

the
Conclave Presents

THE TATTLE

Since 1975

Publisher: Tom Kay Editor: Ben Holsen
Cartoons Suggested by Lenny Bronstein & Jay Philpott

Volume XXXVI • Number 45 • November 18, 2010

CH Holdings Talk KTRS-AM/St. Louis morning man **J.C. Corcoran** has been in an argument with a listener over email and according to **St Louis Today .com**, the emails from Corcoran have been vulgar and profane. Although management disapproves, no disciplinary action is planned. Corcoran, a longtime fixture in St. Louis radio, had recently replaced **Chas Jaco** in mornings when a listener, former Jefferson Co. Chamber of Commerce Exec. Dir. **Floyd Brookman** sent emails to Corcoran, writing things like, "We traded Chas Jaco for this? Really?" and "I'm intelligent enough to recognize a desperate, washed up hard rock DJ when I hear one and THAT sounds like someone I know." Corcoran responded with vengeance. "Then why do I make so much more money than you? And why is my wife hotter than the beast you have to crawl in on top of every night? And why am I a celebrity in this town and you're some dope named...Floyd? You see, dip****...unlike you, I have a life to get back to. So, bye-bye, sucker. You're blocked from this point forward. I'll never see another one of your dumb messages. FLOYD!!! Ha ha hah ha..." Little did Corcoran know that Brookman lost his wife to a heart attack five months ago. Brookman complained to GM **Tim Dorsey** and was advised to "let this go." "If J.C. wants to call him to apologize he'll call him to apologize," Dorsey told St. Louis Today .com. "No one knew that the man's wife was deceased. I would never have sent a note like that to anyone in a billion years, but, different strokes for different folks."

THE NEXT CONCLAVE WEBINAR - Want a Christmas gift that keeps on giving? Join **McVay Media's Mike McVay** for **CHRISTMAS TIPS FOR SANTAS & SCROOGES** - a unique webinar revealing the strengths and weaknesses of 'going all

Christmas' - Thursday, December 2 at 2P CST. The Christmas Format. What works, what doesn't work, and why All Christmas isn't right for everyone. Say Mike, "Yule want to join us for an interesting discussion on the power of this seasonal programming staple at many radio stations, and how you can maximize your foray into holiday music, or how you might blunt the effect of your competitor's efforts." This webinar is free, but preregistration is necessary by clicking on <https://www1.gotomeeting.com/register/516186104>. This webinar is hosted/moderated by **Jay Philpott**, Conclave Board member and 106-5 The Arch/St. Louis personality.

Sam Zell announced Monday that he will leave the Chairman post at **Tribune Co.** once the company's reorganization is complete. "I think when we're done with the bankruptcy process, I will turn it over to whoever the creditors decide they want to run it, and wish them a lot of good luck," said Zell on **CNBC**. Zell led the ill-fated buyout of Tribune Co. in 2007, only to enter Chapter 11 bankruptcy the following year. Zell and five top Tribune execs have been targeted by unsecured creditors with threatened lawsuits over their role in the buyout and alleged fraud in that transaction.

Jacobs Media will conduct an industry-wide survey of men – their spending habits, decision-making power, and their value to advertisers. Jacobs Media is inviting all male-targeted radio stations from Rock to Sports to participate in the first-ever research study designed to focus on the value of males to advertisers. "Marketing to Men" was born out of the realization that more media buys than ever are targeting women because of the perception that males are no longer the key decision-maker or controller of the household's purse strings. "I have spent the past two decades speaking to advertisers on behalf of our radio clients and have heard every false stereotype about men," said Jacobs Media VP/GM **Paul Jacobs**. "Archie Bunker and Homer Simpson aren't the typical guy, so it's time to research males and determine what the facts are." All radio stations...NOT just Jacobs Media clients...are invited to participate in this web survey in early January.

