills the following season. We have found that a week happily spent with us is a great predictor of the future skiing success.

☞ *TIP: Our Program S is also a great contingency plan for those parents or carers who would like to book our skiing program but are not sure if the prospective program participant would enjoy skiing as much as we do!*

Program M: 1 hour skiing per day plus other activities

Schedule: typically from 09.45 a.m. to 3.15 p.m., including **1 hour of one to one skiing per day.**

Other included activities (all optional): sledging; snow-shoeing; igloo project; mountain trip with outdoor skills; town trip with life skills; horse riding; Collie dog therapy session; play & activity park or Nordic walk; indoor bouldering; music, movement & dance sessions; baking classes; and various other indoor workshops, sports and games.

Recommended for: children, teenagers and adults with special educational needs (minimum age 4 years), and their siblings or friends (between 3 and 10 years old).

This program is perfect for complete beginners, very young children and those persons whose anxiety levels, attention span, fitness levels or other factors, will not allow them to ski for longer than one hour at a time. The skiing sessions take place exclusively at the nursery slope equipped with the easiest “magic carpet” type lift. Please note that following the assessment of individual needs and discussion with parents or carers, we might suggest that some complete beginners with special educational needs would benefit from spending their first day getting accustomed to the new environment and staff, with skiing starting on the second day. In our experience, this gradual introduction helps many skiers minimise their anxiety, giving them much needed time to get used to the new place, people and activities. This introduction day usually helps more anxious participants achieve more during the rest of the week than they would do if they started skiing unprepared on their first day.

☞ *TIP: We would also recommend Program M as a perfect “trial course” for those who are not sure if the prospective program participants are ready for skiing! Should a program participant prefer other activities after all, or feel a bit under the weather one day, they can change to our Program S free of charge at any point and for any duration.*

Program L: 2 hours skiing per day plus other activities

Schedule: typically from 09.45 a.m. to 3.15 p.m., including **2 hours of one to one skiing per day.**

Other included activities (all optional): sledging; snow-shoeing; igloo project; mountain trip with outdoor skills; town trip with life skills; horse riding; Collie dog therapy session; play & activity park or Nordic walk; indoor bouldering; music, movement & dance sessions; baking classes; and various other indoor workshops, sports and games.

Recommended for: children, teenagers and adults with special educational needs (minimum age 5 years), and their siblings or friends (between 4 and 17 years old).

This program is a perfect combination of a standard two-hour skiing session with the other activities, and is suitable for children, teenagers and adults, from beginners to advanced skiers. The skiing takes place at the whole mountain (the complete beginners start at one of the nursery slopes equipped with the “magic carpet” type lift).

☞ *TIP: Program L is our most popular choice and is recommended for anyone from beginner to advanced level, especially for those who can already manage two hours skiing at a time but not yet three or four hours, due to their age, fitness levels, attention span or other factors.*

Program XL: 3 hours skiing per day plus other activities

Schedule: typically from 09.45 a.m. to 3.15 p.m., including **3 hours of one to one skiing per day.**

Other included activities (all optional): sledging; horse riding; Collie dog therapy session; play & activity park or Nordic walk; indoor bouldering; music, movement & dance sessions; baking classes; and various other indoor workshops, sports and games. Please note that in this program most of the time is spent skiing. However, on request, some skiing time can be substituted for: snow-shoeing; igloo project; mountain trip with outdoor skills; or town trip with life skills.

Recommended for: children, teenagers and adults with special educational needs (minimum age 6 years), and their siblings or friends (between 5 and 17 years old).

This program is perfect for older children, teenagers and adults who can, as a minimum, ski in a straight line and stop in a snow plough (“pizza”) on a blue beginners' slope. Skiing the whole mountain.

☞ *TIP: Program XL is especially recommended for the intermediate and advanced skiers who are sporty and physically fit. Please note that from our experience, skiing for three hours in a single session is not suitable for complete beginners, very young children and persons who tire easily.*

Program XXL: 4 hours skiing per day plus selected other activities

Schedule: typically from 09.45 a.m. to 3.15 p.m., including **4 hours of one to one skiing per day.**

Other included activities: In this program most of the time is spent skiing. However, on request, some time can be allocated to other activities listed under Program L, as a substitute for skiing.

Recommended for: children, teenagers and adults with special educational needs (minimum age 7 years), and their siblings or friends (between 6 and 17 years old).

This program is a perfect choice for older children, teenagers and adults who can, as a minimum, make snow plough turns and stop in a snow plough on a blue slope. Skiing the whole mountain.

☞ *TIP: Program XXL is especially recommended for the intermediate and advanced skiers with high fitness levels. Not suitable for complete beginners, very young children and persons who tire easily.*

2019/20 Skiing4all Program Types Summary

| Program | Recommended for | | | | | | | Daily skiing | Other included activities <i>(All optional and chosen in the resort according to the individual needs, interests and age)</i> | | | | | | | | | | | | | |
|------------|--------------------|-------------------------------|--------------------|-------------------------------|---------------------------|-----------------------|--------------------------------|-------------------------|--|---|---|--------------|----------------------|--------------------------------------|-------------------------------|--------------|--------------------|------------------------------------|-------------------|--------------|-------------------------|---------------------------------|
| | Children: min. age | | Teenagers | | Adults with special needs | Minimum fitness level | Current skiing level | | Hours on one to one basis | Arrangements | Sledging | Snow-shoeing | NEW!!! Igloo project | NEW!!! Mountain trip: Outdoor skills | NEW!!! Town trip: Life skills | Horse-riding | Collie dog therapy | Play & activity park / Nordic walk | Indoor bouldering | Baking class | Music, movement & dance | Indoor sports, games, workshops |
| | With special needs | Sibling with no special needs | With special needs | Sibling with no special needs | | | | | | | | | | | | | | | | | | |
| S | 4 yrs | 3 yrs | ✓ | | ✓ | very low to average | beginner | no formal skiing | Prep Course: Activities related to snow and skiing. | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | |
| M | 4 yrs | 3 yrs | ✓ | | ✓ | low to average | beginner | 1 hour | Continuous session. Skiing on nursery slopes only. | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | |
| L | 5 yrs | 4 yrs | ✓ | ✓ | ✓ | average | beginner intermediate advanced | 2 hours | Continuous session with breaks when required. Skiing the whole mountain. | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | |
| XL | 6 yrs | 5 yrs | ✓ | ✓ | ✓ | average to high | intermediate advanced | 3 hours | Continuous session with breaks when required. Skiing the whole mountain. | ✓ | In this program most of the time is spent skiing. However, on request, some time can be allocated to these activities as a substitute for skiing. | | | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | |
| XXL | 7 yrs | 6 yrs | ✓ | ✓ | ✓ | high | intermediate advanced | 4 hours | Skiing divided into two sessions. Skiing the whole mountain. | In this program most of the time is spent skiing. However, on request, some time can be allocated to other activities as a substitute for skiing. | | | | | | | | | | | | |

All-inclusive fun!

