

the  
**Conclave** Presents

# THE TATTLEER

Since 1975

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

Volume XXXVII • Number 23 • June 9, 2011

Fresh off the announcement of **Apple's iCloud** and its new **iTunes Match** music storage, a raging debate has begun: Does iTunes Match grant amnesty to those who illegally downloaded songs...or does it bring "found money" for storing illegal music to labels and publishers? "Did **Steve Jobs** just announce complete music piracy amnesty?" wondered **David Gurwitz** in **ZDNet.com**. "I think he might have. Basically, the idea is that iTunes Match will scan your existing music library of ripped MP3s, and match them against their library of 18 million or so authorized music tracks. "Those ripped (which could have been pirated) MP3s of yours, if they match, will be replaced in the iCloud with official, licensed 256Kbps AAC — without DRM," he continued. "So, the idea is that you pay Apple \$24.95 a year, they scan your old music collection, upgrade all your pirated/ripped tracks, and give you back legitimate music." On the other side of the argument, **TuneCore** CEO/Founder **Jeff Price** said, "This puts together a model that allows people to make money off of pirated music" (as people who pay Apple put pirated music on iTunes Match see some of that money go to rights holders)...The gap between those two things have never been bridged before — the needs of the consumer and the rights holders." Price estimates that iTunes Match could generate \$500 million annually if only 10% of iTunes users subscribe. **D.E. Wittkower** is looking at the big picture. Writing in the **Wall Street Journal**, he said, "With iCloud, Apple seems to be taking the less-traveled road to compete with free: not the **RIAA's** extremism, not the DMCA-supported removal of user capabilities through DRM, and not the lowering of prices to reflect actual value, but instead adding value to meet prices. The iCloud platform, from what we know so far, seems to allow you to bring in existing files in a reasonable, non-abusive way, and to walk away from iCloud without losing what you've paid for. And the value of ease of access, use, transfer, and recovery seems significant enough to be worth buying into, for many at least.

iCloud is a good step towards post-piracy realism in copyright-based industries; a step towards a music industry that's based in rational mutually-beneficial economic transactions rather than in animosity, blame, and fear." **Michael Schmitt**, Associate Editor at **R.A.I.N.**, adds, "I don't think iCloud will push folks who were pirating and illegally downloading songs necessarily, or will it encourage legal music buyers to become criminals. Since iCloud is, as yet, not a streaming service, but is a wireless way to synch and bypass the USB cable, and pirates know that there are many and better file formats than iTunes' AAC format to use. So those who are already pirating may not see the advantage of iCloud. Has the flash and cache of iTunes made this new service a bigger deal than what it really is?" Schmitt thinks so. "iCloud is not a big deal to me. **Amazon** and **Google** stream over the web as well as downloading on local devices, so iCloud, by not offering streaming services in some ways not as competitive as Amazon and Google's cloud services. "However, by the Fall, Apple may well unveil streaming and other services not mentioned so far. The upside for Apple is that it locks more users into their ecosystem, especially if you have your entire library music library at iCloud, and then you are less likely to migrate to say, an **Android** device." *COMMENT: Just to make sure I was properly grounded for this exciting wave of the future, I tuned in the station that carried the iCloud news on my transistor radio! - TK*

Last week, we learned the announcement of **CBS Radio** Pres./CEO **Dan Mason's** memo, pledging to work more closely with record companies and their artists by doing more to identify the song title and Artist on CBS' radio stations. "Effective immediately, CBS Radio Contemporary, Rock, Urban and Country stations will increase the integration of title and artist information on new music releases in an effort to personalize, and drive sales of the product," he wrote. "We will also be expanding our radio play history online as far back as several years, providing a living synopsis of the songs we feature on the air for anyone to access." This memo is now being discussed in the mainstream media with the **New York Times** writing, "It would seem one of the basic tasks of any disk jockey: tell listeners the name of the song they just heard. But last week the head of a major radio company felt compelled to instruct its programmers to start identifying more of the songs played on the air, by title and artist name." Mason told The Times, "that at some indeterminate point in history — he and other radio veterans place it at the mid-1980s — song identification began to vanish from the air as programmers struggled to squeeze out anything considered 'clutter.' You were always conscious about the amount of talk you would put on. But the truth is that people tune in and tune out, and it was

