

the
Conclave Presents

THE TATTLEER

Since 1975

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Cartoons Suggested by Lenny Bronstein & Jay Philpott

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Red Rock Radio Classic Rock KQDS/Duluth morning co-host **Frank Befera** exits the station after photos of him in sexual situations with an unidentified woman surfaced and were sent to people in the community. Befera, who became the morning co-host in December 2009 after **Bill Jones'** departure, told the **Duluth News Tribune** that he supported the station in its decision to fire him over the photos and that "I have a tremendous level of respect not only for the company, but for the management and everyone I work with there," adding, "Everybody has a private life and I work hard every day, love my job, love the people I work with, love Duluth and would give my life to help other people. It's unfortunate that this happened, to prohibit me from enjoying what I really love – which is being at Red Rock Radio." Befera said he had no comment on the photographs, who took them, or how they ended up being made public. He said he has retained a lawyer, but wouldn't say to whom any legal action would be directed. The photographs were linked to an online media discussion and gossip bulletin board. In the three photographs, Befera is seen with an unidentified woman, both in various states of undress. Befera has been involved with local radio since the mid-1980s. He said he built Mix 108 FM. His father, **Francis "Fran" Befera**, is considered a pioneer in Minnesota radio and cable TV broadcasting. He died in 2004.

The temporary restraining order obtained by **Music Ventures** Talk KFKA-AM/Ft. Collins-Greeley, CO GM **Justin Sasso** against **Brett Reese**, owner and host of crosstown low-power KELS and a member of the Greeley-Evans School District 6 Board of Education has been made permanent by a Weld County Court Judge. Judge **Charles S. Unfug** ordered Reese, who became controversial after denouncing **Rev. Dr. Martin Luther King Jr.** on the air and packing a gun for school board meetings, to stay at least 100 yards from Sasso, his home and KFKA. Reese had threatened a "shootout" with KFKA because it was going after KELS' advertisers. Reese says he will appeal.

Munson Radio Adult Standards KEIN-AM/Great Falls, MT has gone silent after an alleged break-in and a court judgment. Reports are that property owner **Creed Evans** reported on January 16th that someone had broken into the transmitter building and switched the station off, but licensee Munson Radio Pres. **Steven Dow** said that when he came to the station to try and get it back on the air, he was locked out with the locks changed and court documents on the door saying that Evans had obtained a default judgment against Munson Radio for failure to maintain the property, pay for repairs, or insure it to the proper level. Evans adamantly denies having the station turned off and that it is not in his interest to have the station silent. Both parties will now wait for the court to rule on a stay of execution of the judgment ordering Dow off the premises.

NRG Media Country WYTE/Wausau-Stevens Point, WI morning man **Pat Clark** has made good on a bet for the **Green Bay Packers/Chicago Bears** game last Sunday (1.23). Clark, a native of Chicago, had been growing a "Bears Beard" to support his hometown team in their bid for the Super Bowl. His partner **AJ**, both on and off air, had enough of his scruffy face and proposed the bet. The Bears lose, and not only did he have to shave, but he also had to dismantle his legendary "Bears Bathroom." After the Packers won, Clark shed both tears and facial hair.

the
Conclave Webinars

Do You Know Your Brand?

Be on board for the next Conclave webinar, "Do You Know Your Brand?" with Robert Lawrence, President/CEO of Pinnacle Media Worldwide, Wednesday, February 9th at 2P CST. This special webinar will provide an in-depth look into what truly defines a brand, how to identify your own unique brand and what makes an iconic brand. This one hour webinar will explore some of the differences between a product and brand and how to develop marriage-like brands. A brand is more than just a logo or a website - discover how to create a new one, enhance an existing one and how interactive and social media assists in brand development. Along with numerous large and major market programming successes, Robert Lawrence has spent the last 30+ years developing and perfecting the integration of advanced interactive research methods for radio, Television, talent coaching, ad spot testing, content analysis, trial and jury research, and political analysis. To sign up, click on <https://www1.gotomeeting.com/register/374447185>.

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**Wednesday
February 9th**

**at
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2P/CST!**

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The Randy Lane Company is adding talent specialists **Dave Ryan**, **Brian Egan**, **Ronnie Stanton** and **Brian Holt** joining the company's long-standing talent specialists and personality branding team – Randy Lane, **Angela Perelli** and **Stan Main**, who will continue in the respective positions. Dave Ryan is a veteran of **Clear Channel** Top 40 KDWB/Minneapolis.

Citadel Talk WLS-AM/Chicago afternoon “Roe and Roeper” co-host **Roe Conn** has been honored by the **FBI** with the **FBI** Director's Community Leadership Award. “Mr. Conn's unwavering support of law enforcement in general, and the

FBI in particular, has earned him the respect and admiration of police officers and **FBI** agents throughout the Chicago area,” said **FBI** Director **Robert Mueller**. “He has used the public airways as a means to educate and inform his listeners, while at the same time remaining and objective journalist.”

