

the  
Conclave Presents

# THE TATTLEER

Since 1975

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

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What do you get when you mix four of the radio's most experienced chief executives with cutting edge industry concerns? You get **"Meet The Pres (& A Few CEOs)"** – Friday morning's (7/15) keynote session at the 36th Conclave Learning Conference at the Doubletree Park Place Hotel in Minneapolis. This session brings together **John Dickey/COO Cumulus Media, Ginny Hubbard/Chair Hubbard Radio, David Benjamin/President-CEO Triad Broadcasting, and Joe Schwartz/CEO Cherry Creek Radio.** Serving as moderator will be Conclave Board member **Paul Heine/Inside Radio**, who will lead a spirited discussion of the realities of radio. All topics will be fair game: Wall Street vs radio/public vs. private ownership, the FCC, increased technological competition, the changing nature of corporate environments, and more will be discussed...including frank give and take with the Conclave audience. Expect the unexpected as these leaders take the Conclave stage. John Dickey is COO of Cumulus Media and is in charge of all of Cumulus' 350 stations in 68 media markets. Ginny Morris is Chair of Hubbard Radio, LLC and oversees all Hubbard radio properties, including the 17 Bonneville stations purchased by Hubbard. Joe Schwartz is President and Chief Executive Officer of Cherry Creek Radio, a Denver-based radio company serving as home to more than 60 stations. David Benjamin directs Triad Broadcasting, a 33-station group he founded in 1999. Paul Heine has a long industry media history, most recently serving as Executive Editor of *Billboard Radio Monitor*, Senior Radio Correspondent/*Billboard Magazine*, Executive Editor/*R&R* and is now Senior Editor at *Inside Radio*. *COMMENT: "Anytime you can gather the architects of the two largest deals that went down in radio in 2011 (Hubbard's Ginny Morris who put together the Bonneville acquisition & Cumulus' John Dickey who's putting the finishing touches on the Citadel purchase) and two of the most respected small/medium market operators in the nation (Cherry Creek's Joe Schwartz & Triad's David Benjamin), you know you've got something special. The Q&A part of this session ALONE will*

be worth the price of admission to the whole darn weekend. Are you registered, yet? - TK

**The Next Conclave Webinar: FORMAT WARS!** In a unique webinar that will be as much a workshop as an Internet presentation, **FORMAT WARS** will become a programming and research session using the tools of **Nielsen BDSradio** along with Excel, calculators and T-squares to examine competitive battles and programming strategies in play today. This webinar happens Wednesday, May 18th at 2P CT. It's free, but preregistration is necessary by clicking on: <https://www1.gotomeeting.com/register/359496256>! With several stations programming a similar library, does any station have their own music identify? Can a station effectively establish a unique music profile? How have key format evolved over the past decade? Join **Stephanie Friedman, Andrew Forsyth and Raphael George** to improve your radio IQ through this examination of programming metrics such as library size, rotation, dayparting, duplication and more. Conclave webinars are hosted by Conclave Board of Directors member **Jay Philpott of Hubbard Radio's 106-5 The Arch, WARH/St. Louis.**

Another **Clear Channel** shake-up this week. Out are EVP/Ops-Regional Markets and SVP's **Dave Crowl and Tom Thon.** Clear Channel Radio Pres./CEO **John Hogan** wrote to the staff in a memo, "Over the last several months we have been reviewing our regional clusters with a view toward how we might better operate these clusters, given the unique aspects of their market size, competitive situations, the continually changing environment and in thinking of them not simply as radio stations but as widely distributed local businesses which face similar challenges. We are now prepared to begin developing an overall strategy for how those businesses might best be operated to ensure the greatest opportunity for audience growth, revenue growth, and the highest possible profitability and efficiency...Because this plan will effectively serve to reinvent how these businesses are run, and as it will represent a significant departure from how we've run those businesses in the past, we'll be making some personnel changes surrounding it," continued Hogan. "**George Toulas**, EVP/Operations for Regional Markets, and **Dave Crowl and Tom Thon**, SVP/Operations for these regions, will be leaving the company. We thank each of them for the contributions they have made to Clear Channel Radio over the years, and we wish them well." Hogan noted several promotions, "Market Managers **Tom McConnell** (Boston), **Hartley Adkins** (Washington, D.C. and Baltimore) and **Matt Martin** (San Antonio) will each be promoted to the position of SVP/Operations. Tom will be responsible for the Northeast market, Hartley will oversee the Southwest market, and Matt will be responsible for the West. In addition, they will also work closely

the  
Conclave Webinars

## FORMAT WARS!

Conclave  
Webinar!