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**Conclave** Webinars

**COMMUNICATION  
BEYOND RADIO!**

**Conclave  
Webinar!**

**FREE!**

**Wednesday  
June 22**

**at  
2P/CDT  
3P/EDT!**

Conclave webinar #56 is our "season finale" prior to the Summer Learning Conference in Minneapolis, July 13-16th. We hope you can join noted broadcast guru, **Valerie Geller** for **COMMUNICATING BEYOND RADIO** on Wednesday, June 22 at 2P CDT. This webinar is free, but preregistration is required by clicking on <https://www1.gotomeeting.com/register/798628512>. Are you communicating powerfully in the digital world? In this session you'll learn techniques to help you work across multiple platforms to get, keep and grow your audience. Broadcast Consultant and talent trainer Valerie Geller offers proven techniques to engage your listeners no matter the medium - based on methods in the NEW book from Focal Press: "*Beyond Powerful Radio - A Communicator's Guide to the Internet Age*". Conclave webinars are coordinated and produced by Conclave Board member, and The Arch/St. Louis air talent, **Jay Philpott**.

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

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probably underestimated at the time how much people really wanted that information.” “At one point in our culture there were well-schooled retailers who could help people figure out what that song was, because they wanted to buy it,” said **EMI Music EVP/Marketing & Promotion Greg Thomson**. “In this day and age that doesn’t exist,” he told The Times. CBS SVP/Programming **Greg Strassell** was interviewed by All Access, saying, “Not to overstate this, but we all think it’s amazingly important. Dan was in a meeting with a label head and it was an ‘Oh Wow’ moment. We have chosen to be as relevant as possible and this small but important concept will step this up. And it’s an on-going process as creativity doesn’t happen in a box. “If you sell a new song as entertainment or think of it that way, it’s not **PPM** clutter. Care about the music, present the music, and educate your staffs about the importance of identifying music, as we have all been told that this was clutter. And in a PPM world we’re all clutter-sensitive. To us this is a no-brainer but it wasn’t being done... Our reasoning is that a hook becomes more familiar first to the ear, than putting that together with a title/artist — so we’re here to speed up that process. We’re here to be better partners for not only the listeners, but artists and labels. This relevancy is a win-win-win.” Strassell believes it’s thinking like this that not only adds relevancy to stations, but separates them from music services like **Pandora**. “Doing something creative like this has got to add value to that song’s play over and above just playing it. You can’t add a price tag to this – but the benefit has got to be apparent. We are very excited about what we are already seeing as a result of this new effort.” *COMMENT: Once again, something that made so much common sense – letting listeners know who they just heard on the radio - got lost in the lemming-like crush of 80’s “research” conducted Imprecisely by untrained individuals ill-equipped to add a column of numbers much less validate the errant view of many programmers that essential music information was clutter. Thanks, Dan (and Greg) for beginning to bring us full-circle to the return of listener-friendly information on the radio. - TK*

Next month, the **Conclave** will be saluting the lives and careers of two industry icons – **CBS Radio President Dan Mason** and legendary programmer **Steve Rivers**. They will be receiving the Conclave’s highest honor, The Rockwell Award, during the 36<sup>th</sup> annual Learning Conference in Minneapolis. To accommodate the many requests for personal acknowledgements for these two revered industry figures, the Conclave is making available an opportunity to insert a written tribute to either or both Rockwell recipients inside the Learning Conference’s printed program, a

commemorative keepsake for all who attend the event. Tribute advertisements may be purchased and placed inside the program for a nominal cost. Proceeds from the ad sales will go to further the Conclave’s educational programs. To download a Tribute Ad order form, visit [www.theconclave.com](http://www.theconclave.com) or download a form by clicking on <http://www.theconclave.com/upload/masonrivertributespecratecard2011.pdf>.

**Kurt Hanson’s R.A.I.N** Newsletter cites an **Audio4cast** blog, reporting royalty payments from **Pandora** accounts for close to a quarter of **SoundExchange’s** 2010 revenue. “According to SoundExchange’s Annual Report for 2010, the collections agency for the **RIAA** collected statutory royalties from all statutory classes of services in the amount of \$263,593,310. Taking 45% (the percentage of Pandora paid in royalties for their fiscal 2010 year) of \$137,764,000 (Pandora’s revenues for the their fiscal year February 2010 through January 2011) yields a Pandora royalty payment of roughly \$62 million, or 23.52% of what SoundExchange collected in statutory royalties not only for Internet radio, but other services like satellite radio and cable music services.”