Bonneville Group Sr. VP of Programming **Greg Solk** will soon be named to the same position inside the new **Hubbard Group**. Solk will remain in the Windy City and continue his oversight of existing Bonneville-turned-Hubbard properties: WTMX, WILV and WDRV/WWDV. **Clear Channel**/Boston names **Dylan Sprague** OM, effective Monday, February 7th. Sprague heads to Boston with programming experience in several markets, most recently at KALC and sister KQMT/Denver.

CBS Hot AC KYKY/St. Louis promotes **Taylor J.** to nights!

CBS Hot AC WQAL/Cleveland names Virgin 95 FM/Montreal midday host **Heather Backman** for afternoons.

Entercom's syndicated “2ndShift” night personality **Alan Kabel** is leaving. Kabel had been doing the show in multiple Entercom Country markets, including KBWF/San Francisco, KKWF/Seattle, KWJJ/Portland, WDAF/Kansas City, WBEE/Rochester, WPAW/Greensboro and WGGY/Wilkes-Barre/Scranton. The show was launched April 2008.

Citadel Top 40 WHTS/Grand Rapids morning guy **Todd Chance** announces he is leaving the station.

Bonneville (Soon to be **Hubbard**) Sports WXOS/St. Louis adds veteran football reporter **Howard Balzer** and former **St. Louis Rams** executive **Tony Softli** to its staff.

Entercom Top 40/Rhythmic KDGS/Wichita PD/Morning host **Greg Williams** has a new morning co-host, **Heather Larson**, most recently with **Bonneville** Adult Hits KPKX/Phoenix.

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You and the Rockwell! Since 1989, the Conclave has presented **The Rockwell Award** - an annual lifetime achievement award - to an individual of unquestioned accomplishment inside the radio industry. This year, the Conclave once again reaches out to the entire industry to help select nominees for this important recognition. What is the Conclave looking for in a Rockwell Award recipient? It seeks a person who is not just an inspirational leader, but a person of great accomplishment - one who teaches and guides others directly, by example, or both. The successful nominee has made lasting and significant contributions not just inside their industry, but to the public the industry serves. The Rockwell honoree is a pioneer who has paved trails for others to follow, now and in the future. They are resolute, strong, committed, and have their work respected by all. Do you know a professional who matches this description of unparalleled success and outstanding leadership? If so, please nominate them for this special honor to be awarded at the July Conclave Learning Conference. The Rockwell nomination guidelines are as follows: 1. Any member of the industry may nominate one or more persons for the Rockwell award. They may come from any walk of industry life: a syndicated or local talent, a single market or national programmer, a general manager or group owner, a production or promotion professional, V/O talent, etc. 2. All nominations must be accompanied by supporting evidence sufficiently detailed for the Conclave Board to render a decision (e.g., a resume; accounts of industry accomplishment; testimonials from individuals or organizations regarding the nominee's body of work and contribution, etc.) 3. Nominations must be made in writing, sent to the Conclave office via mail (4517 Minnetonka Blvd #104, Minneapolis, MN 55416), email (tomk@theconclave.com), or fax (952-927-4487) no later than 6PM CST Friday, February 11th. Members of the Conclave Board of Directors and its staff will meet shortly thereafter to weigh the merits of each nominee. An announcement of the recipient will be made on or before March 1, 2011 and the Award will be presented during the 36th Annual Learning Conference, July 14-16th at the **Doubletree Park Place Hotel** in Minneapolis.

Changes at **Oasis Radio**/Ft. Wayne as OM/Dir. Programming **Phil Becker** moves up to GM/Dir. Programming. Becker will oversee Top 40/Rhythmic WJFX, Country WBTU and Talk WJOE. One of Becker's first orders of business was the hiring of **Chris Saglian** as Dir./Sales for the cluster.

Clear Channel/Omaha announced that **Hoss Michaels** will join Country KXKT and sister KTWI/Omaha as MD. Hoss leaves his six-year position as PD at **Three Eagles** Country KZKX/Lincoln to join the Country combo in Omaha. Michaels replaces **Craig Allen**, who exited in November.

The long-rumored layoffs at **Universal Music Group** have now become an unfortunate reality. The company, including **Interscope Geffen A&M**, **Universal Motown**, **Island Def Jam** and **Universal Republic** will cut around 60 employees. Exiting from the region are **Tom Martens** (314.737.7160 or recorduck@aol.com) and **Chris Hughes** (313.204.0510 or chris4bears@gmail.com).



"Pearl Jam plus volume level nine
equals bad."

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Condolences to family and friends of former DJ, PD and station owner of Cincinnati's WLW and WSKS, **Charles K. Murdock**, who died last week.

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>!

The Michigan Association of Broadcasters reports the death of **John Anderson**, founder of WCCW-AM-FM/ Traverse City. He was 83.