All our programs include the following:

- ✓ **One-to-one skiing sessions** with a ski instructor experienced in working with children and adults with special educational needs, trained and overseen by a British psychologist (except Program S with no formal skiing)
- ✓ **Ski pass** for the duration of the skiing session*
- ✓ **All skiing equipment hire:** skis, poles, boots, helmet, high visibility vest and other safety equipment (ski jacket, salopettes and goggles for hire at a nominal charge)
- ✓ **Five and a half hours of care daily** between the hours of 08.15 and 16.30 (typically from 09.45 to 15.15, subject to the seasonal availability, weather conditions, etc.); time extension available at a supplement
- ✓ **Maximum two participants with special educational needs to one staff member at all times** (subject to availability, one to one care upgrade available at an additional cost)
- ✓ **Variety of outdoor and indoor activities** (all optional and chosen in the resort according to the individual needs, interests and age):
 - * Sledging
 - * Snow-shoeing
 - * **NEW!!!** Igloo project
 - * **NEW!!!** Mountain trip: Outdoor skills
 - * **NEW!!!** City trip: Life skills
 - * Horse riding
 - * Collie dog therapy session
 - * Play & activity park or Nordic walk
 - * Indoor bouldering
 - * Baking class
 - * Music, movement and dance sessions
 - * Various other workshops, indoor sports and games
- ✓ **Welcome Meeting** for parents and carers at our premises on Sunday morning
- ✓ **Medal Ceremony with prizes**, all family and friends welcome!
- ✓ **Diploma, medal and souvenir**
- ✓ **Optional afternoon and evening activities plus childcare** (at additional charge)

**For the main participants with special educational needs only, unless during our Family Weeks when it's available for all the program participants. See p.13 for more details.*

SPECIAL OFFERS SAVE €€€

THIRD PARTICIPANT FREE!

We positively encourage and welcome siblings and friends of our participants with special educational needs!

Please note that all the participants with special educational needs ski on a one to one basis and cannot share one instructor with another participant. However, whenever possible, all the siblings or friends will ski at the same location (with their own instructors), share breaks, lunches and other activities together.

The third participant in a family, **sharing skiing and all the activities with their sibling/friend** (i.e. with the second participant) receives a free Skiing4all Program!

To qualify for this special offer, two participants must be able to ski together and share the same daily activities with one staff member between them. This means that the two siblings / friends will have no special educational needs and will be of similar age and skiing ability. (The lowest value program free. Not available during school holidays.)

FAMILY WEEKS!

THIRD PARTICIPANT FREE PLUS FREE SKI PASSES FOR ALL PROGRAM PARTICIPANTS!

**1 – 20 Dec 2019
5 Jan – 31 Jan 2020
29 Mar - 3 Apr 2020**

During our special Family Weeks, we not only welcome **THREE PROGRAM PARTICIPANTS FOR THE PRICE OF TWO** but also **GIVE FREE SKI PASSES TO ALL THE PROGRAM PARTICIPANTS, SAVING YOU €€€!!!!** To qualify for this special offer, two participants must be able to ski together and share the same daily activities with one staff member between them. This means that the two siblings / friends will have no special educational needs and will be of similar age and skiing ability. (The lowest value program free.)

Skiing4all 5-day Program Prices 2019/20 in EUR

| WEEK CODE | STANDARD 5-DAY PROGRAMS (Sunday to Thursday) | Program prices in € depending on the accommodation option | | | | | | | | | |
|-----------|---|--|------|------|------|------|--|------|------|------|------|
| | | When staying at our hotels (Schütthof, Latini or Freiberg) HOTEL COST NOT INCLUDED! * | | | | | When staying at your own accommodation | | | | |
| | | S | M | L | XL | XXL | S | M | L | XL | XXL |
| A | 01.12 - 05.12.2019 | 1090 | 1290 | 1450 | 1590 | 1890 | 1390 | 1590 | 1750 | 1890 | 2190 |
| B | 08.12 - 12.12.2019 | 1190 | 1390 | 1550 | 1690 | 1990 | 1490 | 1690 | 1850 | 1990 | 2290 |
| C | 15.12 - 19.12.2019 | 1390 | 1590 | 1750 | 1990 | 2290 | 1690 | 1890 | 2050 | 2290 | 2590 |
| D | 22.12 - 26.12.2019 | 1490 | 1690 | 1950 | x | x | 1790 | 1990 | 2250 | x | x |
| E | 29.12.19 - 02.01.20 | 1490 | 1690 | 1950 | x | x | 1790 | 1990 | 2250 | x | x |
| F | 05.01 - 09.01.2020 | 1290 | 1490 | 1650 | 1790 | 2150 | 1590 | 1790 | 1950 | 2090 | 2450 |
| G | 12.01 - 16.01.2020 | 1290 | 1490 | 1650 | 1790 | 2150 | 1590 | 1790 | 1950 | 2090 | 2450 |
| H | 19.01 - 23.01.2020 | 1290 | 1490 | 1650 | 1790 | 2150 | 1590 | 1790 | 1950 | 2090 | 2450 |
| I | 26.01 - 30.01.2020 | 1290 | 1490 | 1650 | 1790 | 2150 | 1590 | 1790 | 1950 | 2090 | 2450 |
| J | 02.02 - 06.02.2020 | 1390 | 1590 | 1750 | 1990 | 2290 | 1690 | 1890 | 2050 | 2290 | 2590 |
| K | 09.02 - 13.02.2020 | 1390 | 1590 | 1750 | 1990 | 2290 | 1690 | 1890 | 2050 | 2290 | 2590 |
| L | 16.02 - 20.02.2020 | 1490 | 1690 | 1950 | x | x | 1790 | 1990 | 2250 | x | x |
| M | 23.02 - 27.02.2020 | 1390 | 1590 | 1750 | x | x | 1690 | 1890 | 2050 | x | x |
| N | 01.03 - 05.03.2020 | 1390 | 1590 | 1750 | 1990 | x | 1690 | 1890 | 2050 | 2290 | x |
| O | 08.03 - 12.03.2020 | 1390 | 1590 | 1750 | 1990 | x | 1690 | 1890 | 2050 | 2290 | x |
| P | 15.03 - 19.03.2020 | 1390 | 1590 | 1750 | 1990 | x | 1690 | 1890 | 2050 | 2290 | x |
| Q | 22.03 - 26.03.2020 | 1390 | 1590 | 1750 | 1990 | x | 1690 | 1890 | 2050 | 2290 | x |
| R | 29.03 - 02.04.2020 | 1290 | 1490 | 1650 | 1790 | 2150 | 1590 | 1790 | 1950 | 2090 | 2450 |
| S | 05.04 - 09.04.2020 | 1490 | 1690 | 1950 | x | x | 1790 | 1990 | 2250 | x | x |
| T | 12.04 - 16.04.2020 | 1490 | 1690 | 1950 | x | x | 1790 | 1990 | 2250 | x | x |
| U | 19.04 - 23.04.2020 | 1490 | 1690 | 1950 | x | x | 1790 | 1990 | 2250 | x | x |