As the devastating news, pictures and stories continue to come in from the tornado devastated Joplin, MO, **Hubbard AC WREW/Cincinnati** held another local supply drive, along with sister stations **Hot AC WKRQ, Country WUBE** and **Country WYGY**. “The tri-state come together in a big way to help those in Alabama just a few weeks ago,” said **WUBE PD Grover Collins**, “our friends in Missouri need the same support and I have no doubt that the generosity of our community will come through again.”

The Sheriff’s Office in Minneapolis’ suburban Carver County reported **Prince** has fallen behind \$368,382 on the mortgage to his 20-acre estate in Chanhassen, the site of his famous purple-painted home. The foreclosure notice indicates Prince bought the property in 1994 for \$605,000 and leveled the place in 2005, leaving only the tennis court and gatehouse. The property is currently valued at \$1.5 million. Given that Prince came up with \$.13 million last year in current and delinquent property taxes on 14 parcels in Chanhassen, it would seem unlikely that he would allow the property to go into foreclosure.



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**WPAY/WPFB Inc.** Talk WPAY-AM/Portsmouth, OH has gone silent after almost 80 years. The station, not included after sister WPAY-FM was sold to **Northern Kentucky University**, was shut down by the **Braden family** at 2p (ET) last Friday. President **Doug Braden** explained, saying he couldn't operate without a staff. "We have appreciated the support that the community has given us these many years. We are very grateful for all the support we have had. It's just not feasible to continue," Braden said.

**Christian Voice of Central Ohio** is selling Religion WZWP/West Union, OH to **King of Kings Radio Network** for \$135k.

**Clear Channel** Talk KFAB-AM/Omaha host **Tom Becka** will fill-in for **Michael Smerconish** on the syndicated host's **Dial Global** show Thursday and Friday (6.9.11 and 6.10.11).

**Federated Media** Talk WTRC-AM-FM/South Bend, IN morning man and **Clear Channel** Talk WTAM-AM/Cleveland and WLW-AM/Cincinnati weekender **Matt Patrick** will again fill-in for **Compass Media Networks' Lars Larson** Wednesday thru Friday (6.8.11-6.10.11)

**Citadel/Des Moines OM Steve Brill** announced his exit from the cluster, effective July 8<sup>th</sup>. The cluster includes Country KJJY-FM, Country KHKI-FM, Rock KGGO, News Talk WOW-FM and Sports KBBG-AM. "Working here in Des Moines has been the ride of my career. I was able to do the real kind of radio programming that I have loved to do for the past 30 years," Brill said. Brill has started his own company, **Concert Tours for Radio**, which will bring festival-like concerts to radio stations across the country,



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at no cost to the stations. "Concert Tours for Radio pull listeners, artists and their labels, and radio stations together for a jaw-dropping show. It's a win-win for all involved," Brill said.

**Clear Channel** Talk KTLK-FM/Minneapolis makes it official, announcing **Bob Davis** and **Tom Emmer** for mornings. Davis, a former Conclave board member and former crosstown **Hubbard** Talk KSTP-AM host, and Emmer, the former Minnesota legislator and Republican gubernatorial candidate, have been handling the morning slot on an interim basis. "Davis and Emmer have two very different personalities, but combined they will bring a truly unique and compelling perspective to daily issues," said PD **Andrew Lee**.

**Clear Channel** Top 40 WBIZ/Eau Claire, WI PD **Jare Jordan** leaves to joins sister Top 40 WKFS/Cincinnati as APD/MD/Afternoons.

Attorney and former **Clear Channel** Talk WLW-AM/Cincinnati host **Eric Deters** reappears on crosstown **Christian Broadcasting System** Talk WQRT-AM for evenings 6-8p (ET), effective Monday.

**Clear Channel/Atlanta OM and Country WUBL** PD **Dan Persigehl** exits. Persigehl came to CC/Atlanta from the OM spot at **Entercom/Kansas City** in September 2010.



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# The Conclave Learning Conference

Thursday, July 14

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**North Texas Public Broadcasting** AAA KKXT/Dallas names **Mark Abuzzahab** PD effective June 22.

**Max Media** Country KEZS/Cape Girardeau, MO selects **Roger Price** for afternoons. Price will also split Promo Director duties with evening personality **Hunter Hendricks**. Price was recently OM for **Cumulus**/Fayetteville and Fort Smith, AR, where he oversaw the 11-station/two-market cluster.