Clear Channel has changed the call letters of its Grand Rapids, Michigan Hot AC to WSRW-FM – known as "Star FM" to listeners – and *Michiguide* is speculating that the company may be paving the way for an FM simulcast for its news/talk sister WOOD. The company has seven other FMs in the Grand Rapids and Muskegon markets.

the
Conclave Webinars

Christmas Tips For Santas & Scrooges

Want a Christmas gift that keeps on giving? Join McVay Media's Mike McVay for **CHRISTMAS TIPS FOR SANTAS & SCROOGES** - a unique webinar revealing the strengths and weaknesses of 'going all Christmas' - Thursday, December 2 at 2P CST. Says Mike, "Yule want to join us for an interesting discussion on the power of this seasonal programming staple at many radio stations, and how you can maximize your foray into holiday music, or how you might blunt the effect of your competitor's efforts." This webinar is hosted/moderated by Jay Philpott, Conclave Board member and 106-5 The Arch/St. Louis personality. This special webinar is free, but pre-registration is required at <https://www1.gotomeeting.com/register/516186104>.



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Almost three years ago, **Northwestern Media** Contemporary Christian KNWC/Sioux Falls, SD began monthly "Life 96.5 Hands and Feet" opportunities in an effort to engage listeners in long-term transformational community work. "We decided that we had to get out of our stuffy studios and stop barking orders at our listeners about doing good things for others." Said APD **Suzanne Lynn**. "We had to create these opportunities and then get right out there beside them as an example, serving with them. I believe we have the responsibility to create opportunities to serve right beside our listeners." In August 2009 and 2010, KNWC teamed up with local for-profit business **Tires Tires Tires** and non-profit **Sioux Empire Wheels to Work** for the **Life 96.5 Angel Cars**. The station promoted the opportunity for listeners to donate cars or to apply to receive a car, **Wheels to Work** handled the applications and paperwork, and **Tires Tires Tires** donated more than \$60k in parts and labor to make the donated cars safe for families. The results were overwhelming. **Wheels to Work** typically receives 12-15 donated vehicles a year. After just the two **Hands and Feet** opportunities, the non-profit has received close to 120 cars. **Tires Tires Tires** has also seen an increase in business, received a local volunteer award and was named the #1 tire dealer in North America by **Tire Review Magazine**. "The new buzz word in radio promotions is 'engagement,'" said Lynn, "but I believe engaging your audience is only the beginning of what it takes to penetrate your community. The old transactional promotions tactics builds temporary listenership but when you do transforming opportunities, you build long-term loyalty. Transactional promotions that are station-focused are dying to the community penetration that's listener focused for all radio formats, not just Christian ones." To help radio stations make the change from transactional promotions to transformational community penetration, Lynn has developed a half-day workshop. The workshop assesses specific needs and available services in the market and develops a strategy to bring a community non-profit organization and for-profit business together in partnerships with the station to meet the community need. The workshop will also help define roles and responsibilities for those involved to execute the opportunity and covers the importance of post-imaging to share the results and outcomes. Lynn is available to work with stations across the country. She can be reached by e-mail at <mailto:suzlynn@iw.net> or by phone at (605) 941-4719.

REGISTER NOW – SAVE MONEY! The Conclave Learning Conference for 2011 is July 13-16, 2011 - with an incredible tuition offer to go with it. The 36th Learning Conference will begin Wednesday evening July 13, 2011 with the **WECAN Networking**

Event. Thursday July 14th kicks off with the 2nd annual **Jacobs Media Summer School**, concluding with the 8th annual **Promotion Summit**. Friday July 15th will be highlighted by **Conclave College** and the weekend concludes Saturday afternoon July 16th with the 2nd annual **RAIN Summit**. The usual array of cutting edge Conclave sessions will populate dozens of hours in between! The Learning Conference will once again be hosted in Minneapolis. Effective immediately, "earliest-bird" tuition for the 2011 Learning Conference will be \$149 – the lowest, most-affordable registration fee of any industry conference announced in 2010 OR 2011! Registration is being taken now via the Conclave website, <http://www.theconclave.com>.