* The discounted price for one Skiing4all program participant per family only (applies to the lowest program value)

6-DAY PROGRAMS: Extension to Friday possible on request, subject to availability and a pro-rata payment (please add 20% to the above prices).

Skiing4all 3-day Program Prices 2019/20 in EUR

| WEEK CODE | SHORT 3-DAY PROGRAMS (Sunday to Tuesday) | Program prices in € depending on the accommodation option | | | | | | | | | |
|-----------|---|---|------|------|------|------|---|------|------|------|------|
| | | When staying at our hotels (Schütthof, Latini or Freiberg) HOTEL COST NOT INCLUDED! * | | | | | When staying at your own accommodation | | | | |
| | | S | M | L | XL | XXL | S | M | L | XL | XXL |
| A | 01.12 - 03.12.2019 | 870 | 990 | 1160 | 1270 | 1490 | 1070 | 1190 | 1360 | 1470 | 1690 |
| B | 08.12 - 10.12.2019 | 950 | 1090 | 1240 | 1350 | 1590 | 1150 | 1290 | 1440 | 1550 | 1790 |
| C | 15.12 - 17.12.2019 | 1090 | 1270 | 1390 | 1590 | 1790 | 1290 | 1470 | 1590 | 1790 | 1990 |
| F | 05.01 - 07.01.2020 | 990 | 1190 | 1320 | 1430 | 1690 | 1190 | 1390 | 1520 | 1630 | 1890 |
| G | 12.01 - 14.01.2020 | 990 | 1190 | 1320 | 1430 | 1690 | 1190 | 1390 | 1520 | 1630 | 1890 |
| H | 19.01 - 21.01.2020 | 990 | 1190 | 1320 | 1430 | 1690 | 1190 | 1390 | 1520 | 1630 | 1890 |
| I | 26.01 - 28.01.2020 | 990 | 1190 | 1320 | 1430 | 1690 | 1190 | 1390 | 1520 | 1630 | 1890 |
| J | 02.02 - 04.02.2020 | 1090 | 1270 | 1390 | 1590 | 1790 | 1290 | 1470 | 1590 | 1790 | 1990 |
| N | 01.03 - 03.03.2020 | 1090 | 1270 | 1390 | 1590 | 1790 | 1290 | 1470 | 1590 | 1790 | 1990 |
| O | 08.03 - 10.03.2020 | 1090 | 1270 | 1390 | 1590 | 1790 | 1290 | 1470 | 1590 | 1790 | 1990 |
| P | 15.03 - 17.03.2020 | 1090 | 1270 | 1390 | 1590 | 1790 | 1290 | 1470 | 1590 | 1790 | 1990 |
| Q | 22.03 - 24.03.2020 | 1090 | 1270 | 1390 | 1590 | 1790 | 1290 | 1470 | 1590 | 1790 | 1990 |
| R | 29.03 - 31.03.2020 | 990 | 1190 | 1320 | 1430 | 1690 | 1190 | 1390 | 1520 | 1630 | 1890 |

* The discounted price for one Skiing4all program participant per family only (applies to the lowest program value)

Spaces on 3-day programs are very limited so please enquire early.