**Mid-West Family Broadcasting** Country WWQM/Madison PD **John Sebastian** announced his pending departure, following a dramatic ratings turnaround, to launch a new and unique consultancy, **Sebastian Secret Sauce**, based in Scottsdale, AZ, which is now taking orders for an August 1 launch.

Former WOOD-TV anchor **Larry Nienhaus** was recently named GM for **Holy Family Radio** Religious Talk WVHF-AM/Grand Rapids, MI.

Longtime **Media-Com** Talk WNIR/Akron, OH morning news anchor **Jim Midock** exits the station after almost 20 years.

On Monday, after 50 years on the air, **Cumulus** Oldies WRQN/Toledo morning show host **Bob Kelly** announces his retirement. His last day is Friday (6.10.11).

**Spryex Communications** noncomm Classic Rock WMWX/Miamitown adds market vet **Barone** for Saturdays 10a-3p.

**Cumulus Broadcasting** has promoted **Brian Stenzel** to Regional Dir./Promotions and Marketing for both the Green Bay and Appleton/Oshkosh markets. Stenzel has been the Promotions Director in Green Bay since 1999 and is now overseeing both markets.

**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.

**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>.

AVAILZ: **Kate Fetterly**. <mailto:kmfetterly@yahoo.com>. 920-279-9758. News Reporter seeking small or medium market. Three years experience, and ready to work!

Condolences to family and friends of radio vet and Conclave regular, **Don Hallett**, who passed Monday, May 16<sup>th</sup>. **Nassau Broadcasting Partners** RPD **Bill Sheridan** says, "Don was hospitalized with anemia back in March...No cause of death as of now." Hallett was most recently PD at KKLZ-KFRH/Las Vegas and was at WSNY/Columbus a few years back. Hallett was known for his stints at WWLI/Providence and Wilkes-Barre at WKRZ back in the 80s.

**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)!

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We're a small, midwest market on the hunt for a morning show! Individuals and teams encouraged to apply! Don't be brand new, but you don't necessarily have to be a 20 year radio vet either. Work ethic, passion and raw desire speak louder than any resume. Ask yourself these 3 questions: 1) Do you "get" that radio today is different than radio 5 years ago? 2) Do you understand how much more it takes to compete in today's environment? 3) Are you willing to work hard for the big prize? We're looking for active, hungry, passionate people only. We don't care what you did (or didn't) do 15 years ago. What have you done NOW in this radio environment to move the needle? If you have a passion to be the best and a work ethic to match it - send me your stuff ASAP. No previous morning show experience necessary, but it's helpful. If you're THAT good - we want to meet you either way. We're a music format targeting Adults 25-54. Market rank is inside the Top 200. Company is not **Clear Channel**, **Cumulus** or **Citadel**. Salary plus ratings bonuses is included E-packages only, please! Include anything you think shows your potential. Audio, video, pictures, testimonials, first born children. Include it all - show us your passion for connecting with a listener! -StealthPD <mailto:morningshowgig@yahoo.com>

KFOR-AM/Lincoln, Nebraska is one of those amazing great American heritage full service radio stations. Live, local and relevant means something to this station and this group. KFOR has won four Crystal Awards. The morning show has been nominated for three Marconi Awards and has won two; and soon to be inducted in to the Nebraska Broadcasting Hall of Fame. Now we are looking to expand and grow our on air staff. We are not looking for 'jocks' or 'talking heads' — KFOR requires communicators that understand what it means to serve the community. This position is not for everyone. If you understand the importance of everything from local news, high school sports, school lunch menus and lost dog reports to covering national news and the important things that shape our lives then we should talk. We want to know more about you than just a tape and resume. Tell us who you are, not who you want us to think you are. Tell us how you got to where you are. Tell us why you are there and why you want to be here. By the time we get to our top candidates we will know you better than your mother does, so do not leave anything out. If you are looking for a career not just a job or your next 'gig' then contact Joy Patten/General Manager—Lincoln for Three Eagles Communications @ <mailto:jpatten@threeeagles.com> .