The **John Bayliss Foundation's** restructuring and downsizing has also hit the Board of Directors. The newly-elected version of the board includes **Patrick Communications' Larry Patrick** as Chairman, **Flycast's Dave Kennedy** as Treasurer and **Wells Fargo's Bishop Cheen** as Secretary. All three have served as Conclave faculty in the past, with Patrick teaching just this past summer.

Hubbard Sports KSTP-AM/Minneapolis officially said goodbye to PD **Steve Konrad** this week as he continues to recover from a serious motorcycle accident last March. VP/OM **Dan Seeman** has been overseeing the station in Konrad's absence and will continue to do so. Konrad's wife **Melodee** has been updating Steve's [Caring Bridge](#) page. The Conclave sends its best wishes to Steve and his family and hopes to see him back in the radio saddle very soon.

CBS/Houston announces two former Minneapolis morning voices **Greg Thunder** and **Corey Foley** have been hired as the station's new morning show. Foley was most recently doing morning at **Entercom** Country KBWF/San Francisco but was **Dave Ryan's** partner at KDWB/Minneapolis for several years. Thunder just vacated mornings at KSTP-FM/Minneapolis.

Tribune Talk WGN-AM has fired PD **Kevin Metheny** and evening host **Jim Laski**. Metheny joined WGN in December 2008 from **Clear Channel's** Cleveland cluster. Also, weekend hosts **Jerry Agar** (4-7p Saturdays, 3-6p Sundays) and **Shawn Wasson** (noon-4p Saturdays, noon-3p Sundays) are out.

Townsquare Media Top 40 WBNQ/Bloomington, IL debuted the Susan, Jason and Jamie Show featuring **Susan Saunders**, PD **Jason Addams** and **Jamie Reed**. WBNQ also welcomes new afternooner **Tim Taylor** from afternoons at **Saga Rock WXTT/Champaign**. Also, PT'r **Mark Long** was upped to FT Prod god for the cluster.

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They're talking again at **Radio One's** WDBZ-AM/Cincinnati, which flipped back to African-American-oriented talk from Gospel.

Journal Classic Hits KJOT/Boise names **Jim Allen** PD effective Monday, November 22nd.

Artistic Media Top 40 WBWB/Bloomington hires **Matt Theil**, former night guy at **Journal** Top 40 WWST/Knoxville.

Clear Channel Country KXKT and KTWI/Omaha MD/Morning co-host **Craig Allen** is out after 15 years with the station.

RTN Christian AC KWND/Springfield, MO promoted **Chalmer Harper** to Station Manager.

Bonneville/St. Louis announces **Danny Solomon** will assume the role of National Sales Mgr. for the cluster. Solomon has been with Bonneville/St. Louis since 2005 as an AE for Country WIL.

Service Broadcasting Urban KKDA/Dallas Dir./Programming **Michael Erickson** taps **Geometric Media** consultant **George Cook** as PD.

Clear Channel Classic Hits WJGH/Jacksonville names **Neal Sharpe** PD.

Entercom/Kansas City names **John Karpinski** as Dir./Sales for its eight station cluster.

The **Conclave** returns to the **The Doubletree Hotel Minneapolis -Park Place** for the 2011 Learning Conference on July 14-16, 2011. It also returns with the same \$99 room rate (plus tax) Conclavers enjoyed last summer - the lowest price for sleeping rooms of any announced industry gathering scheduled for 2010 or 2011! Located just 3 miles west of downtown Minneapolis in St. Louis Park, the Doubletree has plenty of FREE parking for those driving to the event and for those flying into Minneapolis, the ultra-convenient light rail can transport registrants downtown where they can be picked up and delivered to the Doubletree courtesy of the hotel's free shuttle service! Regarding the super-low room price, know that there are a limited number of \$99 sleeping rooms available, so book yours now by calling 1-800-245-9190 or clicking on the Conclave's own Doubletree room reservation page at http://doubletree.hilton.com/en/dt/groups/personalized/M/MSPPHDT-CNC-20110713/index.jhtml?WT.mc_id=POG. The hotel's address is 1500 Park Place Boulevard, Minneapolis, MN 55416 (phone 952-542-8600). To learn more about the Doubletree, click on <http://www.emarketing360.com/DoubleTree/MN/DPPM/>. *Comment: We're thrilled to return to the Doubletree for the 36th edition of the Conclave Learning Conference. The hotel's amenities,*

