

the Conclave Presents

# THE TATTLE

Since 1975

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

Volume XXXVII • Number 2 • January 13, 2011

The homeless man with a golden voice story has hit a bump in the road. **Ted Williams** and his daughter “got into a heated argument Monday night at the Renaissance Hollywood Hotel and Spa,” said Police Officer **Catherine Massey**. “It was minor. Both parties were angry but there were no signs of visible abuse... They were brought in, calmed down, talked to and released.” **Al Battle**, Williams’ agent told the **AP**, “Once we get all the facts, it’ll be out there for everybody to have.” Williams was in LA to tape an appearance on the “Dr. Phil” TV show. “Everyone is pulling for Ted, but his 15 minutes are going to be over and then he’ll be left to manage a life filled with temptation,” **Dr. Phil** said. “We’re going to try and help him prepare for that because it would be a real tragedy if he did not make the most of this extraordinary second chance.” As of today, Ted Williams accepted Dr. Phil’s offer and is headed back to rehab.

“Civil discourse” is a hot topic after the tragedy in Tucson, AZ with Pima County Sheriff **Clarence Dupnik** lashed out at Talk Radio (in particular, Rush Limbaugh) and the “Tea Party” for the shooting, despite no evidence surfacing that the apparently mentally impaired suspect, **Jared Lee Loughner**, listened to talk radio or participated in the “Tea Party”. **Premiere’s Rush Limbaugh** called it “an embarrassing weekend...for the media” and said Dupnik “made a fool of himself.” Limbaugh said liberals are “to take an incident like this and try to turn it into a political advantage by accusing people that have nothing whatsoever to do with this sordid, unfortunate event, as accomplices to murder. It’s silly on its face.” A **CBS News** poll shows that while the plurality of Americans think Tucson shooter Jared Lee Loughner was “probably” motivated by politics to shoot **Rep. Gabrielle Giffords** (D-AZ), a majority, 57%, do not think that the “harsh political tone” in America had anything to do with the shooting. A majority of

Republicans (69%) and almost half of Democrats (49%) agreed that the political tone did not play a part in Loughner’s actions, although 42% of Democrats saw a connection while only 19% of Republicans did. 56% of Independents thought there was no correlation, while 33% said there was.

*COMMENT: As the above illustrates, the nearly immediate aftershock of last weekend’s tragedy has been knocking loudly at our door. For now, let’s forget the individual shooter’s sick motivation and pull away from the canvas a bit. The Arizona incident begs a question many have been asking: is our nation becoming consumed by -or at the very least, strongly distracted by - hate rhetoric and violent imagery? And for our industry, what role might radio be playing in all this? Let’s use this tragically heartbreaking episode to do some uncomfortable soul searching, dutifully examining the possibility that radio might be complicit in sporadically crossing the line of civility, contributing to what appears to be a disappearing respect for opposing views – and those who hold them - in our public discourse. We witnessed talk radio taking some disturbing stances this week, especially when it over-argued two points: 1) that everybody is doing it (being disrespectful of others), and 2) radio has a first amendment right to free speech. The first argument is childish and its proponents should know better. It is wrong for EVERYONE – those on the left, the right and in the middle – to frame an individual’s political stance – or very being - using metaphors of violence and hate. The second is more complex. Yes, radio personalities would seem subject to the same right to free speech as anyone. But radio frequencies are few and precious, and they belong to the public...not to commentators. Radio companies are mere leaseholders of OUR property. That means radio carries a responsibility to broadcast responsibly. Radio personalities are not preaching on some random street-corner of America. Instead, they occupy a pulpit not all can command. So when it speaks, there should be an expectation that our property will be treated with dignity and respect. That our airwaves become a home of researched truth, not misleading and quickly-arrived-at half-fact. That it intends to share intelligent, thoughtful dialogue. That it not become a dumping ground of thoughtless, hastily-conceived reaction. It must learn that controversy need not be presented only on a platter of acerbic vitriol. We’re smarter and more clever than that. We hope the Tucson tragedy will allow radio to become more circumspect...and more responsible. If not, calls for a return of the Fairness Doctrine will ring louder. And no one will argue that a reinstated policy such as that could inflict considerable social and economic harm to our proud medium. - TK*