We are saddened to report the passing of the legendary **Bobby Poe, Sr.**, aka The Poe Kat at 77 from a blood clot. Bobby was the publisher of Washington, DC based "The Pop Music Survey" which began in 1968 and played host to the annual Pop Music Survey Convention, an annual gathering of the radio and record communities for meetings, fun and awards.

Condolences to family and friends of **Ruth Meyer**, who died Saturday (1.22) in Kansas City. For those not aware of Ruth and her history, **Tom Taylor** explained her role as a Top 40 pioneer in **Radio-Info.com** earlier this week: "Ruth was seemingly everywhere in the explosive developmental days

of top 40 – working alongside pioneer **Todd Storz** at WHB, Kansas City in the 1950s, then jumping right to New York's WMCA when it imported manager **Steve Labunski**. She was brought in as promotion director, then advanced to PD and adapted the "Good Guys" idea that WABC had toyed with. Ruth went on to work at WHN, WNEW-AM and **ABC Radio**. Consultant **Walter Sabo** worked with her at ABC and passes along the news of Ruth's death. He describes her as being "from the Midwest, a good Catholic girl with a bawdy laugh...She coaxed, joked, teased and made you feel good. You did what she wanted because she knew her audience and you wanted her to be happy." Sabo says being around her was "a front-row seat to a master class." Meyer brought **Gary Stevens** to WMCA in 1965 to do evenings and "Good Guy" Stevens says, "She was a great lady. Some years later, I returned the favor by making her station manager at WHN, when **Doubleday** bought it." By that time, Stevens was running the Doubleday radio group. In 1968, Meyer left to begin consulting, working with international clients such as **Radio Caroline** and **Radio Luxembourg**. To sum up - Walter Sabo says, "Ruth Meyer was a true inventor of top 40...She says she was taught, directly, by Todd Storz. She always said 'It was all Todd.' But it wasn't."



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Fall Books 2010

#152 Ann Arbor, MI

Station	Format	Owner	Spr	Fall
WJR-AM	Talk	Citadel	6.6	5.5
WWWW-FM	Ctry	Clr Chnnl	5	4.5
WCSX-FM	ClsscRock	Grtr Media	2.2	4.2
WQKL-FM	AAA	Clr Chnnl	2.8	4.2
WKQI-FM	Top 40/M	Clr Chnnl	3.8	3.5
WXYT-FM	Sports	CBS Radio	3.1	3.2
WDVD-FM	Hot AC	Citadel	2.2	2.9
WDZH-FM	Top 40/M	CBS Radio	2.8	2.9
WMXD-FM	Urb AC	Clr Chnnl	2.2	2.9
WNIC-FM	AC	Clr Chnnl	2.2	2.9
WRIF-FM	ActRock	Grtr Media	2.5	2.9
WJLB-FM	Urb	Clr Chnnl	4.4	2.6
CIMX-FM	Alt	CTV	2.5	2.3
WDMK-FM	Urb AC	Radio One	2.2	2.3
WOMC-FM	ClsscHits	CBS Radio	2.2	2.3
WTKA-AM	Sports	Clr Chnnl	0.9	1.9
WWJ-AM	News	CBS Radio	1.6	1.9
WDZQ-FM	AdultHits	Citadel	2.5	1.6
WAAM-AM	Talk	First	0.9	1.3
WMUZ-FM	Chrstn Cont.	Crawford	1.3	1.3
WYCD-FM	Ctry	CBS Radio	1.3	1.3
WDTW-FM	Rhythm. AC	Clr Chnnl	0.9	1
WHTD-FM	Urb	Radio One	—	1
WMGC-FM	AC	Grtr Media	1.9	1
CIDR-FM	AAA	CTV	1.6	0.6
WGPR-FM	Urb AC	WGPR Inc	0.6	0.6
WHMI-FM	ClsscHits	Livingston	—	0.6
WJXQ-FM	Rock	Midwest	—	0.6

#135 Appleton-Oshkosh, WI

Station	Format	Owner	Spr	Fall
WNCY-FM	Ctry	Midwest	12.2	13.9
WAPL-FM	Rock	Woodward	8.2	9.3
WIXX-FM	Top 40/M	Midwest	9.7	7.4
WHBY-AM	N/T	Woodward	4.5	5.6
WKSZ-FM	Top 40/M	Woodward	6.7	5.6
WVBO-FM	Oldies	Cumulus	7.9	5.1
WYDR-FM	ClsscHits	Midwest	2.6	4.2
WRQE-FM	ClsscRock	Midwest	2.8	3.7
WPKR-FM	Ctry	Cumulus	2.6	3
WDUZ-FM	Sports	Clr Chnnl	1.1	2.3
WNAM-AM	Stnrds	Cumulus	2.8	2.3
WQLH-FM	Hot AC	Clr Chnnl	2.6	2.1
WTAQ-AM	N/T	Midwest	1.7	2.1
WWWX-FM	Alt	Cumulus	1.7	2.1
WOGB-FM	Oldies	Clr Chnnl	2.8	1.9
WCHK-FM	AdultHits	Woodward	2.8	1.6
WTMJ-AM	N/T	Journal	1.5	1.6
WBJZ-FM	Top 40/M	Caxambas	1.1	1.4
WZOR-FM	ActRock	Woodward	1.3	1.2
WISN-AM	Talk	Clr Chnnl	—	0.9
WOSH-AM	N/T	Cumulus	1.1	0.9
WZNN-FM	Alt	Cumulus	1.1	0.7
WFON-FM	Hot AC	RBH	0.9	0.5
WPCF-FM	Ctry	Clr Chnnl	0.4	0.5
WSCO-AM	Sports	Woodward	0.9	0.5