convenience and price are just what the doctor ordered for an industry yearning to be taught essential knowledge in an inviting environment on ultra-tight budgets. Combining the \$99 hotel room rate with our current tuition of \$149, the Conclave continues as the industry's best educational bargain. Try finding another conference where the price tag for the WHOLE event PLUS hotel can come in at less than \$350! - TK

Condolences to family and friends of legendary record promoter **Bill Scull**, who passed at home Monday at 64 following a long battle with cancer. Scull most recently ran **EO Music**, but made his mark in the music business with the creation of **Tri-State Promotions and Marketing**.

Condolences to family and friends of Chicago radio engineer **Mark Zerang**, who died Friday after a battle with lung cancer at 49. Zerang was well-known in the Chicago market for his work on sports broadcasts and radio remotes, working with everyone from **Steve Dahl** to **Kevin Matthews** and handling the board for practically every sports franchise in town.

Condolences to family and friends of Veteran broadcaster **Gary Greenwood** who passed last week. His radio stops included: Milwaukee, Colorado Springs and Las Vegas. He is the father of **Clear Channel** Country KSD/St. Louis afternoon talent **Billy Greenwood** and **Gary Greenwood**, who does mornings at **NRG Media** Country KFGE/Lincoln, NE.



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Toledo's #1 news/talk station seeks an experienced voice for our news department. Applicants must have at least 2-5 years experience in mid-size market or larger, knowledge of Adobe Audition software and **Clear Channel's RCS News** or similar program. This full-time position involves midday news gathering/reporting, recording/editing on-air interviews for newscasts, and updating website with fresh stories. Clear, concise writing skills are a must. Please send resumes/airchecks to wspd@wspd.com or mail to: 125 S. Superior Street, Toledo, OH 43604.

Bonneville St. Louis (WIL-FM, WARH-FM, WXOS-FM) is searching for a national sales manager. This person will build, maintain and direct an effective national sales effort; motivating and directing the national rep firms in a way that will assure the stations' national sales goals are achieved consistent with market goals and objectives. Minimum of five years TV or radio sales experience needed. For more information and to download an application visit: www.wil92.com. Resumes will not be accepted without an application. Questions can be sent to: Human Resources, <mailto:Akoeppe@Bicstl.Com>.

Heritage rocker 94.3 KIL0 and the alternative 103.9 RXP in beautiful Colorado Springs is looking for an unusual and talented sales executive with a proven track record. One who is self directed, can set goals and meet them, and is fearless about picking up the telephone and calling someone cold. Please write or e-mail a letter and resume that makes us want to call you. Please send your resume online to ana@kilo943.com. Or mail to attention: HR Post Office Box 2080 Colorado Springs Colorado 80901.

LFM-Colorado is looking for a full-time News and Public Affairs Director for our group of five radio stations. This position has the day-to-day responsibility of doing the morning news anchor role on KYGO and KRWZ plus some sports updates on KKFN and KEPN. Additional responsibilities include hosting a weekly public affairs show, keeping the public file current, attending community ascertainment meetings and producing a quarterly written report for the public file. The job will entail covering special news events, being on call in the event of breaking news or weather emergencies and supplying website content to be posted and updated regularly. The ideal candidate will have previous experience in a similar role at a radio station, excellent writing, voice, reporting and editing skills, digital audio production and Internet research skills. This candidate should have the ability to work under stressful and quickly changing conditions, strong leadership and people management skills, knowledge of FCC rules and regulations regarding commercial radio broadcasts and at least four years experience in radio news. Interested applicants should email cover letter and resume to denverjobs@LincolnFinancialMedia.com OR mail to: Lincoln Financial Media, 7800 E Orchard Road, Suite 400, Greenwood Village CO 80111. Attn: Human Resources