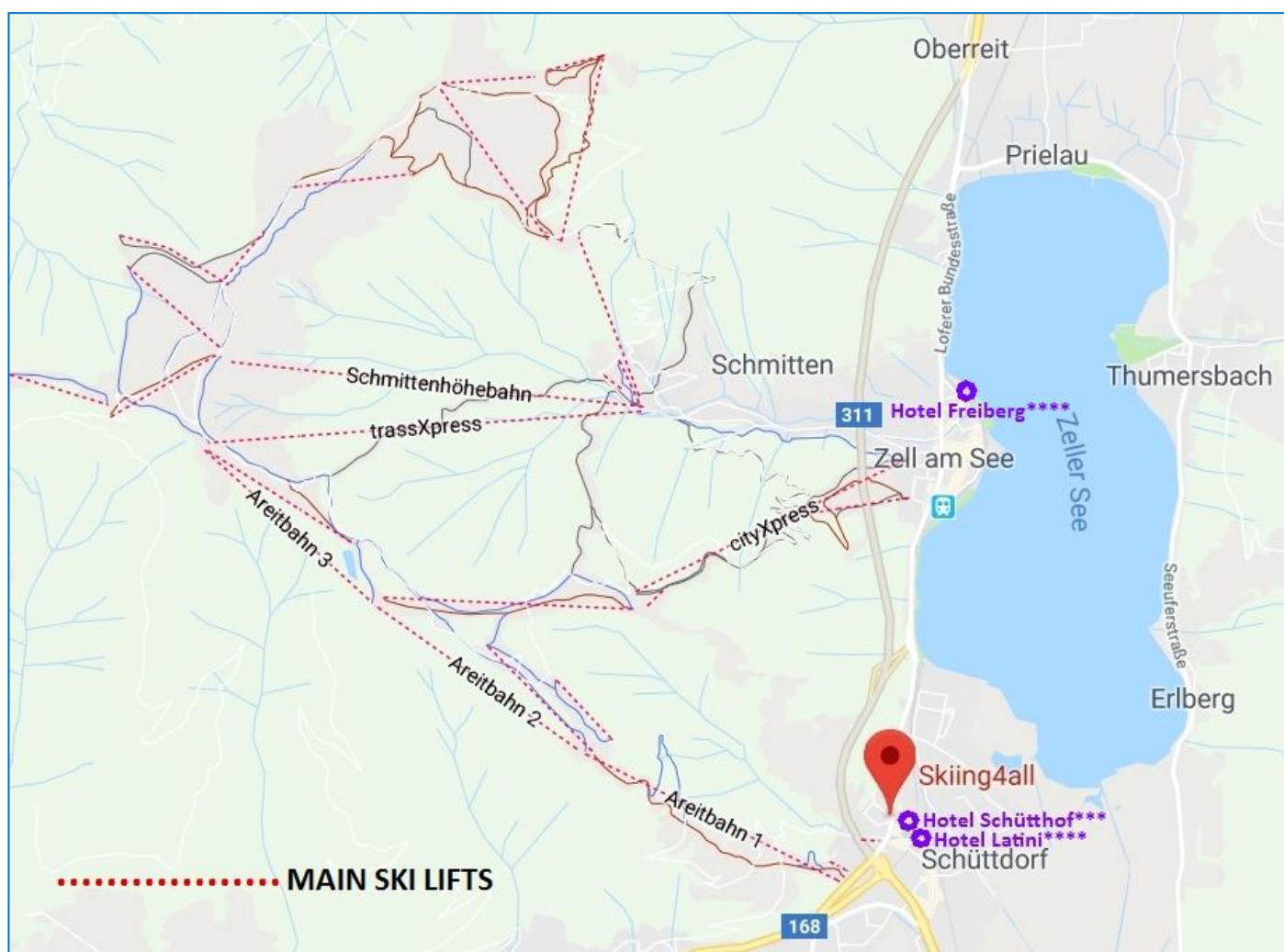
Partner Hotels

We put a lot of effort into choosing the right accommodation for our guests. We currently work with three excellent hotels, all offering something truly unique for our guest families in terms of their service, location and value for money. Two hotels: Schütthof*** and Latini**** are located just across the road from our [Skiing4all Centre](#) and within 4-5 minutes walking distance to the slopes and the brand new 10-seater areitXpress Gondola, which will quickly whisk you up the mountain in great comfort. The third hotel: Freiberg**** is located right at the shore of the beautiful Zeller lake and next to the pedestrian zone of our medieval town.

Our partner hotels understand the needs of our guests and this includes provision of various special diets, including the popular gluten-free diet.

In addition, our accommodation providers kindly contribute to our program running costs for each family staying with them, and hence **we are able to offer lower program prices to those guests who stay at one of our partner hotels, and who book their rooms directly by email with the property, as instructed on p. 24.**

If you would rather stay at your own accommodation, it is fine with us too, but unfortunately your program price will not include the discount mentioned above.



This map might not be too scale and is intended for orientation purposes only.

Hotel Schütthof***

At Hotel Schütthof***, the traditional Austrian hospitality and a cosy ambience at fantastic rates are awaiting you from the moment you step in. You will find great amenities and services at this 3-star hotel, which we would class as a 4-star! The comfortable and pleasant rooms are oases of well-being and the restaurants and bars invite you to stop for a delicious meal. The hotel also boasts a beautiful new wellness & spa area. Guests can also enjoy an extensive garden and playground for children.

Location: The hotel is located in Schüttdorf, a peaceful district of Zell am See, on the south side of the lake. Next door to Hotel Latini****. Near bus stops, restaurants, cafes, banks and shops.

How to get to [Skiing4all](#): Just cross the road!

How to get to skiing: Walk 3-4 minutes to Areit ski base, which is perfect for all the family members. It boasts not only the best nursery slope in Zell am See for the little ones but also the easiest access to the high mountain slopes for the more advanced skiers by a brand new areitXpress 10-seater gondola. The Areit cable car valley station contains everything you might need for a hassle-free ski holiday, all in one building: Intersport ski hire shop, ski ticket office, tourist information, ski lockers, toilets, ski shop, restaurant and bars.

Included in the hotel price (see p.23 for prices):

- ✓ Half-board
- ✓ Free use of the hotel Vulcano Spa with saunas, steam rooms and a beautiful terrace overlooking the Kitzsteinhorn

Room types: Double "Areit", Double "Schmitten" and Junior Suite "Kitzsteinhorn".

Schütthof Hotel*** Double Room "Areit":

comfortable twin/double bed with high quality mattresses

bathroom with shower, WC and a towel warmer

cable TV with 19 channels and radio

WLAN internet access

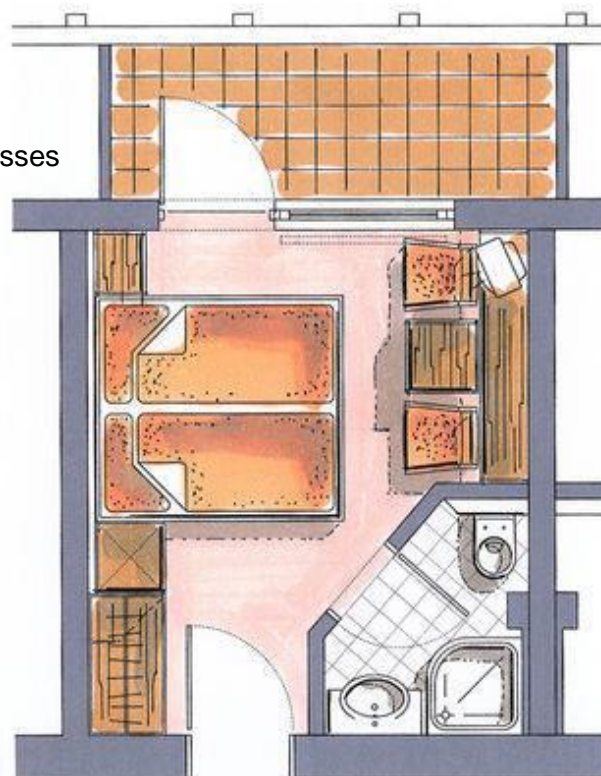
safety box

telephone

some rooms with balcony

approx.15 m²

sleeps up to 2



Schütthof Hotel*** Double Room "Schmitten":