the Conclave Webinars

## Community & The Social Media Equation

Social Media burst through in 2010 as a preeminent communicative technology, unlike any we’ve witnessed in recent history. Join author **Eve Mayer Orsburn** for a stimulating webinar addressing the right balance of communication through social media - **COMMUNITY & THE SOCIAL MEDIA EQUATION** - on Wednesday, 1/26 at 2P CST. Eve Mayer Orsburn is CEO of **Social Media Delivered**, a social media company that leverages the power of LinkedIn, Twitter, YouTube, blogs and Facebook with proven strategies. She is interviewed often on media like **CNN Radio** and **CIO.com** and was selected as one of the 100 most influential people online by *Fast Company Magazine*. The webinar is free, but preregistration is necessary to participate. To sign up, click on <https://www1.gotomeeting.com/register/449050288>.

Conclave Webinars are FREE! Visit [www.theconclave.com](http://www.theconclave.com) for details!

Conclave Webinar!

Wednesday  
January 26th  
at  
3P/EST  
2P/CST!

THE CONCLAVE, 4517 Minnetonka Blvd #104, Minneapolis, MN 55416

Phone/Fax: 952.927.4487/927.6427 Publisher: Tom Kay at [tomk@theconclave.com](mailto:tomk@theconclave.com) Web: [www.theconclave.com](http://www.theconclave.com)

Building strong brands.  
Developing great content.

COLEMAN  
INSIGHTS  
MEDIA RESEARCH

<http://www.colemaninsights.com>

Will newly installed Minnesota Governor **Mark Dayton** (D) continue the tradition of a regularly scheduled radio program? Dayton is trying to preserve the tradition set in motion by the ultra-colorful independent, former Conclave keynoter **Jesse Ventura** back in 1999. Precedent is a one-hour weekly program on **CBS WCCO-AM**. Ventura's program was kept alive by **Tim Pawlenty** (R), and although it was not without its critics, Dayton is attempting to follow suit. According to reports, the hurdle is that other stations must be given an opportunity to take over as the flagship for the program. The governor's staff is said to be getting ready to do just that.

The four major music labels were defeated by the **US Supreme Court**, refusing to block a suit accusing them of conspiring to fix Internet song prices according to **Bloomberg News**. "Units of **Sony Corp.**, **Vivendi**, **Warner Music Group** and **EMI Group** argued unsuccessfully that the allegations in the consumer complaint aren't sufficient to suggest the companies engaged in misconduct. A federal appeals court in New York said the allegations were enough for the case to go forward and the Supreme Court agreed. The original complaint was filed against **MusicNet** and **PressPlay**, which are services the music companies started in 2001 to sell songs online. "The complaint alleges the services charged unreasonably high rates - a combined \$240 per year in subscription fees - and imposed unwarranted restrictions, barring customers from transferring songs to iPods and other portable digital music players," wrote Bloomberg.

**Clear Channel** Talk WSPD-AM/Toledo afternoon host **Brian Wilson** has the Toledo teachers' union and school administrators protesting his comments about the local school system. A Sunday news conference organized by the **Toledo Parent Congress** and attended by representatives of the **Toledo Federation of Teachers** and **Toledo Public Schools** demanded an apology or license revocation for his "derogatory" comments. Wilson's full comments were: "... (A)s far as solving the problems of education in Toledo, you also have to look at the curriculum, which pretty much sucks, dictated by the federal government especially under the No Child Left Behind business, which now has teachers teaching answers to the tests, not concept, not individuality, not entrepreneurialism, not anything like that, of course some of that hasn't been taught for years. But certainly, teaching little monkeys to peel bananas and so on and then doing it correctly on cue, does not mean that they've learned everything except a funny parlor trick. Similarly with children, just because you can teach



Original Content.

On-Air. Online. In-Demand!