FREE!  
Wednesday  
May 18  
at  
2P/CDT  
3P/EDT!

In a unique webinar that will be as much a workshop as an Internet presentation, **FORMAT WARS** will become a programming and research session using the tools of **Nielsen BDSradio** along with Excel, calculators and T-squares to examine competitive battles and programming strategies in play today. This webinar happens Wednesday, May 18th at 2P CT. It's free, but preregistration is necessary by clicking on: <https://www1.gotomeeting.com/register/359496256>! With several stations programming a similar library, does any station have their own music identify? Can a station effectively establish a unique music profile? How have key format evolved over the past decade? Join **Stephanie Friedman, Andrew Forsyth and Raphael George** to improve your radio IQ through this examination of programming metrics such as library size, rotation, dayparting, duplication and more. Conclave Webinars are coordinated and hosted by Conclave Board member, **Jay Philpott** from The Arch/St. Louis.

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

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with me, regional market leaders and a small group of senior CCR executives to develop and implement our plan for reinventing regional market operations. Each will also play a larger strategic role within the company going forward...As Clear Channel Radio continues to grow its leadership position within the industry, we believe that it's critical to be able to elevate our high performers in a way that both indicates our appreciation for their abilities and performance and draws on their strengths to benefit the company as a whole," Hogan concluded. "We value our regional properties, and believe that with the leadership of Tom, Hartley and Matt, these stations can do even more for their communities, for their audiences, for advertisers, and for Clear Channel Radio." *COMMENT: Yet another example at how quick the mighty can fall in the industry these days. Crowl, Toulas, and Thon are well-credentialed, so we wouldn't expect them to be on the sidelines long...unless they choose to use this time for a mental health holiday. - TK*

**Cox Media Group** EVP **Bob Neil** is retiring, effective May 31<sup>st</sup>, after 25 years with the company. Neil was instrumental in the creation of CMG when Cox integrated its direct marketing, newspaper, radio and TV businesses in 2009. Neil's replacement has yet to be announced. He'll continue on with the company, though, after signing a multi-year deal to consult CMG.

Digital audio advertising network **Targetspot** will now deliver in-stream audio ads for three new distribution partners – **Accuradio**, **Hubbard Radio** and **Townsquare Media**. These properties represent nearly 700 new stations to the Targetspot network. Because of this, Targetspot significantly expands its rapidly growing online network with a strategic mix of pure-play internet radio stations, plus top regional and local market broadcast stations.

Some **Citadel** shareholders are challenging **Cumulus'** purchase of the company. The suit, filed last Friday in Delaware, alleges that \$37 per share is insufficient and that Citadel should have held out for closer to what it says the average offer price for radio companies has been in the last five years, a premium of 80% above the stock price. Cumulus' offer is less than 9% above Citadel's closing price the day before the Cumulus deal was announced.

Former broadcaster Rep. **Mike Pence** (R-IN) announced his candidacy on Thursday for Governor of Indiana. Pence announced in January that he would not run for President. Pence hosted a statewide radio talk show in Indiana while practicing law before he was elected to Congress in 2000.