#261 Battle Creek, MI

Station	Format	Owner	Spr	Fall
WKFR-FM	Top 40/M	Cumulus	15.2	15.6
WNWN-FM	Ctry	Midwest	14.5	14.1
WBCK-FM	Talk	Clr Chnnl	10.9	9.4
WRKR-FM	ClsscRock	Cumulus	7.2	7.8
WJXQ-FM	Rock	Midwest	5.1	4.7
WVFM-FM	AC	Midwest	4.3	4.7
WBXX-FM	AC	Clr Chnnl	2.2	3.9
WBCT-FM	Ctry	Clr Chnnl	2.2	3.1
WJIM-FM	Top 40/M	Citadel	2.2	2.3
WVIC-FM	Alt	Midwest	2.2	2.3
WSRW-FM	AC	Clr Chnnl	2.2	1.6
WBBL-FM	Sports	Citadel	0.7	0.8
WBCK-AM	Ctry	Clr Chnnl	0.7	0.8
WFMK-FM	AC	Citadel	0.7	0.8
WITL-FM	Ctry	Citadel	1.4	0.8
WJR-AM	Talk	Citadel	—	0.8
WLMI-FM	Ctry	Colonial	—	0.8

#238 Bloomington, IL

Station	Format	Owner	Spr	Fall
WBNQ-FM	Top 40/M	Townsq	16	15.3
WBWN-FM	Ctry	Townsq	5.9	12.9
WJBC-AM	N/T	Townsq	5.9	8
WIBL-FM	Ctry	Pilot Media	4.1	4.9
WBBE-FM	AdultHits	Conn.	5.9	4.3
WIHN-FM	ActRock	Conn.	5.3	4.3
WVMG-FM	AC	Conn.	5.3	3.7
WLS-AM	Talk	Citadel	1.8	2.5
WPBG-FM	ClsscHits	Triad	2.4	2.5
WRPW-FM	Talk	GrtPlains	3.6	2.5
WZIM-FM	ClsscHits	Pilot Media	1.8	2.5
WIXO-FM	ActRock	Townsq	0.6	1.8
WICZ-FM	Urb	Neuhoff	1.2	1.2
WGCY-FM	B/EZ	F & G	0.6	1.2
WGLO-FM	ClsscRock	Townsq	1.8	1.2
WGN-AM	N/T	Tribune	2.4	1.2
WIRL-AM	ClsscCtry	Triad	—	1.2
WJBC-FM	Talk	Townsq	0.6	1.2
WSCR-AM	Sports	CBS Radio	1.2	1.2
WWHP-FM	AAA	WMS1 Inc	1.2	1.2
WBBM-AM	News	CBS Radio	0.6	0.6
WCFE-FM	AdultHits	Saga	—	0.6
WSOY-FM	Top 40/M	Neuhoff	1.2	0.6
WSWT-FM	AC	Triad	3	0.6
WZPW-FM	Top 40/R	Townsq	0.6	0.6

#101 Boise, ID

Station	Format	Owner	Spr	Fall
KXLT-FM	AC	Peak	5.9	7.6
KBOI-AM	Talk	Citadel	6.2	6.9
KIZN-FM	Ctry	Citadel	4	4.8
KSAS-FM	Top 40/M	Peak	6.8	4.6
KWYD-FM	Top 40/R	Impact	4.2	4.6
KAWO-FM	Ctry	Peak	5.3	4.4
KCIX-FM	Hot AC	Peak	3.9	4.4
KTIK-AM	Sports	Citadel	1.7	4.4
KSRV-FM	AdultHits	Impact	4.6	4.2
KTHI-FM	ClsscHits	Journal	5.3	4.2
KQFC-FM	Ctry	Citadel	4.4	4
KQXR-FM	ActRock	Journal	5.5	3.6
KKGL-FM	ClsscRock	Citadel	3.7	3.4
KIDO-AM	Talk	Peak	3.3	2.9
KJOT-FM	ClsscHits	Journal	1.7	2.9
KQLZ-FM	Alt	Impact	1.8	2.1
KRVB-FM	AAA	Journal	2.8	1.9
KZMG-FM	Top 40/M	Citadel	2.6	1.9
KPDA-FM	RegMex	Impact	0.9	1.3
KQTA-FM	RegMex	Bustos	0.6	1
KWEI-FM	RegMex	TreaValley	1.1	1
KDBI-FM	RegMex	Bustos	0.9	0.6