<http://www.envisionradio.com>

them the answers to what are the capitals of the 50 States in America, that's a fun exercise but it doesn't teach them how to think, doesn't teach them how to be objective, doesn't teach them to be entrepreneurs and individuals and things along that order. So the curriculum then becomes an issue and while there are great teachers throughout every school system, there are some losers in TPS and they need to be extracted one way or the other, of course that brings us back around to the teachers' unions." Board member **Christine Varwig** said, "Not only are his words racist, whether he intended them to be or not, but they are degrading and demoralizing. Mr. Wilson, my child is no trained monkey, sir. My daughter has a mind of her own, is an honor-roll student involved in school activities and clubs and outside activities. [She] volunteers and has a part-time job and is college-bound. I would say she is a productive member of society with a bright future ahead, and she is but one of the students that is receiving a great education in Toledo Public Schools."

A Kentucky judge has dismissed a libel suit filed by **Clear Channel** Talk WLW-AM/Cincinnati weekend host and former night host **Eric Deters** against another attorney based on **Twitter** and **Facebook** posts made by the other lawyer. Reports say that Kenton Circuit Court Judge **Martin Sheehan** dismissed the case Deters filed against Kenton Commonwealth's Attorney **Rob Sanders**, who tweeted comments referring to reports of an \$11 million defamation suit Deters won representing a Cincinnati Bengals cheerleader might be nullified because the wrong defendant was sued. The judge ruled that Sanders was expressing his opinion in a constitutionally protected manner telling Sanders and Deters to play nice.



THE CONCLAVE, 4517 Minnetonka Blvd #104, Minneapolis, MN 55416

Phone/Fax: 952.927.4487/927.6427 Publisher: Tom Kay at [tomk@theconclave.com](mailto:tomk@theconclave.com) Web: [www.theconclave.com](http://www.theconclave.com)

PLAN NOW! BUDGET NOW!

# the 2011 Conclave

THE 2011 CONCLAVE LEARNING CONFERENCE

July 14-18 at the Doubletree Park Place/Minneapolis



DOUBLE TREE

TO REGISTER, VISIT  
[theconclave.com](http://theconclave.com)

TUITION \$249

Expires 3/31/11  
Group Rates Available!



Can You Afford NOT To Be In Minneapolis Next July??

**Rep. Doug Lamborn's** (R-CO) proposal to pull funding for **NPR** drew a response from the network and counterargument from Lamborn Tuesday. In an email, NPR responded saying the bill is "an intrusion into the programming decision-making of America's public radio stations. His legislation will disrupt and weaken the free and universal public media system that serves 170 million Americans each month...It seems ironic that Congressman Lamborn, who seeks to withdraw federal support for public radio, wants federal legislators in turn to assert control over how local public radio stations can make use of programming funds. This legislation would ultimately dictate the daily editorial schedules and news programs of nearly one thousand public radio stations across America." Lamborn responded with his own email, saying, "Within NPR, some bizarrely claim that my efforts are aimed at controlling and influencing the editorial content of NPR. Nothing could be further from the truth. I believe removing federal funding from NPR would give the news organization greater, not less, editorial freedom than they currently enjoy."

Social Media burst through in 2010 as a preeminent communicative technology, unlike any we've witnessed in recent history. Join author **Eve Mayer Orsburn** for a stimulating webinar addressing the right balance of communication through social media - *COMMUNITY & THE SOCIAL MEDIA EQUATION* - on Wednesday, 1/26 at 2P CST. The webinar is free, but preregistration is necessary to participate. To sign up, click on <https://www1.gotomeeting.com/register/449050288>. Eve Mayer Orsburn is CEO of **Social Media Delivered**, a social media company that leverages the power of LinkedIn, Twitter, YouTube, blogs and Facebook with proven strategies. Over 40,000 people connect with Eve for expertise on using social media explained in a way they can actually understand. She is interviewed often on media like CNN Radio and CIO.com and was selected as one of the 100 most influential people online by Fast Company Magazine. Social Media Delivered is one of the largest companies focused solely on social media optimization, based in Dallas, Texas and Paris, France with Client Advocates in the US, Canada and Europe serving clients Worldwide. Eve is the author of the book **Social Media for the CEO** and speaks to groups large via TV, radio, webinar or in person on a variety of social media subjects.