**NPR** joined a long list of news organizations asking the White House to release the **bin Laden** death photos. According to the **Atlantic Wire**, NPR intends to file a **Freedom of Information Act** request for the photos. NPR joins **Fox News**, **Politico**, the **Associated Press**, **Judicial Watch** and **Citizens United** in filing FOIA requests for the photos. *COMMENT: We're somewhat surprised nobody else in radio requested the photos, promising to only show them live on the air. Could work. - TK*

**MusicMaster** will be conducting a *Genius Workshop* on Wednesday July 13th from 1-5P just prior to the start of the Conclave Learning Conference. This training workshop is an opportunity to really refine your MusicMaster skills, and take advantage of many hidden treasures you may not have discovered yet in the software. The curriculum will be beneficial to the beginner as well as an experienced user. If you are a current client or just interested in sitting in and learning more about MusicMaster, RSVP to **Mark Bolke** at <mailto:mark@mmwin.com> or 651-405-9119. *COMMENT: We LOVE Conclave freebies! If you can get in early, this seminar will be well worth the time and effort to do so! - TK*

**NRG Media** Adult Hits KOOO/Omaha changes a bit of its programming to let listeners choose the '80s and '90s hits with the image, "Whatever YOU Want." The station is using **Listener Driven Radio** to power this new feature. "This is listener-driven radio — the first of its kind in the market providing our audience with control of our playlist during the weekday work day as they listen live via the stream at [The Big O's website](#) from their office computer, smartphone or any mobile device," current PD **Nevin Dane** said. "Listeners can vote 9a-6p on the songs they want to hear, they can request a song and communicate it with their friends using social media outlets such as **Facebook**, **Twitter** and more than 280 other social media sites," Station GM **Rhonda Gerrard** said.

**CBS** Talk WCCO-AM/Minneapolis announced it will air **University of St. Thomas** Division 3 football for the next two seasons. St. Thomas' football will fill the void left when the **University of Minnesota** moved its football broadcasts to **Clear Channel** Sports KFAN-AM and Talk KTLK-FM. **Dave Lee**, who called Gophers games for 'CCO since 2001, will switch to call the Tommies games. *COMMENT: We don't know of too many big market 'blow torches' (as Mick Anselmo likes to describe his station) carrying Division III football, but given the fact the Tommies play significant regional colleges with big fan followings, this move makes a lot of sense, and probably a few dollars, too. Could be a vanguard move others might copy. Stay tuned. - TK*

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**Conclave**  
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**CH Holdings** Talk-Sports KTRS-AM/St. Louis joins **Learfield Sports'** University of Missouri radio network for football, men's basketball, "Tiger Talk" coaches' shows and "Tiger Update" reports.

providing twice-weekly commentaries, to **ABC O&O WLS-TV** as a contributor to the stations' new "Windy City Live" morning show.

Congrats **Clear Channel** Country WMAD/Madison, WI for raising \$506,238 during its radiothon for the **American Family Children's Hospital** in Madison!

**Hometown Broadcasting, LLC** Classic Hits WISS-AM-W247AZ/Berlin, WI is now Talk.

KSHE On-Air personality, *St. Louis Radio Hall of Famer*, RFT's 2001 *Lifetime Achievement Award* Recipient and **St. Louis Cardinals** P.A. Announcer for 27 years, **John "U-Man" Ulett** will celebrate a historic thirty-five year career span on KSHE 95 "Real Rock Radio" on Wednesday, May 25, 2011. "This is an incredible accomplishment", said **Rick Balis**, Vice President of Programming at Emmis Communications. "As far as I know, no one has been on the air at a Rock Station uninterrupted longer than Ulett's 35 years", he adds.

The **NFL's Cincinnati Bengals** tap **Dan Hoard** as the new play-by-play voice, replacing **Brad Johansen**, who called the games for the last 11 years. Hoard, who is known in the market for calling University of Cincinnati sports (which he'll continue to do, with the Bengals winning out conflicts), is presently the pbp voice for minor league baseball's Pawtucket Red Sox.

**Brown College's Radio Department** will now be offering Continuing Education courses! A great way to sharpen your radio related skills or create a new skill set for your job or resume! For 2011- Brown will be offering both a Talk Radio/Producer course with former WCCO producer- **Dan Geiger**, and a Play by Play course with **Dan Terhaar** of the Minnesota Wild. Cost per course is \$200, that includes 15 hours of instruction! Courses start in June and October. To register- contact **Lisa Wright**- Brown College Radio Chair- 651-905-3432 or <mailto:LWright@browncollege.edu>.