comfortable twin/double bed with high quality mattresses

bathroom with bath or shower, WC and towel warmer

sitting area

cable TV with 19 channels and radio

WLAN internet access

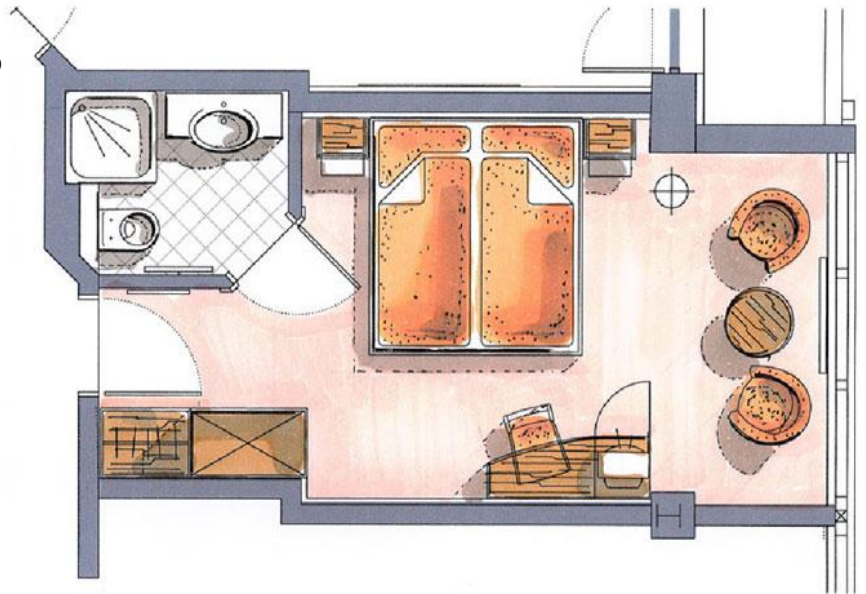
safety box

telephone

some rooms with balconies

approx. 17 - 21 m²

sleeps up to 3



Schütthof Hotel *** Junior Suite "Kitzsteinhorn":

comfortable twin/double bed with high quality mattresses

bathroom with shower, WC, bidet and towel warmer

living room with a double sofa bed and a sitting area

2 x cable TV with 19 channels and radio

WLAN internet access

safety box

telephone

some rooms with balconies

approx. 30 m²

sleeps up to 5



Hotel Latini ****

The charming Hotel Latini**** has much more to offer than just very comfortable hotel rooms, fantastic amenities and excellent value for money. Experience a wonderful holiday with international flair and traditional Austrian hospitality all under one roof! Beautifully decorated rooms with newly fitted bathrooms, hair-drier, balcony, safety box, cable TV, radio, telephone and internet access. The extensive garden with a playground for children is especially popular with families. There are several restaurants and bars, a beautiful indoor swimming pool, sauna, steam bath, vitarium, fitness room and an extensive wellness area.

Location: The hotel is located in Schüttdorf, a peaceful district of Zell am See, on the south side of the lake. Next door to Hotel Schütthof***. Near bus stops, restaurants, cafes, banks and shops.

How to get to [Skiing4all](#): Just walk approx. 100 metres and cross the road!

How to get to skiing: Walk 4-5 minutes to Areit ski base, which is perfect for all the family members. It boasts not only the best nursery slope in Zell am See for the little ones but also the easiest access to the high mountain slopes for the more advanced skiers by a brand new areitXpress 10-seater gondola. The Areit cable car valley station contains everything you might need for a hassle-free ski holiday, all in one building: Intersport ski hire shop, ski ticket office, tourist information, ski lockers, toilets, ski shop, restaurant and bars.

Included in the hotel price (see p.23 for prices):

- ✓ Half-board
- ✓ Free use of the hotel Gold Spa with a beautiful indoor swimming pool, saunas, steam rooms, beauty treatments and fitness room

Room types: Double "Alpenrose", Double "Enzian" and Junior Suite "Edelweiss".

Latini Hotel**** Double Room "Alpenrose":

comfortable twin/double bed with high quality mattresses

bathroom with shower, WC, hair-drier, make-up mirror and towel warmer

cable TV with 35 channels and radio

WLAN internet access

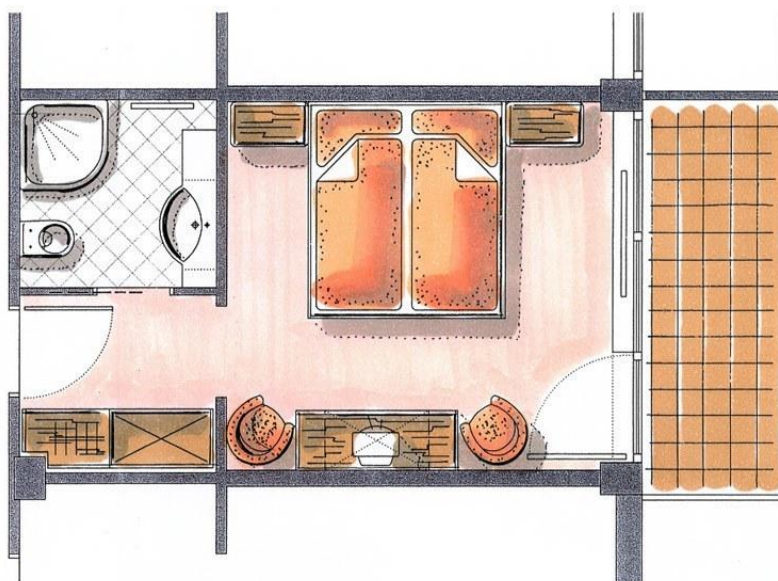
safety box

telephone

balcony

approx. 20 m²

sleeps up to 3



Latini Hotel**** Double Room "Enzian":

comfortable twin/double bed with high quality mattresses

relaxing lounge area with a double sofa bed

bathroom with shower, WC, hair-drier, make-up mirror and towel warmer

cable TV with 35 channels and radio

internet access

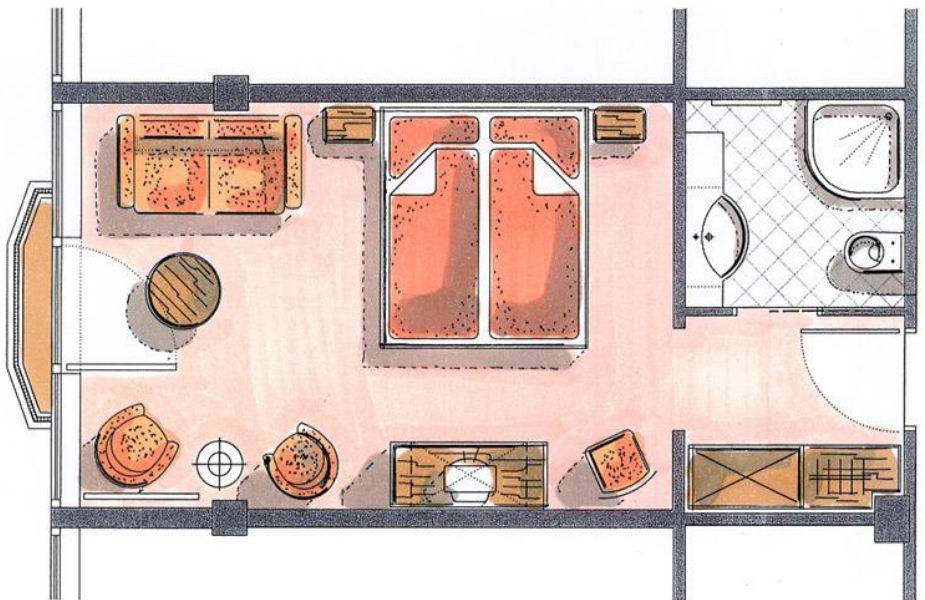
safety box

telephone

French balcony (windows and balustrade down to the floor)