Congratulations to the staff of **Bonneville Adult Hits WARH/St. Louis** on raising over \$1,250 in just two hours during their "Tornado Relief Fund Drive." The staff broadcast live on Saturday from the Vintage Credit Union to raise money for the victims of the recent New Year's Eve tornado.

**Mid-West Family Top 40/Rhythmic WJQM/Madison** launches a new morning show on Tuesday (1.18) with a familiar Madison face/voice. WJQM PD **Garfield** hired former crosstown WZEE/Madison morning co-host **Fish** for mornings. Fish replaces the syndicated **Big Boy's Neighborhood**. Fish had been at WZEE for nearly ten years before leaving the **Connie & Fish** show in June 2010.

Federated Media Hot AC **WMEE/Ft. Wayne, IN** appoints Jimmy Knight as OM/PD. Currently, Knight was OM of the four-station AMP cluster in Lafayette, IN, including heritage Top 40 **WAZY**. He starts at **WMEE** on Monday, January 24<sup>th</sup>.

**Artistic Media Partners** Classic Rock **WSHP/Lafayette, IN** PD **Bob Creighton** exits as his position was eliminated.

**Arista/Nashville Manager/Midwest Promotion RJ Curtis** is joining **Country Aircheck**, as of January 24<sup>th</sup>. Curtis spent the past 18 months at **Sony Music Nashville**. Previously, he was the Country Editor at **R&R**.

**Roy Patterson** has been named Station Manager at **Moody Radio/Chicago** that includes **WMBI** and **WMBI-AM**. Patterson has been with Moody in Chicago for nine years, serving as Executive Producer and Community Relations Coordinator.

THE CONCLAVE, 4517 Minnetonka Blvd #104, Minneapolis, MN 55416

Phone/Fax: 952.927.4487/927.6427 Publisher: Tom Kay at [tomk@theconclave.com](mailto:tomk@theconclave.com) Web: [www.theconclave.com](http://www.theconclave.com)



**April 29-30,  
2011**

**W Hotel  
Hollywood**

For summit details and registration info-  
<http://www.worldwideradiosummit.com>



Listener Database In-Studio Link  
Contest Manager Prize Closet  
Event Tools Liners & Promos

**www.PromoSuite.com**

**Milwaukee Radio Alliance** Alternative WLUM/Milwaukee APD/MD/afternoon **Stephen Kallao** exits.

The 36th Learning Conference will begin Wednesday evening July 13, 2011 with the *Women in Media* Networking Event. Thursday July 14th kicks off with the 2nd annual **Jacobs Media Summer School**, concluding with the 8th annual Promotion Summit, presented by **PromoSuite**. 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, home of the Minnesota Twins...who'll be playing host to the KC Royals at the world-renowned Target Field that very weekend! Tuition for the 2011 Learning Conference is only \$249 – the lowest, most affordable registration fee of any industry conference announced in 2010 OR 2011! Group Rates are even lower...just \$199 for groups of 3 or more from the same company/group. Registration for singles or groups is now available via the Conclave website, <http://www.theconclave.com>!

Former WBYY-WTSN/Dover, NH PD **Mark Edwards** is the new Classical MD at **Kansas Public Radio** effective February 1. Edwards has Classical music experience, having once worked at WCRB/Boston. The city now has TWO Mark Edwards programming radio stations. The other Mark is **Entercom's** KUDL/KGEX PD.

**Great Plains Integrated Marketing**/Fargo-Moorhead appoints industry vet **Bruce Kelly** to the newly created position of VP/Programming. He will oversee all four GPIM properties – NT WZFG, Classic Hits KEGK-FM, Country KQLX-FM and Ag/Country KQLX-AM in addition to continuing his morning-drive show on WZFG.

**Midwest Communications** has gone Country on WQTX/Lansing, MI. Before stunting recently, WQTX was running a Classic Hits format.