WTDY / MidWest Family Broadcasting in Madison, WI. is looking for a full time news reporter. This is not a beginner position. However, if you're looking to move to an important market, or you're looking to get back into radio news, we're probably a good fit. A 60/40 mix of news room gathering versus street reporting. We're an active affiliate with CBS Radio News and America's Radio News. Knowledge of AP Style, basic libel laws, civics, and other reporter 101 stuff is key. The right candidate is a self-starter. You'll search for stories on your own (you don't need to be spoon fed everything), and you're also big into social media, and know how to use a computer to gather information. Also, Adobe Audition is your best friend. Anchor skills are a plus. **PERSONAL REQUIREMENTS:** Qualified candidates should be enthusiastic, creative, have good communication and organizational skills. The candidate should have the ability to handle multiple projects. Qualified candidates will portray a positive attitude and strong work ethic to ensure a productive and successful environment with the company. Mid-West Family Broadcasting is an equal opportunity employer. Women and Minorities encouraged to apply. **SALARY:** Salary commensurate with experience and a full benefits package is available. **CONTACT:** Please send a resume and MP3 demo to: Mid-West Family Broadcasting- Attn: **Zack Stein**, News Director, 730 Rayovac Dr. Madison, WI 53711. <mailto:zack@wtdy.com>

**MacDonald Broadcasting** in Lansing, Michigan has an opening for a Program Director at heritage urban station Power 96.5 WQHH. Must be able to work within the company philosophy that the music and listener are the stars of the station. Job responsibilities include a daily air shift, music scheduling, station imaging, promotions, staff management including part-time hiring, scheduling and air checking, production and remotes as necessary. Previous experience with RCS Selector and Scott Studios software is a plus. Positive attitude, high energy, and the ability to work in a performance-measured environment are a must! To apply email resume and mp3 aircheck to Operations Manager **Scott Loomis** at <mailto:nextradiojob44@gmail.com>

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We are growing! **Clear Channel Radio** has immediate openings at the following stations: WTAM 1100, WMJI-Majic 105.7, WMMS 100.7, WHLK 106.5, WGAR 99.5 and WAKS-Kiss 96.5. We are looking for energetic, driven-to-win performers to join a fast-paced, winning organization. Our salespeople enjoy a vast amount of resources and cutting technology to get the desired results for their customers. If you want to be the best, we want to talk to you. Please send resume to: Sales Manager, Clear Channel Radio, 6200 Oak Tree Blvd., 4th floor, Independence, OH 44131 or email: <mailto:salesmanager@clearchannel.com>.

**Brothers Broadcasting Corporation** is seeking experienced sales professionals to call on new and existing clients in Northwest Indiana and East Central Illinois. On-air opportunity for the right candidate. Email **John Balvich** at <mailto:johnb@1560wrin.com>

**Results Broadcasting** in Shawano, Wisconsin is looking for highly motivated candidates a ON AIR Host position on WTCH-AM 960/96.5 FM. We are looking for a community-minded full-time host. This person's primary responsibilities will be to prepare and deliver a daily on-air shift, host the Breakfast Club program daily, produce creative ads, and be involved in the overall public presentation of the station. Qualifications and How to Apply: Candidates should be very creative with good organizational and communication skills, and a team player. Our ideal candidate will have knowledge of Adobe Audition. This position requires being able to run the board, remote equipment while also contributing creatively to the morning show. Hours maybe required outside of the normal shift indicated above due to live appearances, community events, and weekend events. College degree and two years previous on-air experience is preferred. Play-by-Play abilities a plus. Mail or e-mail air-check and resume to: **Don Grassman**, Results Broadcasting, 1456 E. Green Bay St., Shawano, WI 54166. Email: <mailto:donald.grassman@gmail.com>.

Station seeking a Broadcast Operator/Producer for talk/call-in programs, live event broadcasts, and network feeds/programming. Will be responsible for operating the broadcast console during live and recorded talk shows; will read and follow format log and play the correct spots and station ID's at the appropriate times; operate faders and monitor audio levels, and log significant events during the broadcast. Responsible for the operation and quality of studio sound and equipment during programs. This is a part time position.