**Cox Media/Ohio** promotes **Julia Wallace** to Market VP, filling the post formerly held by **Alex Taylor**, who was upped to EVP earlier this year.

**Tribune Company's** Board of Directors appointed **Eddy Hartenstein** as Pres./CEO, effective immediately. Hartenstein has served as Co-President of the company and a member of its Executive Council since last October.

**Clear Channel** WSIX/Nashville adds veteran programmer **Jon Anthony** as PD. Anthony is currently Managing Partner/PD of **BNA Records** artist **Kenny Chesney's No Shoes Radio**, and previously with **Sirius XM Radio**. Before moving to satellite, Anthony programmed in KC and Washington, DC.

**Deseret Management Corporation** promotes **Jeff Simpson** to Pres./CEO of **Bonneville International**. Simpson will continue to serve as COO of **KSL Broadcasting**. But, Simpson will now oversee Bonneville's radio stations in Los Angeles, Seattle and Phoenix, as well as ops in Salt Lake City. Simpson has been with Deseret Media Companies since 2004.



**CBS** Talk WCCO-AM/Minneapolis afternoon host **Michelle Tafoya** will be the new sideline reporter for **NBC's Sunday Night Football** this season. Tafoya exits **ESPN's Monday Night Football**, where she had the same duties last year; she replaces **Andrea Kremer**.

**Citadel** Talk WLS-AM/Chicago afternoon "Roe and Roeper" co-host **Roe Conn** moves from **FOX O&O WFLD-TV**, where he's been

Longtime Cincinnati-area radio newsman **Craig Kopp** is leaving Northern Kentucky University noncommercial AAA WNKU/Highland Heights, KY-Cincinnati to join University of South Florida noncommercial WUSF/Tampa as Anchor/Reporter, effective June 6<sup>th</sup>.

Chicago sports talker **Harry Teinowitz** returns to Disney's "ESPN 1000" WMVP, Chicago, after spending a two-month suspension that began with his March DUI arrest. *The Sun-Times* reports Harry was cleared to return to the PM drive show he co-hosts with **John "Jurko" Jurkovic** and **Carmen DeFalco**. Teinowitz, one of the Windy City's longest-tenured sports radio personalities, apologized for "a horrible mistake in judgment."

Congrats to **All Access** web designer **Dickie Chapin** and his love **Jodi** on the arrival of their baby girl. Dickie is the architect of all those e-blasts you receive from the Conclave, reminding you of webinars, conferences, surveys and everything else of great importance. Best to you and Jodi on the sleepless nights to come!

*EMAIL TO THE TATTLER (from Mark Swendsen, GM, KGFX-KPLO-KMLO-KOLY-100.1 The Eagle-River 92.7-Star 99/Pierre, SD), in response to The TATTLER's Erwin Krasnow commentary: "How can the public own the "right" to transmit radio waves over specific frequencies - commonly referred to as "airwaves" if they don't own the airwaves themselves? As for the government assigning routes used by aircraft in air space - that is correct, so*

that aircraft don't interfere (crash into) one another. Much the same with the FCC - assigning frequencies so that broadcast signals do not interfere or crash into each other. That's a far cry from the currently far reaches of the FCC into the business of broadcasting."

**DAILY TUITION AT THE CONCLAVE!** Did you know you could attend the **2011 Conclave Learning Conference** for as little as \$99? That's all you need to take in either the **Jacobs Media Summer School** on Thursday 7/14 (morning only) or the **RAIN Summit Midwest** on Saturday 7/16 (afternoon only)! Don't have time to take in all 3 days of the conference, but still want to participate in the learning? Come for an entire day of the 36<sup>th</sup> annual Learning Conference for \$199...just \$129 for daily admission, without meals or special event tickets. Full tuition is still the best bargain: All 3 days, all 40+ sessions, keynotes, *every* meal, *every* special event, The Jacobs Media Summer School, the RAIN Summit Midwest - just \$349. Groups of 3 or more, just \$299! For details, and to register, click on Visit [http://www.theconclave.com/register/clc\\_register.php!](http://www.theconclave.com/register/clc_register.php)