#130 Canton, OH

Station	Format	Owner	Spr	Fall
WHBC-AM	News	NextMedia	8	8.9
WDJQ-FM	Top 40/M	DA Peterson	7.2	7.1
WQXK-FM	Ctry	Cumulus	5.4	6.4
WHOF-FM	AC	Clr Chnnl	5.2	6.2
WHBC-FM	Hot AC	NextMedia	5.9	4.9
WONE-FM	Rock	Rubber City	5	4.7
WRQK-FM	Rock	Cumulus	5.9	4.7
WQMX-FM	Ctry	Rubber City	5.6	4
WNIR-FM	Talk	Media-Com	2.8	3.8
WHLO-AM	N/T	Clr Chnnl	3.3	3.3
WKDD-FM	Hot AC	Clr Chnnl	3.3	3.3
WZAK-FM	Urb AC	Radio One	1.7	2.7
WAKS-FM	Top 40/M	Clr Chnnl	2.2	2.4
WMJI-FM	ClsscHits	Clr Chnnl	2.4	2.4
WDPN-AM	AC	DA Peterson	1.5	2
WMMS-FM	Rock	Clr Chnnl	1.5	1.8
WFHM-FM	Chrstn Cont.	Salem	2	1.6
WENZ-FM	Urb	Radio One	2	1.3
WTAM-AM	N/T	Clr Chnnl	1.5	1.3
WYFM-FM	ClsscRock	Cumulus	0.7	1.3
WKNR-AM	Sports	Good Karma	1.3	1.1
WQKT-FM	Ctry	Dix	0.7	1.1
WTUZ-FM	Ctry	WTUZ Inc	1.1	1.1
WDOK-FM	AC	CBS Radio	0.4	0.9
WMVX-FM	AdultHits	Clr Chnnl	0.7	0.9
WMXY-FM	Hot AC	Clr Chnnl	0.7	0.7
WNCX-FM	ClsscRock	CBS Radio	0.9	0.7
WAKR-AM	Oldies	Rubber City	0.4	0.4
WHOT-FM	Top 40/M	Cumulus	0.4	0.4
WNPQ-FM	Chrstn Cont.	Tuscarawas	0.4	0.4
WSOM-AM	Stnrds	Cumulus	0.9	0.4

6+ M-Su, 6AM-12AM
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xperienced Regional Mexican PD needed. Big FM, top 75 Midwest market. Requirements: bilingual, strong programming & talent development skills, commitment to growing our business, strong community service & teamwork. Great culture, pay & benefits. Send aircheck plus English resume to <mailto:regmexpd@yahoo.com>.

Hot AC PD submissions welcome. Large-coverage Midwest regional Hot AC ready for an emerging warrior, who can demonstrate at least 3 years' format track record. E-submissions please: tim@audiencedevelopmentgroup.com **Three Eagles Communications** is looking for a News Director and a news anchor/reporter to add to one of our non-rated markets. If you have a passion for news- being first on the scene, accurate reporting, and the addition of news on the internet, you need to send me your stuff! Submit story samples, resume, and airchecks ASAP. If you think you have the skills to manage a newsroom, include your news philosophy. Email to: **Mark Taylor**, Corporate OM <mailto:mtaylor@threeeagles.com>

Regional Digital Sales Director Wanted! IF YOU... have been creating integrated marketing solutions for local and regional clients, combining on-air, online, mobile and on site assets to deliver results; ; believe that every marketing solution begins with an idea that meets a client's need; ; know that showing AE's and clients how to use digital assets effectively is more important than hyping the latest shiny new toy; ; are an excellent written and oral communicator; ; have successfully trained local media AE's on how to incorporate digital assets with traditional media advertising; ; can tell me about your client successes as well as lessons learned about landmines to avoid; ; have a proven track record of generating new revenue for your company using online and mobile assets; ; are not afraid of exponential growth and a constantly evolving business landscape – and enjoy rising to meet new challenges. WE NEED TO TALK!!! Requirements: minimum 5 years experience in advertising sales and/or management, knowledge of applicable FCC rules and regulations, knowledge of PowerPoint and proficient online & mobile user, valid state driver's license and motor vehicle report, have own vehicle for local travel and can provide proof of personal vehicle insurance, can travel out of town at least 20% of the time, can multi-task, handle pressures and deadlines, Imagination, creativity and commitment to task. Positions are available in several regions of the country including New York City and Chicago/Detroit among others. Please send resumes via e-mail to corporate. <mailto:job@citcomm.com> and reference the following Position ID in the subject line of your e-mail: Corp.Regional Digital Sales Dir.012511.AA. 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 & Affiliates**, Attention: Corporate Human Resources, 7690 W. Cheyenne, Suite 220, Las Vegas, Nevada 89129-6764.