approx. 25 m²

sleeps up to 4



Latini Hotel**** Junior Suite "Edelweiss":

bedroom with a comfortable double bed with high quality mattresses, TV set and radio

living room with a comfortable sofa bed and TV set

bathroom with shower, WC, hair-drier, make-up mirror and towel warmer

2 x cable TV with 35 channels and radio

internet access

safety box

telephone

balcony

mini-bar

approx. 33 m²

sleeps up to 5



Hotel Freiberg ****

Hotel Freiberg**** with a long tradition of personal service, combines comfortable living with the elegant ambience of the conservatory and lounge. All the rooms are furnished exclusively with natural materials and all feature balconies with fantastic direct lake views. The lobby offers cosy areas including a comfortable room with a fire place, a traditional farmers' room and a new reception area.

A newly designed bar with a fantastic view over the lake completes the look. Here is the chance to slow down and regain a zest for life. You can enjoy Austrian delicacies in a panoramic restaurant overlooking the frozen lake. The chef uses local products to create regional specialties as well as a selection of light dishes and vegetarian cuisine. The children can enjoy a play area in the lobby and a children's playground at the lake. The hotel luxury spa offers breathtaking views of the lake and mountains.

Location: Directly at the shore of the beautiful Zeller lake and just a minute walk to the pedestrian zone of the Old Town.

How to get to Skiing4all: Walk or take a free hotel ski shuttle to CityXpress ski lift (approx. 3 minutes' drive, might not operate in the lowest season), followed by a ski bus towards Areit. After approx. 5 minutes' ride, get off at the fourth bus stop located next to our building. The ski bus is free in the main winter season. Alternatively, a taxi fare from your hotel to us will cost approx. 8€ for up to 8 people, and the direct journey should take 5-7 minutes.

How to get to skiing: From Freiberg hotel, you have two main options to access the Schmitten mountain slopes. You can either go up by CityXpress cable car located in the centre of Zell am See, to which you can walk or take a free hotel ski shuttle (approx. 3 minutes' drive, might not operate in the lowest season), or go up by Areitbahn cable car located near our Skiing4all base in Zell am See-Schuttdorf (see map on p.16). Please bear in mind that at least one adult will need to drop off and collect our program participant from us each day.

Our nearby Areit ski base is perfect for all the family members. It boasts not only the best nursery slope in Zell am See for the little ones but also the easiest access to the high mountain slopes for the more advanced skiers by a brand new areitXpress 10-seater gondola. The Areit cable car valley station contains everything you might need for a hassle-free ski holiday, all in one building: Intersport ski hire shop, ski ticket office, tourist information, ski lockers, toilets, ski shop, restaurant and bars.

Included in the hotel price (see p.23 for prices):

- ✓ Half-board
- ✓ Free use of the hotel Wellness Area & fitness room with lake view
- ✓ Bathrobe and slippers in the room
- ✓ Ski shuttle

Room types: Lake Paradise Standard, Lake Paradise Superior and Family Room

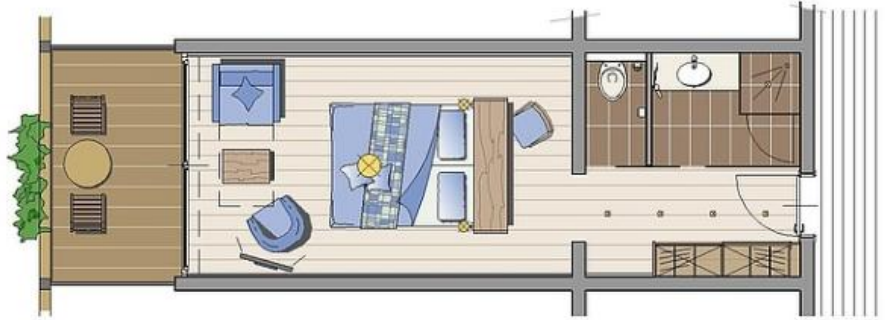
Freiberg Hotel**** Lake Paradise Standard:

Room in warm colours, flooded with light, and equipped with:

- small sitting area
- bath or shower, hairdryer
- seperate toilet
- safe
- minibar
- telephone, radio & flat screen TV
- balcony with direct LAKE VIEW

approx. 25 m²

sleeps up to 3



Freiberg Hotel**** Lake Paradise Superior:

Room in a traditional design with lots of space. Bright colours and big panoramic windows with LAKE VIEW provide perfect holiday atmosphere. The room is equipped with:

- cosy sitting area
- bath or shower, hairdryer
- seperate toilet
- safe
- minibar
- telephone, radio & flat screen TV
- balcony with direct LAKE VIEW

approx. 35 m²

sleeps up to 3



Freiberg Hotel**** Family Room:

Two newly designed bedrooms, guarantee harmonious and fun family holidays.