Are you following the Conclave on *Twitter*? [@Conclave](https://twitter.com/Conclave)

*Commentary found on the pages of the TATTLER solely reflects the opinions of the publisher, and are not necessarily those of the Conclave or its Board of Directors. Responses to all TATTLER news items and commentary are welcome. Email <mailto:tomk@theconclave.com>.*



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Address **Where YOU an office/a home; NOT a parent company's home/main office**

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Where did you hear about this Learning Conference?  Employer  Co-worker  Friend/relative  School  Trade publication/website  Other  I've attended in the past

Employed by:  Radio  Records  Vendor/Supplier  Trade Publication  Student/Educator  Other? \_\_\_\_\_

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**\*This \$349 tuition is refundable and transferable. Refund/transfer details and Doubletree Park Place Hotel information are available on [www.theconclave.com](http://www.theconclave.com)**

*The 36th Annual Conclave Learning Conference*

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Regional Mexican FM station wants to add a talented advertising salesperson to our team. Must be bilingual (Spanish and English). Successful sales experience preferred. Position includes contacting prospective customers, assessing their needs, and proposing advertising solutions using radio, internet, event marketing and more to help their businesses grow. You must be honest, ambitious, creative, persuasive, a relationship builder, strong on follow through and customer service, a team player, and passionate about our Hispanic community. Email your resume to: <mailto:jtimmm@connoisseurmedia.com> or send to: **Jim Timm**, General Manager, KBBX-FM, 11128 John Galt Blvd., Suite 025, Omaha, NE 68137.

Regional Mexican FM station needs an experienced bilingual (Spanish and English) DJ/announcer for 3pm-7pm weekday shift. Two years successful on-air experience and experience with TLC, Adobe Audition, and internet preferred. Position includes station, client & community appearances. If you are talented, creative, passionate about our Hispanic community, familiar with its lifestyle, and a true team player, we'd like to hear from you! Email your demo & resume to <mailto:emonsivais@connoisseurmedia.com> or send to: **Edgar Monsivais**, Program Director, KBBX-FM, 11128 John Galt Blvd., Suite 025, Omaha, NE 68137.

Do you LOVE Talk Radio? **Premiere Radio Networks** has a rare opportunity for an experienced radio pro to produce a nationally syndicated talk show based in Minneapolis. The successful applicant is self-motivated, pro-active, innovative, has a track record of exceeding expectations, a passion for talk radio, highly skilled in NexGen, ISDN, call-screening and running a board, understands the value of social networking to engage an audience, and is a true team player. If you have the above qualifications, please email your resume and cover letter. Subject line should read: FT Producer. Do not send attachments including MP3's. They will not be opened. Cut and paste your cover letter and resume in the body of the email. Send to [minneapolisemployment@clearchannel.com](mailto:minneapolisemployment@clearchannel.com).

**Clear Channel Minot ND** has an immediate opening for a full time sports director/announcer. The right candidate must have a passion, possess credibility and have a strong commitment to become part of our sports team. Job Requirements: Live sports play by play of Basketball, Football, Hockey along with scheduling broadcast games and acting as a liaison between Sales and Sports- Voice Work, Full Production, Adobe Audition, remote

appearances. Social Media Skills, Ability to pay attention to detail, be organized & handle multiple tasks in a fast paced environment – a minimum of one year of sport broadcasting experiences a must. Email resumes and MP3's to Operations Manager <mailto:AllisonBostow@ClearChannel.com>

We have several openings available in our radio network and if you want to live in the Illinois/Indiana/Missouri region, This is an exciting place to be. Several positions available soon are: General Manager Morning Show co-host Production Director We are a network of growing AC stations. Full benefits package offered. Family-Friendly in our on-air approach as well as work environment. You will work w/ a group of people that are focused, dynamic, excited, and moving forward. But more importantly, we are able to impact lives every day. We don't just do radio, we connect with the community in a hands-on kind of way. Interested? Send your resume to: [AC4Gd@yahoo.com](mailto:AC4Gd@yahoo.com)