NRG Media, Wausau / Stevens Point, Wisconsin, needs a GSM. Station(s): WLJY / WYTE / WGLX / WBCV. Closing Date: 3/31/2011. Overall Objective: Direct and lead a high performance sales team to achieve both individual and team goals. Essential Functions: Plan and implement sales strategies and programs• Provide effective leadership to sales staff including hiring, training, developing and motivating staff• Represent the station in a professional and ethical manner• Communicate information and needs to internal staff and complete appropriate paperwork• Perform direct selling• Proactively manage accounts receivable. Qualifications: Previous management experience required• Ability to develop creative marketing strategies and advertising solutions• Effective written, verbal and negotiation skills• Ability to develop strong relationships• Highly motivated• Provide own transportation and be able to travel to customer locations• Bachelor's degree from four-year college or university, two to four years related experience and/or training or equivalent combination of education and experience. Contact Information: **Don Pollnow**, General Manager, 2301 Plover Road, Plover, WI 54467, (715) 341-8838, <mailto:dpollnow@nrgmedia.com>.

Cumulus Appleton/Oshkosh needs a GSM. Responsibilities: Lead a team of local sales representatives focusing effort on diversifying the broadcast sales portfolio and penetrate growth business categories Direct a templated system for training, business development, and time management around our business category focus: Build a culture based on hunting and new business development • Identify high-performance sales talent and build a successful team to insure continued growth. Ideal Background: Successful track record and reputation as one of the "best" in the broadcast business. Requirements: •7-8 years of steady progression as a sales leader • 2-3 yrs experience as a sales manager or higher • Responsible for budgeting, strategic account planning and basic understanding of financial statements • 5 yrs experience managing an outside b2b sales force Strong understanding of lead generation, CRM/SFA and account mgmt. • Must be a recognized top-performer, high-energy/hard charging personality with strong goal-orientation and ability to coach and mentor • Bachelors degree preferred. Cumulus Broadcasting Inc. is an Equal Opportunity Employer that offers a competitive compensation structure that includes full benefits. Send Resume to: <mailto:Ellie.Jackson@cumulus.com>.

A Family-owned, **Midwest Radio Company** is seeking an experienced commercial production person to join our multiple station cluster. This position may lead to Production Director duties for the right person: Strong writing and commercial production skills are required. Must be proficient with Adobe Audition, 3 years of radio/production experience is preferred, but if you have a great attitude and talent, then you will be considered, The right candidate will be able to multi task and be able to play well with others, Some voice tracking is a strong possibility too, Imaging experience is a plus. In short, if you possess a "can do" attitude and want to work for a well-respected company in the Midwest, then please email your resume and a production sample to <mailto:prodjob@live.com>. Keep them under 3 minutes.

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WLS 890 AM & 94.7 WLS-FM, Chicago's True Oldies Channel, are searching for an experienced Digital Managing Editor who can maintain our websites beginning immediately. The Digital Managing Editor will oversee and manage the content on our websites, streaming and other digital/new media initiatives for both stations. This position will work with our Operations/Program Directors to identify, prepare, and upload pictorial, video, and written content and to repurpose radio content for online use. This individual will also be responsible for creating and implementing sales opportunities for our Account Executives by developing strategic plans by integrating all digital opportunities into our traditional business and tactical plans in support of this strategy, along with working with our Marketing Directors to oversee and manage email marketing programs and online listener databases for both stations with an emphasis on optimizing search engine redistribution and growing listener data and transforming into actionable insights. The ideal candidate will be responsible for timely, immediate updating of content for websites, RSS feeds and other digital channels, and must be familiar with content management tools, HTML, CSS, XML, database web standards, digital images, streaming media technology, web analytics and metrics, podcasts, video content management systems, ad insertion technology, all social media, and permission email tools. This position will work closely with the Sales Managers and Marketing/Promotions Directors and will report to the Operations/Program Directors. Qualifications: Radio, TV or newspaper programming, news, and/or producing experience, Hands-on experience with radio, TV, or newspaper website, Commitment to 'take ownership' of site, Expertise in maximizing social media distribution, Familiar with intellectual property and libel laws, Proven website and project management experience, including managing a team of full and part-time staff., Some web design skills, Expert knowledge of Photoshop, Illustrator and Dreamweaver, A thorough knowledge of SEO techniques, Excellent communication skills, attention to detail and sense of immediacy, Proven experience of working in a radio, TV, or newspaper environment with a local team as well as a nationwide network of administrators and web professionals, Knowledge of how media companies present content to an audience. This is an on-site, in-office position, but requires oversight that may be done from other than in-office. EOE/AA. If interested, please e-mail your cover letter and resume to: <mailto:chicagoradio.job@citcomm.com>. Please reference the following hiring contact and department information below in your cover letter: **Anabel Roda** – Dept. AA, WLS-AM & WLS-FM, 190 N. State Street, Chicago, IL 60601. E-mail: <mailto:chicagoradio.job@citcomm.com>

10,000 watt Urban Talker in Chicago is looking to add passionate experienced News Anchors to our bench. Can you gather, edit, and write and report news? Do you know the players in Chicago politics? Can you read and report traffic conditions in Chicago and actually sound like you know the roads you are reporting on? Can you investigate and write feature stories? Women and minorities are encouraged to apply. If you are passionate and experienced in Major Market news delivery, send your air check and resume asap to <mailto:Annette@wvon.com>

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:gbuchanan@threeeagles.com> **Gary Buchanan**, President/COO Three Eagles Communications.