Each bedroom is equipped with:

- small sitting area
- bath or shower, hairdryer
- seperate toilet
- safe
- minibar
- telephone, radio & flat screen TV
- balcony with direct LAKE VIEW

2 rooms = approx. 50 m²

2 rooms sleep up to 6 in total



2019/20 Hotel guideline prices in EUR

| Schütthof Hotel*** prices in EUR per adult per night with half-board | | | |
|---|---------------------|-------------------------|------------------------------|
| Season | Double Room "Areit" | Double Room "Schmitten" | Junior Suite "Kitzsteinhorn" |
| 30.11.19 - 20.12.19 | 82 | 92 | 109 |
| 21.12.19 - 05.01.19 | 110 | 120 | 130 |
| 06.01.20 - 31.01.20 | 82 | 92 | 109 |
| 01.02.20 - 08.02.20 | 92 | 102 | 119 |
| 09.02.20 - 29.02.20 | 110 | 120 | 130 |
| 01.03.20 - 21.03.20 | 92 | 102 | 119 |
| 22.03.20 - 25.04.20 | 82 | 92 | 109 |
| CHILDREN per night in EUR (in a room with two full paying adults): | | | |
| Under 3 years: free 3 - 6 years: 20 7 - 11 years: 37 Over 12 years: 55 | | | |

| Latini Hotel**** prices in EUR per adult per night with half-board | | | |
|---|-------------------------|----------------------|--------------------------|
| Season | Double Room "Alpenrose" | Double Room "Enzian" | Junior Suite "Edelweiss" |
| 30.11.19 - 20.12.19 | 99 | 113 | 128 |
| 21.12.19 - 05.01.19 | 140 | 155 | 168 |
| 06.01.20 - 31.01.20 | 99 | 113 | 128 |
| 01.02.20 - 08.02.20 | 118 | 133 | 148 |
| 09.02.20 - 29.02.20 | 140 | 155 | 168 |
| 01.03.20 - 21.03.20 | 118 | 133 | 148 |
| 22.03.20 - 25.04.20 | 99 | 113 | 128 |
| CHILDREN per night in EUR (in a room with two full paying adults): | | | |
| Under 3 years: free 3 - 6 years: 20 7 - 11 years: 37 Over 12 years: 55 | | | |

| Freiberg Hotel**** prices in EUR with half-board | | | |
|--|------------------------|------------------------|---|
| Season | PER ADULT per night | | PER ROOM Family Room (based on 2 adults + 2 children, extra children at a supplement) |
| | Lake Paradise Standard | Lake Paradise Superior | |
| 30.11.19 - 20.12.19 | 115 | 125 | 365 |
| 20.12.19 - 28.12.19 | 130 | 140 | 399 |
| 28.12.19 - 04.01.20 | 155 | 165 | 465 |
| 04.01.20 - 15.02.20 | 115 | 125 | 365 |
| 15.02.20 - 07.03.20 | 130 | 140 | 399 |
| 07.03.20 - 25.04.20 | 115 | 125 | 365 |
| CHILDREN'S discounts (in a room with two full paying adults): | | | Up to two children included in the room price, each extra person 25€/night. Maximum occupancy 3+3. |
| Under 2 years FREE 3 - 12 years : 60% OFF 13 - 16 years: 35% OFF | | | |

Hotel Booking Instructions

If you would like to stay at one of our partner hotels and qualify for the discount of 300€ off our Skiing4all Program price*, please make sure that you follow these three simple rules:

1. Contact one of our partner hotels **DIRECTLY BY EMAIL** (see contact details below). Please kindly note that booking through any agents or online booking services, including our partner hotel own websites, will ***NOT*** qualify you for a Skiing4all discount!
2. **IN YOUR FIRST EMAIL MENTION A BOOKING CODE "SKIING4ALL"**. This is vital so that you get registered as a Skiing4all Guest with the hotel.
3. Please note that you can book your hotel *before* or *after* securing a place on one of our Skiing4all Programs. However, we will need **a copy of your hotel booking confirmation two weeks before your arrival at the latest**. Failing this, we will regretfully need to charge you the full Skiing4all program price.

Our partner hotel contact details:

| HOTEL | Website | Email | Telephone |
|--------------|---|--|-------------------|
| Schütthof*** | http://en.hotel-schuetthof.at/ | schuetthof@latini.at | +43 6542 5425 181 |
| Latini**** | http://en.latini.at/ | office@latini.at | +43 6542 5425 181 |
| Freiberg**** | https://www.seevilla-freiberg.at/en/ | info@seevilla-freiberg.at | +43 6542 72643 |

* The discounted price for one Skiing4all program participant per family only (applies to the lowest program value).

Skiing4all 100% Transparency Policy on Prices

NO SMALL PRINT

NO HIDDEN COSTS

JUST PLAIN ENGLISH

1. Skiing4all Program Prices

At the booking stage, please inform us whether you wish to stay at one of our partner hotels to qualify for 300€ discount off our Skiing4all program prices. If we offer you a discounted price and you fail to register with our partner hotel as a Skiing4all Guest and/or fail to forward us a copy of your *DIRECT* booking confirmation two weeks before your arrival at the latest, we will regretfully need to charge you the full program price. By direct booking we mean bookings made by email using a Booking Code "Skiing4all", and not the bookings made through any agents or online booking services, including our partner hotel own websites. The discounted price can be offered to one Skiing4all program participant per family only (applies to the lowest program value).

2. Skiing4all Program Booking Deposit

No matter how early you book with us, should our prices increase for the Winter Season 2019/20, we guarantee that your booking price will not change once the agreed booking deposit is received.

We will normally require a 25% program deposit. The program deposit will be non-refundable in case of cancellation.

3. Skiing4all Program Balance Payment

The remaining balance for Skiing4all program will be due no later than eight weeks before the scheduled start of the program unless another agreement has been made in writing. In the event of cancellation less than eight weeks from the start of the booked services, the balance will not be reimbursed.

4. Changes to your Skiing4all Program Booking

Subject to availability, we might be able to change your original booking (dates, program type, etc.) at an administration charge of 100€ plus any difference in prices between the original booking and the amended booking value.

5. Payment for Accommodation

All payments for accommodation must be made directly to the hotels. The accommodation deposit and balance rules will be set by the accommodation provider, independently of Skiing4all.

6. Skiing4all Program inclusions

All our programs include the items and services as listed on p.12 of this brochure. We draw your attention to the fact that the ski pass is included only for the main participant with special educational needs, unless participating in the program during our Family Weeks as described on p.13 of this brochure.

Guideline ski pass prices for others: children born in 2013 or younger: ski in 2018/19 for free; children born in 2003-2012: 103-115€; youth born 2000-2002: 155-172€, and adults 207-230€. All the prices above are for a 5-day ski pass in the whole area of Zell am See - Kaprun, including a ski bus. Lower rates quoted above are for the lower season and vice versa.

7. Skiing4all Program exclusions

Travel to the resort – you will need to arrange your own flights to Austria or Germany (we recommend Salzburg 80 km away, or Munich 200 km away), or other means of transport to the resort. However, we will be pleased to arrange private airport transfers for you at great value rates.

Accommodation – this is not included in the program price but we recommend you book with one of our partner hotels. When booking your stay directly by email with one of our partner hotels (terms and conditions apply, see p.24 for details), you will receive 300€ discount of the Skiing4all program price, as detailed in the tables on p.14-15. You are free to choose your own accommodation too but we regret that the program price will not be discounted.