Duties and Responsibilities: Checks studio equipment for proper functioning, reporting technical problems and equipment malfunctions - Runs the audio board for various live and taped talk shows - Ensures that on-air product is up to FCC broadcast standards and protect broadcast license - Following programming clocks to ensure that all content and advertisements are featured as planned - Screens incoming calls and selectively chooses callers to go on-air and put listener calls through to on-air talent and ends calls - Creates promos to highlight key moments from show - Performs other duties as assigned  
Minimum Qualifications: - High school degree or equivalent required - College degree preferred - At least one (1) year of experience at a radio station or audio production facility  
Requirements and General Skills: - Ability to pay attention to details and be organized

- Ability to Multi-task - Ability to work as part of a team - Excellent written and verbal communication skills - Ability to work independently and in a team environment - Ability to project a professional image over the phone and in person - Ability to handle multiple tasks in a fast paced environment - Willingness to take initiative and to follow through on projects - Interpersonal skills and ability to interact and work with staff at all levels  
Technical Skills: - Previous use of Cool Edit and/or Adobe Audition preferred - Proficiency in ISDN/Tie Line operation - Operating studio sound equipment - Knowledge of MS-Office Suite (Word, Excel, PowerPoint) Send Cover Letter and resume to: <mailto:ChicagoBoardOpJob@Gmail.com>

Chicago's Classic Rock Station, 97.9 The Loop (WLUP-FM) is looking for part-time air personalities. Qualified applicants will have a minimum of 2 years experience, live in the Chicago area, and be consistently available to work weekends and various fill-in shifts during the week. Email resume and audio to: <mailto:wilupjob@gmail.com> or mail to **Kyle Guderian**, OM, WLUP, 230 Merchandise Mart Plaza, Chicago, IL 60654. AFTRA membership will be required.

WGIL is seeking a news reporter. Responsibilities include news gathering, writing, reporting and on-air anchoring. Adobe Audition, Newsboss and AudioVault experience is a plus, but not required. We believe in local radio and serving our community. If you do too and want to be considered to become the next member of our three person news staff, send your resume and CD or mp3 demo to: Galesburg Broadcasting Co., Attn: **Will Stevenson**, News Director, 154 East Simmons St, Galesburg, IL 61401 or email <mailto:jobs@galesburgradio.com>.

**Community First Broadcasting** (KUOO. Q102. Y100.1) located in the beautiful Iowa Great Lakes is currently hiring for an on-air personality. We are looking for an energetic, hard working on air talent to fill an open day part. Community First Broadcasting is a company that still believes in Great Local Radio and the people who create it. Experience with Cool Edit, Next Gen, Multi-Format (AC / Hot AC / Rock), and Music Master a plus. This position is for a team player interested in a broadcasting career. Responsibilities included but not limited to...air shift, production, remotes, write scripts, affidavits, load weekend shows, host community events, webmaster, voice track duties on sister stations as necessary, produce and execute on-air radio show that is both entertaining and information to the listening audience. If you enjoy working with a great team, are a prep monster, organized, and can deliver on the air and in the community, then this is the place for you. Prefer minimum (3) years on air experience. Please send your air check, resume and references to **Chad Taylor**, <mailto:chad@kuooradio.com> or snail mail to PO Box 528 Spirit Lake, Iowa 51360.

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.

**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)

Michiana's new #1 News/Talk monster, 95.3FM "Michiana's News Channel" is searching for a morning drive host. The program is fast-paced, entertaining with high production value. The host is the "quarterback" of the show, leading the 3-5 members of the team. **MUST HAVES:** passion, knack for pulling compelling audio and booking hard-to-get interviews, gift of interaction with the other players on the program and ability to shift gears to lead breaking news and weather coverage. Our program is a high-energy news-based program with personality. The ideal candidate is hungry, self-starting, self-promoting, an opportunity-grabber with a dynamic, positive personality and goal to become a market-leader both on-air and in the community! AM or PM Drive host experience preferred. 95.3 MNC has an all-star line-up featuring Beck, Rush, Hannity and Fox News as well as the most aggressive local radio news department in the region. Send resume/demo to: <mailto:jzimney@federatedmedia.com> Snail Mail: **Jon Zimney**, Program/News Director, News/Talk 95.3 Michiana's News Channel, 237 W. Edison Road, Mishawaka, Indiana 46545