Do you know the difference between page views and unique visitors? Are you able to integrate social media into a customer's marketing plan? Are you a relationship builder? A motivator? A team player? Answer yes to all of these questions and you may be in line for an exciting career move. One of central Illinois' leading multi-media platforms is looking for a Director of Sales. You will lead a talented marketing team that creates advertising solutions on radio, on-line and on the ground with concerts and events. Ready for the challenge? Send your resume to: Director of Sales **Townsquare Media** Illinois 120 Eaton Street Peoria, IL 61603 or e-mail it to [jobs@powerpeoria.com](mailto:jobs@powerpeoria.com)

If you are a dedicated radio news professional who wants to do important work, WIKY Evansville would like to talk to you. Future openings in our newsroom include a morning drive anchor position on the Number One morning show in the market. For consideration, send a resume, short MP3 aircheck and writing samples (both on air and online versions) to <mailto:Newsroomjobs@Wiky.Com>. South Central Media is a privately owned media company with over 60 years of community service to Evansville and the Tri-State area. We offer a competitive salary, 401K, health and dental insurance and the chance to work for a private company making a difference in its community.

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KTIC AM/FM Radio, West Point, Nebraska has an immediate full-time employment opportunity for an Evening News Reporter/Anchor. Duties include but are not limited to: Covering and writing local news: On-air reporting: Weather coverage and other on-the-air responsibilities on weeknights along with some weekends and holidays. KTIC offers a wonderful benefits package. Applications will be accepted until May 20th, 2011. Mail your resume, newswriting samples and related material to ; KTIC Radio,P.O. Box 84, West Point, Nebraska, 68788. E-mail them to:  
[dlane@kticradio.com](mailto:dlane@kticradio.com).

If you're an up-and-coming afternoon or night talent seeking a shot at a morning job, a successful Hot AC in a rated Midwest market has the opportunity. We're looking for relatable people who can talk with a marathon mom as opposed to talking at her. E-submissions please: [tim@audiencedevelopmentgroup.com](mailto:tim@audiencedevelopmentgroup.com)

**DeMers Programming** is looking for candidates for a Promotions Director position in a medium market cluster. This is not a 9-to-5 desk job. The cluster is very promotionally active and you'll need to balance a lot of different responsibilities. However, you will

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Classic Hits station in a great small market is looking for a 'Morning Mayor.' Can you give our client a fun, topical, LOCAL morning show that's on-point for a 35-54 target? Are you experienced in getting out in public to campaign for votes? Send your materials now to [demersjobs@gmail.com](mailto:demersjobs@gmail.com). Please put "Classic Hits Mornings" in the subject line.

**CBS Radio Minneapolis** seeks a Director of Promotions to oversee, plan and develop all aspects of marketing for its radio stations: WCCO AM, WLTE FM, and KZJK FM. Responsibilities include: Assisting sales team in growing existing accounts and generating new business through the creation of Non Traditional Revenue opportunities; Recruit, develop and retain outstanding promotions staff employees; and administration of all department paperwork and files inclusive of contest rules, contracts, purchase orders and invoices. 3-5 years experience in a similar role in media industry. Performance driven and results oriented. Marketing degree preferred. Full-time opportunity with comprehensive benefits package. <http://www.cbsradio.com>.

**CBS Radio & TV** are seeking a Digital Sales Account Executive passionate about developing relationships with Local Clients and Partners through Digital Products. Responsibilities include: prospect, close and manage new relationships with local clients and partners seeking regional/local consumers through Digital Products; be the expert in Online Search, Directory and Lead Generation products; and work creatively to bring about awareness of online opportunities in synergy with the firm's TV and Radio groups. 2-3 years experience selling Digital Products. Online Search and Directory Experience a plus. Full-time opportunity with comprehensive benefits package. <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.

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