

the  
**Conclave** Presents

# THE TATTLEER

Since 1975

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## LEARNING CONFERENCE TUITION RISES TOMORROW, JULY 1<sup>ST</sup>!

Radio legend and noted futurist **Lee Abrams** will deliver a keynote address at the 2<sup>nd</sup> Annual **RAIN Summit Midwest** on Saturday, July 16. The Summit takes place during the 36th annual **Conclave Learning Conference** in Minneapolis. Lee is a media and radio icon who is generally credited with developing the AOR format employed by hundreds of radio stations across the country. Most recently he was the chief innovation officer for the **Tribune Company** (2008–2010) but prior to that, he helped found **XM Satellite Radio** and served as Chief Programming Officer at that company until his departure in 2008. Earlier in his career, he was part of the prominent radio consulting company **Burkhart/Abrams**. He also served as an internal consultant for **ABC Radio**, and helped develop nationwide radio formats such as **Z-Rock** and **Radio Disney**. Said RAIN principal **Kurt Hanson**, "Abrams was a panelist at RAIN Summit West in Las Vegas this past April. We're delighted to have him back to deliver a keynote address at RAIN Summit Midwest — it's sure to be a 'don't miss' experience!" *COMMENT: Lee is no stranger to the Conclave. This past winter he conducted one the most attended webinars we've had in our series, and his sessions at the Learning Conference have always packed the room and registrants brains (with knowledge)! Welcome back, Lee! - TK*

When it RAINS, it pours! In addition to Lee Abrams' keynote address detailed above, the RAIN Summit Midwest will feature several informative sessions — including discussions about programming, sales, technology, promotions and features. The Summit will also include **Kurt Hanson's** State of the Industry Address and the results of a research study (to be revealed soon). Joining the RAIN Summit Midwest's faculty will be a dynamic line-up of Internet and radio experts, including **Tuneln Radio's Dan Halyburton**, **1Club.fm** Director of Content **Sal**

**Amato**, **Radio One** Digital Sales Manager (Cleveland/Columbus) **Tim Hall**, **Realtime Media's** Director of Business Development **Frank Neill**, **Abacast** Sales Manager **Michael Dalfonzo**. and **Jonas Woost**, CBC Radio 3's Executive Producer and former Head of Music at Last.fm. Also set to speak at the Summit are **Radio Mitre / CienRudios** CIO/CTO **Guillermo Tomas Chialvo**, **Seneca Country Radio** President/General Manager **Keith W. Hodgkinson**, **Totally Interactive Weather** National Sales Manager **Sean Barnard** and **MediaSpan** VP/Sales and Marketing **Andy Whatley**. *COMMENT: You say you only have Saturday free, but would like to take in the RAIN Summit Midwest? Now, you can! Attend the RAIN Summit for just \$99. Drop by the Conclave Registration desk on the 2<sup>nd</sup> floor of the Doubletree and get your pass for more knowledge than you thought ever was possible to gain in 4+ hours! - TK*

Radio to the rescue in Minot, ND, informing listeners to the rising waters that decimated the area earlier this week. **Allison Bostow**, OM/PD of **Clear Channel's** six-station cluster, said staffers prepared well in advance to interrupt regular programming to keep listeners informed. "About four weeks ago, when we realized that the reports we were getting from officials regarding Minot and Ward County would be devastating for citizens, we looked at our programming scheme and pulled teams together to make decisions that were based on what would be best for our listeners in Minot and everyone in surrounding communities," she said "Our emergency team held meetings at least four times daily and we came to the decision that when you have over 12,000 displaced residents in the area, we should try to keep some normality on the air, so we still played music while, of course, pushing the **Red Cross** and efforts by other agencies. And whenever there was a press conference regarding the situation, we carried them live on all of our stations...The announcers in this building are people who have lived here their entire lives," Bostow noted. "They know this community and who their listeners are; they know what kind of information is needed, be it road closures or emergency evacuation areas. A lot of questions are coming from our listeners, and we try to answer them as well as divert them to the appropriate state or Federal agency. We make sure this information is everywhere — on-air, on **Facebook** and on our websites...Citizens in Minot have gone from disbelief to acceptance to wanting to know how to go forward to get their homes and property back," Bostow said. "It's going to be quite a challenge." **Faith Broadcasting** Contemporary Christian KHRT-FM also added coverage of the flood to regular music programming, and is also offering information at its website and Facebook page.