Insurance – you are responsible for carrying appropriate insurance for any accidents or incidents whatsoever, which might occur before, during or after participation in Skiing4all Program. Skiing4all cannot be held liable for any costs, which might result from lack of or an inadequate insurance.

Lunch, snacks and drinks - We will provide lunch, snacks and drinks for 12€ per day per participant aged under 15 on Programs S, M, L or XL. The charge for participants over 15 and all those on Program XXL (regardless of age) will be 15€ per day per participant. Please let us know about the participant's food preferences, special diets and any allergies. We regret that due to the Health & Safety regulations and difficulties associated with consuming own food at the mountain restaurants, we are unable to accept packed lunches. However, we will be happy to carry some favourite snacks and drinks not requiring refrigeration and in their original packaging (cereal bars, etc.). Payment for food is due in cash in the resort.

8. One to one care upgrade

All children, teenagers or adults with special educational needs ski on a one-to-one basis. However, during the other outdoor and indoor activities at our Fun Club there is a ratio of maximum of two participants with special educational needs to one carer (three to one ratio for participants without special educational needs). Please let us know at the time of booking if the person you are booking the program for requires one-to-one care at all times. This upgrade is voluntary for most program participants but **compulsory** for persons:

- displaying serious violent behaviour resulting in a personal injury to oneself or other persons, or serious and/or deliberate damage to third party property (including that of Skiing4all),
- “runners” who repeatedly run away from their carers, require holding hands at all times (other than near road traffic), and need persistent chasing to ensure their safety outdoors.

The more advance notice we have, the more likely we will be able to arrange additional care (70€ supplement per day applies). In the event that one-to-one care is not pre-booked but clearly required, we reserve the right to charge this fee in the resort.

In the event that we do not receive the aforementioned fee or cannot provide extra care at a short notice, we reserve the right to remove the participant from our program with the refund for the unused program days on a pro rata basis less 50% cancellation charge.

Please contact us prior to booking, if you are not sure whether one-to-one care will be required.

9. Extra slope assistance during skiing

Safety is our top priority and for this reason we require two adults to work with those skiing beginners with special educational needs who weigh over 70 kilograms (or 11 st). By the “beginner” we mean those skiers who are unable to break unaided in a snow plough on a blue slope. Please let us know at the time of booking if the person you are booking the program for weighs over 70 kilograms. The more advance notice we have, the more likely we will be able to arrange the additional assistance. Extra charges will apply and will vary according to the program type and season. You will be advised on these charges prior to committing to the booking.

10. Optional extras

Subject to availability, we will be pleased to arrange the following extras for you, which can be settled in the resort:

| ITEM | COST | NOTES |
|--|------|--|
| One to one care upgrade, per day | 70€ | Per participant per day (see note 8 above) |
| Pre-booked program time extension | 15€ | Per participant per half hour |
| Afternoon Swimming Club | 75€ | Per participant per 3-hour session incl. hotel transfers. Siblings /friends 50% OFF. |
| Friday Fun Club | 170€ | Per participant per day (09.45 to 15.15). Siblings and friends 50% OFF. |
| Baby-sitting | 25€ | Per hour for 1-2 persons. 10€ for additional person. Min. booking 3 hours. |
| Salzburg airport private transfer, one way | 165€ | Max. 8 persons with luggage |
| Munich airport private transfer, one way | 315€ | Max. 8 persons with luggage |
| Innsbruck airport private transfer, one way | 240€ | Max. 8 persons with luggage |
| Ski jacket hire | 15€ | Per item |
| Ski salopettes hire | 15€ | Per item |
| Ski goggles hire | 5€ | Per item |
| Photos & videos (electronic download) | 20€ | Per weekly set (approx. 50 files) |



Brucker Bundesstrasse 104
5700 Zell am See
Austria
www.skiing4all.com
info@skiing4all.com

20th May 2019

Re: Skiing for Children with Special Educational Needs and their Families

Dear Head Teacher

I am writing to kindly ask you to allow your pupil to join our skiing program for the children with special educational needs and their families during the term time.

Our *Skiing4all* organisation is aimed at the children with special educational needs. While learning to ski is an obvious immediate goal of our programs, we are especially proud of the longer-term benefits they bring. Thanks to the tailored approach of our programs, one-to-one care, and expertise of our staff, many of our young guests improve their communication and social skills, gain greater self-confidence and enhance their self-esteem. Our participants discover new possibilities and overcome personal limits, increasing their independence. On return home, parents often report to us that their children work better at school and enjoy more meaningful relationships with the peers. They love showing off their photos and trophies and enjoy the positive reinforcements of their achievements.

Skiing4all programs are run throughout the winter season but we strongly advise our guests against joining us during the busy UK holiday weeks. The slopes in Zell am See are simply too busy during the school holidays and do not provide ideal environment for our program participants with special educational needs. Conversely, during the term time, the children can learn in the spacious, not crowded areas, avoid queuing at the ski lifts and restaurants, and miss the generally loud and stressful atmosphere in the resort. They can also participate in the other activities such as horse-riding or trekking with llamas, which are unavailable during the busy weeks.

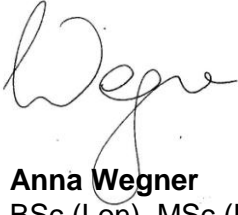
We always encourage the whole family to join our programs. Over the years we have seen the siblings become the invaluable help for the children with special educational needs. Their sheer presence can be reassuring in the alien and unpredictable environment. In addition, the siblings often act as a role model and the shared family activities are often treated as a reward and the positive reinforcement at the end of the individual skiing sessions.

We usually find that the siblings also greatly benefit from their individually tailored activities with us. Often, these children crave the greater attention necessarily given to their brothers or sisters with special educational needs back home. In short, our programs allow the whole family to enjoy their holiday together without compromising each child's individual needs. Unfortunately, despite these great benefits, due to the overwhelming demand for our programs, we can only accept siblings outside the school holidays.

Given this information, I hope that you will be able to grant your pupil a special school leave. If you need any further details, please do not hesitate to email me or visit our website www.skiing4all.com. For testimonials in English you can also contact Kaimes School for children on the autistic spectrum. Their pupils visited us from Scotland during the term time for the reasons outlined above and will be returning again outside the school holidays next year.

Thank you very much for your help and understanding.

Kind regards

A handwritten signature in black ink, appearing to read 'Wegner', written in a cursive style.

Anna Wegner

BSc (Lon), MSc (Lon), PhD Cand. (Cam)
Skiing4all Director & Founder