WWCK-FM 105.5 & WWCK-AM 1570 is looking for a talented Program Director for our Top 40 and Super Talk stations! You'll be expected to hit the ground running. We are looking for an individual who has at least 3-5 years programming experience. You must be an excellent communicator and be able to function in the Cumulus structured, success proven programming strategy. In addition to your programming duties you will also be responsible for executing a music intensive midday on-air shift with compelling and relevant content. We are looking for someone who can relate to the 18-49 year old lifestyle and has a passion for winning! Duties include: Executing Day to Day Programming strategies, Managing on-air staff, Music Logs, Midday on-air shift, daily production, appearances and web duties. The ideal candidate should be familiar with music scheduling software, creative imaging, promotions, social networking, and air-checking other on-air personalities. Cumulus Broadcasting LLC is an Equal Opportunity Employer. Send resume and MP3 air check to: Cumulus Media Inc. Attn: Human Resources WWCK-FM / PD, 6317 Taylor Drive, Flint, MI 48507. Email: <mailto:Diane.Jendrusina@cumulus.com>. Fax: (810)424-3595

WLS 890 AM and 94.7 WLS-FM are each looking for a marketing-oriented entrepreneurial sales executive who is comfortable in contacting and presenting to business executives. Responsibilities include prospecting and developing new accounts for advertising in both our on-air and digital content. The ideal candidate will have the ability to research local contacts for various industries and be confident in business-to-business sales situations. To qualify, you must be extremely organized with strong verbal and written communication skills and be proficient in Word, Excel, and PowerPoint. EOE/AA. If interested, please e-mail your cover letter and resume to: <mailto:chicagoradio.job@citcomm.com>. Please reference the following 3 things in your cover letter: Hiring Manager & Department Code (listed below) and where you saw this job posting. **Bill Cavanaugh** – Dept. AA, WLS-AM & WLS-FM, 190 N. State Street. Chicago, IL 60601. E-mail: <mailto:chicagoradio.job@citcomm.com>

94.7 WLS-FM has an opening for a Sales Assistant. This individual will assist the General Sales Manager with maintaining revenue and inventory reports and will be the liaison with clients, as well as interoffice personnel. Other responsibilities for this position include creating and maintaining spreadsheets for business reports, tracking and recording invoiced bills and department timesheets, assisting Account Executives with client presentations, maintaining/updating quantitative and qualitative information, and filing contracts and invoices. Minimum 2 years in broadcasting and/or advertising field highly desired. Must be able to multi-task and possess working knowledge of Microsoft Word, Excel, PowerPoint, and Internet. If interested, please e-mail your cover letter and resume to: [chicagoradio.job@citcomm.com](mailto:chicagoradio.job@citcomm.com). Please reference the following 3 things in your cover letter: Hiring Manager & Department Code (listed below) and where you saw this job posting. **Jeff Smaluk** – Dept. AA, 94.7 WLS-FM, 190 N. State Street, Chicago, IL 60601. E-mail: <mailto:chicagoradio.job@citcomm.com>

**Clear Channel Radio/Minneapolis** seeks their next Key Account Coordinator. A KAC's primary role is to support our best and most productive sales professionals to develop new business and grow revenue. Responsibilities: Support three Senior Account Executives and help them maximize revenue opportunities by assisting with administrative tasks like order entry and management, collection of payment, setting appointments with clients and facilitating internal communications. You will also assist with the preparation of sales proposals, perform research and support key sales and promotional events. Qualifications: Excellent computer skills with proficient knowledge of Microsoft Excel, Word, Power Point and Outlook. Strong multi-tasking and organizational skills are required, as are the ability to work effectively under pressure, meet deadlines and prioritize tasks. Position requires superior communication skills and attention to detail. Must be willing to learn new responsibilities and adapt quickly to change. Education/Experience: High school diploma or GED, 6 months related experience and/or training in a sales environment preferred. Compensation: TBD Please email resume to: <mailto:ericajuhl@clearchannel.com>

**Clear Channel Radio, Minneapolis** is looking for Support Account Executives and Sales Managers with administrative tasks including but not limited to: - Editing and proofreading client proposals - Creating multiple client presentations in PowerPoint with customized backgrounds, animation and audio - Designing marketing materials and recaps - Updating and creating Excel trackers - Generating and exporting revenue reports and web stats - Administrate E-Commerce programs - Providing additional administrative support as necessary Qualifications: Excellent computer skills with proficient knowledge of Microsoft Excel, Word, PowerPoint and Outlook. Strong multi-tasking and organizational skills are required, as are the ability to work effectively under pressure, meet deadlines and prioritize tasks. Position requires superior communication skills and attention to detail. Must be willing to learn new responsibilities and adapt quickly to change. Education/Experience: High school diploma or GED. 2-3 years working in an administrative support environment and/or media background. Compensation: TBD Please email resume to: <mailto:ericajuhl@clearchannel.com>

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