## The Conclave Learning Conference 2011 Faculty (Part 1)

- Craig Ashwood, Cox Media/Atlanta
- Sean Barnard, Totally Interactive Weather
- Wade Beavers, DoApp/Minneapolis
- David Benjamin, Triad Broadcasting
- Valerie Blackburn, CBS Radio & AWM/LA
- Chancey Blackburn, Pickle Programs
- Jerry Boulding, All Access Music Group
- John Boyne, Coleman Insights/Research
- Michael Brandvold, Michael Brandvold Media
- Tim Bronsil, Point To Point Marketing
- Lou Brutus, HardDriveXL/Washington
- Alex Cameron, Emmis Communications
- David Christian, VO Specialist
- Mike Crusham, Clear Channel Communications/ Minneapolis
- Mike Dalfonzo, Abacast/Danbury
- Sandy Davis, SmartSite Systems/Cleveland
- Melissa DeCesare, Edison Research/Edison
- Joel Denver, All Access Music Group/Malibu
- Maurice Devo, Cumulus Broadcasting
- John Dickey, Cumulus Media/Atlanta
- John Dimick, Lincoln Financial Media/Atlanta
- Drake Donovan, CBS Radio/Pittsburgh
- David Einstien, Efficio System/Columbus
- Tripp Eldrige, DMR Interactive/Cincinnati
- Sam Elliott, 96.3 Now FM/Minneapolis
- Chad Elliott, Zimmer Bdcstg
- Bill Fignshu, Fig Media1/Skytop
- Charese Fruge, CBS Radio/San Diego
- Rachel Geddes, Citadel Broadcasting
- Valerie Geller, Author
- Steve Goldstein, Saga Communications
- Dennis Green, Westwood One/New York

FROM NUTS & BOLTS TO BITS & BYTES • **Doubletree Park Place • Minneapolis, MN • July 14-16, 2011**  
Tuition rises on July 1st! Details at [www.theconclave.com](http://www.theconclave.com)

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

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## The Conclave Learning Conference 2011 Faculty (Part 2)

- Tim Hall, Radio One/Cleveland/Columbus
- Dan Halyburton, McVay New Media/Dallas
- Kurt Hanson, RAIN
- Ron Harrell, Citadel Communications/Detroit
- Jeffrey Hedquist, Hedquist Productions
- Paul Heine, Inside Radio/Philadelphia
- Scott Herman, CBS Radio/New York
- Keith W. Hodkinson, Seneca Country Radio
- Drew Horowitz, Hubbard Broadcasting/
- Fred Jacobs, Jacobs Media

- Paul Jacobs, Jacobs Media
- Bill Jacobs, Jacobs Media
- Tracy Johnson, Author
- Mary Ellen Kachinske, Hubbard Broadcasting
- Chris Kalis, CBS Radio/Minneapolis
- Marc Kalman, Citadel Communications
- Warren Kurtzman, Coleman Insights
- Lori Lewis, Jacobs Media
- Paul Maloney, RAIN
- Robin Marshall, VO Specialist

- Van McNeil, Entercom Communications
- Mike McVay, McVay Media/Cleveland
- Perry Michael Simon, All Access Music Group
- Sam Milkman, knowDigital/Philadelphia
- Terry Monday, Perry Broadcasting
- Ginny Morris, Hubbard Broadcasting/
- Chase Murphy, Entercom Communications
- Scott Musgrave, theMediaDash.com/Fairfield
- Frank Neill, Realtime Media
- Paige Nienaber, CPR