These suburban Chicago stations are looking for a new GM. A GM who can make a difference, will be a leader and get rewarded for their success. Are you used to being able to make decisions locally? Have you always had control of your destiny? Can you manage a sales staff as well as the stations? If this sounds like you then you may be who we are searching for. We are looking for that special person who has a true passion for our business. That special individual who can get the most out our people. A proven leader who understands BCF, recruitment, professional attitude and local radio. If this sounds like the type of situation you have been looking for, please email your resume to... **Floyd Evans** - RVP. <mailto:milehighstationtrust@hotmail.com>

Salem Communications is looking for talented and motivated broadcasting professionals who understand how to create compelling and relevant radio in the country's third largest market. Responsibilities include: -Prospecting for new clients-Setting appointments-Meeting with potential clients to determine their needs-Developing client focused proposals-Write ad copy-Service clients-includes keeping them informed on station activities, finding out new needs of the client, changing client copy, generating new ideas for client, etc.-Meeting or exceeding budgets set by General Sales Manager-Maintaining a database of clients and account list-Attend scheduled meetings and work closely with GSM-Submit all required paperwork on time and accurate Requirements Qualifications include: -A proven track record in sales-Ability to cold call and set appointments-Ability to make or exceed budgets-Excellent interpersonal and communication skills both verbal and written-Self-motivated and diligent-Creativity for client campaigns and copy writing-Ability to work independently-A professional and positive appearance and attitude-Dependable attendance and punctuality-Availability for full time work-Attention to detail, ability to manage a wide variety of tasks, reliability/dependability, and produce quality work under deadline pressure-Must be a strong team player-Must exhibit enthusiasm and passion for the work-Customer service oriented-Must demonstrate good judgment and decision making skills and maintain high degree of integrity-Excellent organizational skills-Computer skills in Microsoft Office (Word, PowerPoint) and Microsoft Outlook and the ability to create spreadsheets and presentations-Some college preferred-Advertising or media sales preferred-Understanding of Christian audience preferred. Salem Media of Illinois, LLC is an Equal Opportunity Employer Please e-mail cover letters and resumes to: <mailto:salemresumes@gmail.com> Fax: 847-438-2846.

Cowley County Broadcasting is looking for the right person to fit our family. Bad news first...you WILL work hard! Good news: You'll be our News Director and work with our existing news partner. You'll voice track two shows and do production. Great news...you'll be part of a 3-man morning show that knows how to have FUN! We're not huge but we rule the area. And all you have to be is somewhat likeable to be loved by our listeners. Plus, it's radio. You're not tossing hay bales around all day. Overall we're a family radio station that has faults but sometimes it can be pretty dang cool. \$24,000 plus remote pay. There are plenty of opportunities for remotes. Send tape to: **Marty Mutti**, 334 E Radio Lane, Arkansas City, KS 67005 Or <mailto:marty@ksokradio.com>

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Are you our next superstar Music Director/On-Air Talent for Omaha's Country Combo? KXKT – Kat 103.7 and KTWI – Twister 93.3 are looking for the right candidate who will bring energy for and vision of the sound of Omaha's country radio in 2011. KXKT is a CMA Station of the Year and NAB Crystal Award recipient. KTWI is Omaha's New Country. Therefore, our candidate must be a social, outgoing, high-energy individual who is enthusiastic about country radio and giving back to the community. If you are someone who understands that a contemporary country fan has interests outside of that covered in the country edition of People Magazine, and are able to develop an upscale, topical and relevant image between the songs, you could be the one. This person will work closely with the Program Director to create and manage for both stations the music, imaging, and social media, as well as assisting in daily music scheduling. Other duties include general commercial production, public appearances, daily website updates and participation in station events. The ideal candidate will be detailed, organized, creative, and able to host an entertaining show on-air on KXKT. Excellent communication skills and creative writing skills for promotional copy are also required. To be considered send your resume and demo to <mailto:ErikJohnson3@clearchannel.com>.