**Citadel** Talk WJR-AM/Detroit Pres./GM **Mike Fezzey** has decided to leave radio and become a banker as the new President of **Huntington Backshares'** Southeastern Michigan region.

**Airplay Direct** appoints **Dan Bowen** VP/Radio Strategies.

**Journal** Talk WTMJ-AM/Milwaukee weekend host **Janes T. Harris** is getting exposure with a fill-in gig for **Sly** Friday morning at **Midwest Family** Talk WTDY-AM/Madison.

**CBS Radio's** KEZK hired market vet **Vic Porcelli** to fill the afternoon show vacated by **Eric Kane** in December. Porcelli spent many years across the street at the late WVRV.

**Nextmedia** classic rock WERV (The River)/Aurora-Chicago has named **Mark "Zander"** Interim PD in the wake of the departure of **Matt Mellen**. Zander who once did swing at the station, most recently programmed sister Classic Rock WRXQ/Joliet.

Cancer claimed the life of **Cliff Thompson**, veteran Waterloo, IA GM, passed away earlier this week. He was 64.

Did you miss the first webinar of an exciting and crucial year for all media platforms? Yesterday, January 12th, the Conclave presented its first webinar of 2011 - **GETTING OUT OF 1985: LEE ABRAMS ON 2011 AND BEYOND**, presented by **Envision Radio Networks** (<http://www.envisionradio.com>) **Lee Abrams** was our presenter and we couldn't have been prouder to have one of our industry's greatest thinkers assess the landscape of our media and culture and not just offer mere predictions on the year ahead, but food for thought on how to adjust your stance on the many issues that need immediate attention! He also revealed the secret of AFDI! To order a recording of Lee's inspiration-laden webinar, click on <http://www.theconclave.com/upload/conclave2011webinarform.pdf>.

*Email to the TATTLER from Dan Collins, re: last week's Ted Williams story & commentary:* "Thanks Tom for bringing some REALITY and common sense to this "Homeless" Radio Star story. Everybody loves a good "Cinderella Story", but what pisses many people including me off, is the fact that his bad behavior and circumstance in life put him at the head of The line, passing over thousands of others who are JUST as talented as he is who played BY THE RULES. I'm not blaming him; he is just taking advantage of some kind of flaw in society that worships 'Celebrity'. Its the same reason society seems to love **Paris Hilton, Blago,** & Rappers with a 'Rap' sheet. (Just sayin')."



**Three Eagles Communications** of Madison, South Dakota is searching for a General Manager that understands local radio. You will need to have a strong local sales background, be able to work with a personal list as well as with an established sales department. Madison is a strong and vibrant college town and is the home of **Dakota State University**. The town boasts community pride and features year round activities. You will need to be involved with those community leaders and support community activities, service groups and a great staff of dedicated broadcasters with a capital "B". This position requires more than a desk-pilot. You will work with local clients, agencies, programming, empty the trash, clean the windows and shake a lot of hands every day. This is live, local and relevant small market local radio at its finest. Do you have what it takes?? Send your resume to <mailto:gibuchanan@threeeagles.com> **Gary Buchanan**, President/COO Three Eagles Communications.

KQIC-FM (Q102), 100,000 watt family owned Hot AC station in Willmar, MN is now accepting applications for a co-host for our morning show. This position requires quality prep of relevant content that relates to audience, have the ability to work the phones, wave editor, board op own show, source relevant audio clips for the show, and audio/video for web pages and blogs. Host show when regular host is absent. On-air from 6AM to 10AM, may do voice tracking on sister stations as needed. Other duties include, copy writing, production, promotional appearances, maintaining web blog. Regular hours will be 5:30AM – 2PM Monday thru Friday, rotating Saturdays 7AM to Noon, and some holidays. Minimum requirements; Must relate to audience, able to work phones, board op and perform shift alone if host is gone. Stay aware of current events. Have outgoing personality, creative, professional sounding, with natural Midwestern dialect and delivery. Must be organized, good attendance, have computer skills and digital editing experience. Web knowledge a plus. Compensation: based on experience. Benefits: 401K, health, dental co-pay, vacation. Beautiful Minnesota lakes area. Send resume and air check to; Human Resources c/o **Mary Overman, Lakeland Broadcasting Co.**, P.O. Box 838, 1340 North 7th Street, Willmar, MN 56201. Or <mailto:HR@willmarradio.com>

**Milwaukee Radio Alliance** Alternative WLUM (FM 102/1) Milwaukee has an opening for Nights/Production. Can you be interesting in short spaces? Are you literate in audio production?