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In cooperation with the **Doubletree Park Place Hotel**, the **Conclave** will host *"The Conclave Cares Luncheon"* on Thursday, July 14th, at noon at the 36th annual Conclave Learning Conference – *"From Nuts & Bolts to Bits & Bytes"*. All proceeds from this luncheon will be presented to the American Red Cross to assist their efforts to help **Joplin, Minot, Minneapolis** and other Midwest communities recover from the spate of natural disasters that have befallen those cities, and more, this summer. The Doubletree Park Place will be contributing the complete menu for this special luncheon, and registrants who wish to participate in the meal will be asked for a \$10/person donation. Said Conclave Board Chairperson **Mark Bolke**, "We have watched as tornadoes and floods devastated so many Midwest cities and towns over the past few months, and decided the Conclave, its registrants, and our host hotel would work as a team to contribute to the healing process inside these communities with what we hope will be a healthy donation to the Red Cross." *COMMENT: We hadn't planned on a formal lunch on our opening Thursday. As we've done in the recent past, we simply allowed folks to fend for themselves for lunch...which they may still do. But the Conclave Executive Council decided to explore the possibility of allowing registrants to enjoy a lunch while donating to a most worthy cause. When the staff and management of the Doubletree volunteered to provide the food for our crowd, 'The Conclave Cares Luncheon' was born! If you're coming to the Learning Conference, help us help rebuild communities you know. - TK*

Tickets for The Conclave Cares Luncheon will be sold on-site, beginning Wednesday evening, July 13th at the Conclave registration desk...and Thursday morning (7/14) during the *Jacobs Media Summer School*.

Reps. **Fred Upton** (R-MI) and **Greg Walden** (R-OR) announced Tuesday that **FCC** Chairman **Julius Genachowski** has set August as a target date for elimination of the **Fairness Doctrine** and other expired and outdated regulations from the Commission's rules. "The rules are outdated, unnecessary, and needlessly endanger our sacred freedoms of speech and the press ... The committee appreciates Chairman Genachowski's agreement that burdensome regulations — even those not subject to **President Obama's** Executive Order — should be subject to a rigorous cost-benefit analysis before adoption. The committee urges the FCC to coordinate its plans to review and repeal job-crushing regulations with the Office of Information and Regulatory Affairs (OIRA)," said Upton, the Energy and Commerce Committee Chairman, and Walden, Chair of the

Telecommunications subcommittee. A bill introduced by Rep. **Bob Latta** (R-OH) would require the FCC to conduct cost-benefit analyses for all proposed rules. The "FCC Analysis of Benefits and Costs" ("ABCs Act") was introduced last week. "Over-regulations are stifling small businesses' ability to innovate and create jobs in the U.S.," said Latta in a press release. "With the telecommunications industry driving a significant proportion of the economic growth in our country, we should make sure the FCC does not produce regulations that will hamper this sector of the economy. "Businesses across America, and families for that matter, are making tough decisions based on their own cost-benefit analysis, so why should the FCC escape the tough calculations every day Americans are doing."

Condolences to friends and family of Milwaukee radio and communications engineer and tower owner **John Aegerter**, who passed last Tuesday (6.21.11). The **Milwaukee Journal Sentinel** is reporting that Aegerter was found murdered in his home, with two suspects, **Tommy V. Douyette** and **Lynn M. Hajny**, held on \$500k bail on suspicion of first-degree intentional homicide. The **Brookfield Patch** is reporting that Aegerter had recently laid off Hajny's husband from **Air Page Corp**. Aegerter worked at WISN-AM/Milwaukee, starting there in March 1996, before starting his own engineering business.

A Michigan-based group has filed a lawsuit against **Lady Gaga**, claiming charitable donations from the sale of wristbands intended for Japan's disaster relief were misrepresented. Marketwatch.com is reporting that the "complaint alleges to have evidence of racketeering through 'a review of publicly available documents and interviews with confidential witnesses.'" "While we commend Lady Gaga for her philanthropic efforts, we want to ensure that claims that 'all proceeds will be donated to Japan's earthquake relief efforts' are in fact true...Our intention with this lawsuit is to uncover any improprieties committed by Lady Gaga and appropriate the full donations assumed to the victims in Japan."

**Randy Michaels' Merlin Media** names longtime talk radio consultant **Walter Sabo** as COO. Sabo, a former exec at **ABC Radio Networks, RKO Radio** and **NBC's** FM station group, founded **Sabo Media** consultancy in 1984 and created the unusual and successful FM Talk format at WKXW/Trenton. Most recently, he created Internal viral ad agency **HITVIEWS** and has been consulting several companies; he consulted programming at **Sirius XM Radio** for several years.