This is an outstanding opportunity for someone who wants to "get their foot in the door". A multi-station cluster in Central Wisconsin is looking for a part-time newscaster and board operator. Someone with broadcast experience is preferred. Will train the right person. This is a great company and situation for someone who wants to learn and improve. Approx 15 hours a week. Must be available some nights and most weekends. This is part-time. There are no relocation expenses and no benefits. Ideal as a second job for someone who is working towards a full-time broadcasting opportunity. Send an audition mp3 and resume to: <mailto:ajharrisradio@yahoo.com>

89.7 FM, WNKU, the premier non-commercial Adult Album Alternative station in the Northern Kentucky/Cincinnati market, is looking for an Operations Manager. This position is responsible for the operations of the ENCO automation system; hosting a regular weekday air shift; operation of Content Depot feeds; scheduling and oversight of regular EAS tests; produce station audio content; operational aspects of all studio equipment; supervising student production assistants; and other related duties. The position reports to the WNKU Program Director. A complete application will be considered when supported by a cover letter and resume with references and air/production demo. The search is open until Nov. 30, 2010. For more information and to apply please go to the Northern **Kentucky University** Human Resources site at: <http://hr.nku.edu/> and click on job opportunities.

We're looking for the kind of person who brings passion, experience, a teachable spirit, a servant's heart and focus to work every single day. Please apply for this job if you understand that the keys to winning are strategic thinking, daily discipline and having fun with your

teammates. 104.9 The River in Columbus, Ohio is currently recruiting a talented, full-time MORNING SHOW on-air personality who knows how to connect with our audience. Other requirements include being dependable, trustworthy, having reliable transportation, and excellent computer skills. SPECIFIC JOB REQUIREMENTS: 10-15 years of on-air success, run on-air board, voice track experience, passion for fundraising, knowledge of integrating social media and gathering and rewriting top news stories. Rush your mp3 and resume' to <mailto:jobs@riverradio.com>.

A start up news/talk station in a top 100 Midwest market is looking for applications for a future full time morning drive talk show host opening. For now, send your resume and mp3 to... <mailto:jnavarro@kgso.com>

Rapidly growing radio streaming provider seeks experienced Account Executive. We provide streaming services to terrestrial and online broadcasters including: complete ad insertion/management system, mobile applications, custom players, radio friendly metrics, Sound Exchange reporting tools, streaming bandwidth and 24X7 support. As an Account Executive you will interact with radio stations and groups in all markets to help them develop a profitable digital strategy using our suite of products and services. This position reports to the Sales Manager. Requirements: Demonstrated sales success-Experience in radio and digital media.-Knowledge of advertising and the radio market-Strong organizational skills - this position requires significant coordination and planning with engineering and marketing-Ability to absorb, comprehend, and explain complex technical issues-Strong negotiation skills-Ability to juggle multiple projects while following our sales processes. Responsibilities: Meet and exceed sales quota as set by Sales Manager.-Meet and exceed other sales metrics including prospect generation and pipeline size and growth.-Meet weekly with Sales Manager to report on sales pipeline and identify areas of improvement.-Provide feedback to the Sales Manager, product and marketing teams regarding product requirements, competitive information, and marketing programs. Key Criteria: Motivated, proven high achiever-Strategic thinker with well-rounded skill set-Strong communication and people skills-Proactive and resourceful-Must be detail orientated, a self starter who is disciplined and able to work remotely-Ability to juggle multiple projects simultaneously-3-5 years of documented success in radio sales or digital media sales. Compensation: Base salary plus competitive commission plan-Medical and Dental plan. Apply to <mailto:mdalfonzo@abacast.com>.

All listings in The TATTLER represent equal opportunities and are provided free of charge. To place an ad, send particulars to: tomk@theconclave.com no later than Wednesday evening for Thursday publication. No calls unless otherwise specified.

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