Do you enjoy rhetorical questions that require self reflection? Then consider joining our team in Milwaukee. Ideal candidates have been on the air in a full time capacity before and can handle light production and imaging duties. They are also mammals. Send your favorite On-Air and Production work here: WLUM c/o **Jacent Jackson**, N72 W12922 Good Hope Road, Menomonee Falls WI, 53051 Or here: <mailto:jobs@milwaukeeeradio.com>

WRSR 103.9 The Fox, a heritage Classic Rock station in Flint, Michigan has an opening for Program Director. Experience in rock and classic rock preferred. The position also includes full time on-air duties. The ideal candidate should be familiar with music scheduling software, creative imaging, promotions, website maintenance, social networking, and air-checking other on-air personalities. Please send resume, air-check, and references to: Human Resources PD, **Cumulus Media Flint**, 6317 Taylor Dr., Flint, MI 48507 or email to [diane.jendrusina@cumulus.com](mailto:diane.jendrusina@cumulus.com).

**Clear Channel Media Cincinnati** is looking for a highly motivated, innovative and insightful team leader with promotion and large scale event experience. •Must have strong leadership and excellent organizational skills. •Must be able to multi-task efficiently and work well under pressure and deadlines. •Must have strong communication skills and be able to create dynamic, multi platform marketing programs and promotions that will drive revenue and elevate our brands. If you have a track record of success and would like to lead Cincinnati's most prestigious and dynamic promotions and events please email your resume to: <mailto:kelleysnider@clearchannel.com>

**Vallie-Richards-Donovan Consulting** is looking for AC radio morning show talent for a couple of medium size markets east of the Mississippi. The ideal candidates should have a minimum of 4-5 years of experience as a morning show host. You must know how to lead, direct, prep and be an equal co-host. Other important qualities for candidates are a strong desire to win, the "know how" and talent to make consistent eye contact with 35-49 year old females through the speakers along with the desire to be involved locally in the community. We are seeking warm, upbeat, likeable personalities with a positive attitude who understand and enjoy AC radio. Good social networking skills are a plus. Please send a short aircheck and resume to <mailto:VRDTalentOpportunity@Gmail.com>

**THE CONCLAVE**, 4517 Minnetonka Blvd #104, Minneapolis, MN 55416

Phone/Fax: 952.927.4487/927.6427 Publisher: Tom Kay at [tomk@theconclave.com](mailto:tomk@theconclave.com) Web: [www.theconclave.com](http://www.theconclave.com)

**SparkNet Communications** is an international consultancy that specializes in licensing, programming and marketing for radio. We are the owners and managers of the JACK FM® radio brand in the US and internationally, working closely with licensees to grow, develop and maintain the integrity of the brand. We are looking for an energetic and fast-paced person who possesses the skills and demonstrated ability to manage multiple tasks to completion with high accuracy and attention to detail, while maintaining a positive and fun attitude. This is a multi-dimensional position where someone who is smart, independent, self-motivated and hard working will grow, but only if you have a good sense of humor. The responsibilities include managing and scheduling the JACK Music System, maximizing the JACK musical variety proposition and delivering ready to air music logs for distribution. We work in a team environment so we are looking for a team player that loves working as a unit and takes pride in the final result. Required Qualifications: • Five years radio programming experience in a medium or major market, either as Program Director or Music Director. • Experience with the JACK Brand is an asset. • Very strong Music Master and/or Selector knowledge and ability. • Ability to interpret music research analysis. • Ability to schedule, edit and construct music logs and develop music rotations. • Understands the relationship between Music and Imaging. • Solid computer skills, specifically the Office Suite. • Well read and informed about industry news, pop culture and current events. The successful candidate should have a positive, attentive manner, possess flexibility, and be able to independently problem solve whilst showing an extreme level of initiative. We are looking for someone who is self-aware, unselfish, honest and dedicated to good radio. If you're interested, please send your cover letter and résumé with salary history to <mailto:jobs@sparknetcommunications.com>.