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## The Conclave Learning Conference 2011 Faculty (Part 3)

- Nikki Nite, Entercom Communications/Austin
- Mike Novak, EMF Broadcast Networks/Rocklin
- Bill Pasha, Multibrand Media International
- Alissa Pollack, Mediabase/New York
- Dave Presher, Digital Tribe/San Francisco
- Monchai Pungaew, Peak Broadcasting/Boise
- Jake Ray, WQHT/New York
- Mike Reszler, MPR Online
- Jim Richards, Vallie Richards Donovan Consulting/Atlanta

- Barb Richards, WAJI/Ft. Wayne
- Paul Rodgers, Free/Bad Company/The Firm
- Bill Rose, Arbitron Inc./New York
- Joe Schwartz, Cherry Creek Broadcasting
- Dan Shelly, Radio One/New York
- TJ The DJ, Elvis Duran Show/New York
- Guillermo Tomas Chialvo, Radio M.-Ci.Radios
- Charlie Tuna, Black Card Radio/Los Angeles
- Rich Van Slyke, VO Specialist
- James VanOsdol, Emmis Interactive/Chicago

- Steve Wexler, Journal Broadcasting
- Andy Whatley, MediaSpan
- Jeff Winfield, NRG Media/Cedar Rapids
- Dennis Winslow, Northern Broadcasting
- Jonas Woost, CBC Radio 3
- Jon Zellner, Clear Channel Communications
- Buckhead, CBS Radio/Detroit
- Cornbread, WIL/St. Louis

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In a **Sparkler Research** study commissioned by **Britain's Radio Advertising Bureau**, people listening to the radio, watching TV, or using online media said they were both happier and had higher energy levels compared to those people consuming no media. "Media and the Mood of the Nation" polled 1,000 people in the UK asking what media, if any, they were consuming, and then to rate their mood on a minus five to plus five scale. Radio listeners consistently reported a higher level of happiness and energy. "When compared with people who were not consuming any media, people who were only watching TV rated themselves 62% happier on average, people using the internet rated themselves 69% happier but people listening to the radio were an impressive 100% happier," reports **MediaWeek**. "The differences were even more stark when comparing energy levels. People watching TV rated themselves as having 180% more energy than people who were not consuming any media, people online rated themselves as having 220% more energy and people listening to the radio rated themselves as having 300% or three times more energy." **RAB** Planning Director **Mark Barber** said, "Our latest research highlights the immense potential of radio to influence emotions, in turn, offering a huge boost to advertisers seeking emotional engagement to build their brands."

Once again, the Conclave Learning Conference will trek to the #1 ballpark in all of America – **Target Field** – to watch the **Minnesota Twins** take on their Central Division rivals, **Kansas City Royals**, on Friday, July 15<sup>th</sup> at 7:10PM. **Joe Mauer**, **Justin**

**Morneau**, and **Michael Cuddyer** will lead the home town team into battle against the up-and-coming Royals, with their budding stars **Eric Hosmer**, **Mike Moustakas**, and **Billy Butler**. Target Field was voted the stadium with the best fan experience in 2010 (**ESPN**), and this year features even an even more fan-friendly environment and the best variety of ballpark food and beverage in the U.S. The Twins-Royals game will be sponsored by **Arbitron**, **Bentztown Branding** and **RAMP** (Radio & Music Pros). The **Indiana Broadcasters Association** will honor **Emmis** Chairman/CEO **Jeff Smulyan** with the prestigious **Indiana Broadcasters Association Lifetime Achievement Award** at its October dinner. "Jeff represents the very best that the Indiana Broadcast industry has to offer," said IBA Pres./CEO **Linda Compton**. "We are delighted to recognize his unflagging passion for our industry through this lifetime achievement honor."