Calling all program directors and morning show hosts, Americas premiere indie company wants to hear from you. If you love putting together a local-lifestyle morning show and have multi-format programming experience....some news background a PLUS!!! Send us your stuff, great facility and compensation package. e-mail packages only to: <mailto:russ@sheridanmedia.com> (small audio files only). **Russ Davidson**, Director of Programming, Sheridan Media, Sheridan, Wyoming 82801.

TrafficTalk, a new media service for commuters that connects them – by cell phone – into live “community” conversations about traffic in their area—has an opening for a Traffic Host for mornings in Detroit. If you have lots of on-air experience, are looking for a way to expand your name recognition in your market, and would like to gain call-in/talk show experience, make our new media play your next move. As a Traffic Host, you will manage CB Radio-like conversations, greet callers, take their information and help the thousands of listeners to better understand what is going on around them. You will invite listeners to provide updates on traffic conditions in different areas; to report on possible alternate routes they may be taking to get around an accident; and engaging them in conversation when traffic is light. Similar to a call-in show or a talk show host, your role will be to entertain as much as to help people get the traffic information they need, building a sense of community among callers that builds trust and keeps them coming back. Starting as a phone-based service, TrafficTalk will soon begin syndicating audio streams, so people can listen in from their home or office, or from their smartphones, thus expanding our audience. In short, you will be helping us build a whole new way for traffic information gathering and distribution to a world of drivers whose needs have been tremendously underserved though the age-old radio traffic reporting methods. We've launched service in the 20 most congested U.S. cities: Los Angeles, Washington DC, Atlanta, Houston, San Francisco, Dallas, Detroit, Miami, New York, Phoenix, Seattle, Boston, Chicago, Philadelphia, Orlando, San Diego, Tampa Bay, Denver, Baltimore and Las Vegas. As a start-up company, we are launching on a shoe-string, and we are actively talking with investors and potential media partners that will enable us to begin hiring paid talent in each market. Until that becomes possible, we are seeking Volunteer Traffic Hosts that are willing to invest some time and help us launch the service by covering an AM or PM rush hour shift, Monday-Friday. These trail-blazers will be the first people we consider as we begin hiring. While first consideration will go to people with prior traffic reporting experience, we invite anyone with strong knowledge of the roads in the above markets to apply. Since our Traffic Hosts will be working from home, there is NO requirement to be physically located in one of the cities served. Please go to <http://www.TrafficTalk.info> for more information on our service and how you can become a TrafficTalk Host.

Do you love small market radio? Are you known as a street fighter that leads by example? Would subordinates praise your people skills and leadership abilities? Would superiors commend your work ethic, character and ability to produce results? Is one of your dreams to live in a beautiful area like the Northwoods and lake country of Wisconsin? We should talk. **Heartland Communications Group** has an exceptional opportunity for a great small market general manager. WRJO-FM & WERL-AM in Eagle River, Wisconsin. Please email your resume with contact info and references to **Dave Martin** <mailto:erheartland@gmail.com>

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Cox Media Group Ohio is the area's leading single, integrated media organization. This organization is comprised of WHIO-TV's Channel 7, the Dayton Daily News, Springfield News-Sun, Hamilton JournalNews, Middletown Journal, Cox Ohio's Southwestern Ohio weekly newspapers, our commercial printing and mail operations and Cox radio stations in Dayton (WHIO AM and FM, WHKO and WZLR). Cox was started in 1898 by Governor James M. Cox. Cox Media Group- Ohio is a unit of Cox Enterprises. Board Operators- Cox Media Group Ohio seeks part time board operators in radio programming for board operation of remote or satellite programming. Responsibilities: Execution and operation of all studio equipment for On-Air remotes and/or satellite programming, operating the sound board, Computer audio recording and editing, Maintain professional attitude, Able to follow direction. Minimum Qualifications: Previous experience on a radio and/or sound mixer console, Excellent computer knowledge, Able to work evenings and weekends as necessary, High School Diploma, Reliable transportation. We offer these excellent benefits: Healthcare benefits after 90 days • Onsite Fitness center & dining facility, 401k with a company match. To apply, submit resume to: <mailto:coxrecruiting@coxohio.com>. Subject Line: PT Board Operator. Please include salary requirements