Full-time announcer needed for nights at 93X (KXXR) in Minneapolis. Previous experience in a PPM market is preferred. Knowledge of web content generation is a plus. Send on-air examples of how you can be concise, creative and compelling in short bursts, and do good phones. Send Resume, MP3 or CD aircheck. Resumes must be sent to: <mailto:Minneapolis.job@citcomm.com> and must reference Position ID: (Mpls93xDJ011011All). Any other method of submission will not be accepted except as follows: Candidates with disabilities and who need assistance in the application process may write to: **Citadel Broadcasting**. Attn: Human Resources, Position ID: (Mpls93xDJ011011all). 2000 SE Elm St, Mpls, MN 55414

**The Cromwell Radio Group** is looking for outstanding sales representatives from the Evansville area. If you're ready to take your sales career to the next level, Cromwell Radio Group has an excellent opportunity for you. Cromwell Radio Group, a local company that is unique in today's media environment, is an energized, growing group of radio stations with great sales team members. Do you excel in sales? Do you love the selling process and the feeling of accomplishment that it brings? Cromwell Radio Group is looking for you. A minimum of 2 years sales experience is a must. We offer health/dental insurance, along with 401k

Retirement Plan and paid vacation. Send resume, along with cover letter, explaining qualifications to: HR/Account Executive Opening Hancock Communications, Inc., 1115 Tamarack Rd. Ste 500, Owensboro, Ky 42301 Or email your resume to <mailto:aspalding@cromwellradio.com>.

**Artistic Media Partners** in Lafayette, IN is looking for a Program Director/On-Air Personality for its CHR Heritage station WAZY. Selector experience a must! Send philosophy, resume' and on-air demo to <mailto:karen@u93.com>

Do you have a CHR attitude with a Country heart? Do you love being in the community? If you can handle wake-up duties in a great Big 10 college town, send your mp3 and resume to: **Joel Burke** <mailto:jburke8899@gmail.com>

**Entercom Indianapolis** WZPL, WNTR and WXNT radio stations are accepting applications for openings in our media sales department. If you're a self-starter, motivated, creative and goal driven, why not consider joining our team! We've got the brands, tools, training and market heritage to put you on the road to success. Candidates must possess exceptional communication, presentation and negotiation skills. One year previous broadcast experience preferred. If you are a qualified candidate, please go to [www.entercom.com](http://www.entercom.com) and click on "Careers" to apply.

**Wilks Broadcasting's** new Modern AC in Kansas City, Alice 102, is looking for Afternoon Drive talent. E-mail aircheck, photo and resume to EVP of Programming, **Jeff Sanders**, at <mailto:sanders500@wilksbroadcasting.com>. Anyone lazy enough to e-mail just a link to your website will not be considered.

**CBS Radio Minneapolis** has an immediate opening for an IT Administrator. This individual ensures system hardware, operating systems, software systems, and related procedures adhere to organizational values, enabling staff and management. Responsible for providing station computer-based technical support. Resolution and trouble shooting of all computer related issues. Experience with upgrades, installs and networking hardware devices and software. Prior experience supporting, implementing and/or administering networks in a Microsoft Windows Active Directory domain. 4+ years experience in technical support role, preferable in the media industry; AS degree or technical degree preferred. Responsibilities sometimes require working evenings and weekends without advanced notice. Other duties within department as assigned. Valid state driver's license for operation of company vehicles is required. Full-time opportunity with comprehensive benefits package. Interested applicants please apply with resume and cover letter stating desired salary to: <http://www.cbsradio.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](mailto:tomk@theconclave.com) no later than Wednesday evening for Thursday publication. No calls unless otherwise specified.