A High School station in the Cincinnati suburbs handed ops over to another noncommercial station, according to the **Cincinnati Enquirer**. The **Lakota Board of Education** approved the deal by which **LifeSphere** noncommercial Adult Standards WMKV/Reading, OH will manage WLHS (Lakota Radio)/West Chester, OH for three years and will help **Lakota High School** set up an Internet-only station and radio club. WMKV, operated from the Maple Knoll Village retirement home, will pay \$15k over three years – nothing in the 1<sup>st</sup> year, \$3k for the second year, \$12k for the third – under the contract, which is expected to result in WMKV taking over by August 1<sup>st</sup>. The school will retain the **FCC** license.

DUSTIN

BY STEVE KELLEY & JEFF PARKER



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**Colorado Public Radio** will flip News-Talk KCFR-AM/Denver to a pop music format, which will “focus on current contemporary music, including notable releases of the past 15 years and the earlier music that inspired it,” according to a press release. **University of Colorado Foundation** Variety KVCU-AM/Boulder GM **Mike Flanagan** has been tapped to manage the new station, debuting this fall.

Legendary British rocker **Paul Rodgers** will be appearing at next month’s 2011 Learning Conference – FROM NUTS & BOLTS TO BITS & BYTES - on Thursday, July 14<sup>th</sup> at the Doubletree Park Place Hotel in Minneapolis! The iconic Rodgers, who guided international hitmakers **FREE** and **BAD COMPANY**, takes the Conclave stage as **BMI Presents The Legend’s Hour** during the Conference’s opening day at 5PM CT! Paul Rodgers has led three bands to international success: FREE (with their classic “All Right Now”), BAD COMPANY (“Feel Like Making Love”, “Can’t Get Enough”, etc.) and THE FIRM with Led Zeppelin’s **Jimmy Page**. He has enjoyed a Grammy nominated solo career, as well. His accolades include being named Rolling Stone’s #3 *Greatest Voice in Rock*, and this year receiving the prestigious *Ivor Novello Songwriting Award* for his outstanding contribution to British music! Says **Eric Clapton**, “Paul Rodgers is the real deal. He is undeniably one of music’s most distinctive vocalists.” And **Robert Plant** adds, “Paul’s voice is STILL incredible!” But the only way you’ll be able to witness *The Legend’s Hour* is by becoming a registrant at the 2011 Conclave Learning Conference! Register NOW at [http://www.theconclave.com/register/clc\\_register.php](http://www.theconclave.com/register/clc_register.php).

Former **Milwaukee Radio Alliance** Alternative WLUM/Milwaukee APD/MD/afternoons **Stephen Kallao** joins crosstown **Milwaukee Public School** AAA WYMS/Milwaukee for mornings. Kallao will team with **Brianne O’Brien** from the local **FOX-TV** affiliate. APD/ mornings **Jordan Lee** moves to afternoons.

Veteran programmer **Tim Dukes** will be exiting as Dir/Ops for **NextMedia/Chicago**. Dukes “is moving to Dallas to become director of strategic development for **HalfTime**, a nonprofit Christian agency that works with executives in the second half of their careers.”

**Sarkes Tarzian** Hot AC WAJI/Ft. Wayne afternooner **Dave Eubanks** exits.



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**Hubbard Sports** WXOS/St. Louis ups Executive Producer and Dir. of **St. Louis Rams** Radio ops **Chris “Hoss” Neupert** to APD.

**Townsquare Media** Country WFYR/Peoria, IL PD/middays **Ric Morgan** exits the station after 14 years with the company. Townsquare Top 40/Rhythmic WZPW PD/Dir./Digital Programming, **Jason Parkinson**, is currently handing programming duties until the position is filled.