Sports KGSO-A/Wichita and news/talk KQAM-A/Wichita is looking for weeknight and weekend part timers. If you're available weeknights from 6pm-12midnight and all day Saturday and Sunday, please e-mail your resume. Part timers will get 6-15 hours per week. Send your materials to: <mailto:jnavarro@kgso.com>

Citadel Broadcasting has a great opportunity for you. Mid Days at KIZN - Kissin' 92 in Boise, Idaho! We are looking for an announcer with the ability to work the phones, connect with the listeners on-air, online, in person and through digital and interactive medias. Duties include a live airshift, production, promotions, remotes and appearances. We are looking for someone that is a creative thinker. Production and imaging skills a plus. Web page experience a double plus. Must be able to sell the KIZN brand. Country experience helpful, but not as necessary as the ability to understand the country life group and be relevant to them on-air! Please send resume and mp3 of your best on-air work to: <mailto:boise.job@citcomm.com> Send CD and printed copies to: **Rich Summers** – KIZN, 1419 West Bannock, Boise, ID 83702.

Major broadcaster anticipates some key programming positions including: Program Director for heritage News/ Talk station that needs a proven winner to grow our brand. Major market, major opportunity. Experience required developing all brand aspects on-air and online. Must be a strategic thinker to set the long term plans and achieve ratings goals. Create great radio in a world class city. Upload cover letter/ resume in confidence. Interested applicants please apply to: <http://www.cbsradio.com>.

We're a family owned 6-station radio group in a beautiful college town in Western Illinois. We're looking for an experienced Account Executive that is ready to take their financial destiny into their own hands. We have a great opportunity for someone who truly understands customer service and who wants to see their clients succeed. Can you hit the ground running and sell diverse formats from Hot AC and Conservative Talk to Modern Rock and Country? Are you ready to make a move and change your life from the rat race to a slower, more enjoyable pace? Yes, this is a small town and a small market, but the quality of life here makes up for the size. This is truly a beautiful, clean and safe town.

Major employers include **Western Illinois University, Pella Windows, NTN Bower, and McDonough District Hospital**. Cost of living is much lower here than in the city. Look at some of the real estate prices and you'll be shocked at how much house you can get for the price! There are many state and city parks and recreation areas that offer boating, hiking, fishing, ice skating, hunting, camping and many other activities for outdoor enthusiasts. In the summer, the bright greens of grass, trees and plants compete with the vivid blues of the lakes and sky. Summer festivals provide a great sense of community where neighbors enjoy fair food, rides and great live music ranging from blues, rock-n-roll, country and more! We're culturally rich as well. Every year the town hosts the Gazebo Art's Festival which features paintings, pottery, photography, artisan made crafts and much more from artists from all over the country. The University brings live theatre, comedy and live musical entertainment. In recent years, we've been blessed with performances by Bill Cosby, Elvis Costello, and Jim Gaffigan, as well as touring performances of Annie, Grease, The Wedding Singer (and that's just naming a few.) The town is also known for its good schools, lack of traffic and some very unique boutiques and eateries. We're about 4 hrs from Chicago, 3 from St. Louis and about 1.5 from Peoria and Springfield. We offer competitive wages and great benefits. The owners may even help the right candidate with moving expenses. If you're interested, please send a cover letter and resume to: 31 East Side Square, Macomb, IL 61455 or email it to: <mailto:musefan75@yahoo.com>.

A once in a lifetime opportunity awaits you in Mid Days at KYGO in Denver! We are currently looking for a unique talent with an unmatched ability to connect on-air, online and through all digital platforms. Candidate must be a creative thinker with excellent production skills and able to sell the KYGO brand. No country experience is necessary! Please send resume and mp3 of your best on-air work to: <mailto:John.Thomas@KYGO.com> Send hard copies to: **Lincoln Financial Mediat**, 7800 E. Orchard Rd.t, Suite 400t, Greenwood Village, Colorado 80111. Attn: **John Thomas**, Program Director

Top 40 giant 96.5 WAZY is searching for it's next on-air superstar for future positions. Must have a minimum of 2 years on air experience, preferably in a CHR or Hot AC format. WAZY is a heritage Top 40 station and is the flagship station for Purdue Football. Send resume, air check and anything else you can to: Artistic Media Partnerst, Attn: **Mark Allen** Pdt, 3824 S. 18th Street, Lafayette, IN 47909. Or email your package to <mailto:mark@wazy.com>

Small radio group in Colorado is seeking a news director. Responsibilities would include daily newscasts on 4 radio stations. Weekly 1 hour talk show on AM station. 5 minute daily interview segment on FM station. 15 minute weekend interview segment on FM stations. Attend local meetings. (city council, school board, county commissioners and others) Must be a team player, and willing to be active in the community. Must be self motivated. News Director will work out of our Fort Morgan Colorado office, but will also need to cultivate news in other communities in Northeast Colorado. For more information, please contact: **Wayne Johnson**, <mailto:wayne@kftm.net>

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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