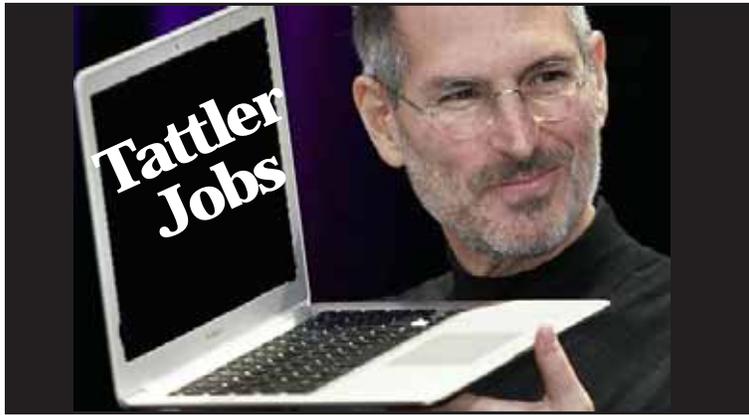
**MusicMaster** will be conducting a *Genius Workshop* on Wednesday July 13<sup>th</sup> from 1-5P just prior to the start of the Conclave Learning Conference. This training workshop is an opportunity to really refine your MusicMaster skills, and take advantage of many hidden treasures you may not have 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 i, there’s still time to register. To learn 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 July 29 & and October 12- To register, contact **Lisa Wright** - Brown College Radio Chair- 651-905-3432 or email [LWright@browncollege.edu](mailto:LWright@browncollege.edu).

Congrats to **Clear Channel** Top 40 KDWB/Minneapolis “late-night delight” **Big D** and his better half, Leah, on the birth of their new daughter!

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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KTIC AM/FM in West Point, Nebraska is accepting applications for the position of Station Manager. KTIC seeks candidates with a proven track record of broadcast management success, strong communication skills and the ability to lead and motivate a veteran staff. He/she must have a college degree, significant broadcast experience, must understand FCC regulations, have knowledge of agriculture and embrace 'new media.' The successful candidate will work closely with the General Manager to develop a strategic plan for the future, utilizing new media to expand the on-air presence. He/she will also work closely with the station managers at sister stations KRVN, Lexington and KNEB, Scottsbluff, Ne. The KTIC station manager is responsible for the day-to-day operations of the station including supervising programming, engineering, IT, HR, sales and promotions. KTIC provides a competitive salary, defined benefit retirement plan and an excellent health care package. Send resume and references to **Eric Brown**, KRVN-Box 880 Lexington NE 68850. ...or e-mail them to [ebrown@krvn.com](mailto:ebrown@krvn.com)

Wisconsin's Country Music Station, where "It's All About The Music!", is seeking a talented and motivated person to perform the duties of program director, morning drive announcer, production director and chief operator. This is a full time position with excellent benefits including health, dental, vacation and 401k plan with a family owned broadcast company located in the Milwaukee-Racine, WI, Arbitron rated market. The job includes directing and coordinating on air personnel, preparing program schedules and programs, producing commercials, preparing promotions, imaging, marketing, following FCC rules and regulations and other duties as needed. This position requires past experience as an on air radio personality and/or program director, education in communications/broadcasting, management experience or a combination of experience and industry education. Position demands excellent people skills, creativity, strong technical and computer skills, working knowledge of digital editing, leadership skills, the ability to provide an excellent on air show, live remote broadcasts, manage budget expenses and juggle many tasks, all in the same day.

To apply, email resume and on air samples of air show and commercial production to: [jhodes@westbendradio.com](mailto:jhodes@westbendradio.com), or mail to: General Manager, **West Bend Broadcasting, Inc.**, Box 933, West Bend, WI 53095. Deadline to apply is July 15th, 2011

Great opportunity with a locally-owned company, in an amazing city. **MWF Broadcasting** Madison WI has an immediate opening for a Morning farm and talk show Producer. The proper person will facilitate broadcast (local and network) of the Farm Report with Pam Jahnke (5-6am), and produce Sly in the Morning (6-10a). This position includes screening calls, booking guests, producing elements, operating studio on-air console (board-opping), website maintenance, and other duties as assigned. **PERSONAL REQUIREMENTS:** Qualified candidates should be creative, imaginative, have good communication and organizational skills. The candidate should have the ability to meet deadlines and handle multiple projects. Qualified candidates will portray a positive attitude and strong work ethic to ensure a productive and successful environment with the company. In addition, knowledge of the Madison Radio Market is considered a plus, but not required. **SALARY and CONTACT:** This is a full-time position; salary commensurate with experience. No calls please. Mail or e-mail air-check and resume to: **Rex Charger**, WTDY PD, Mid-West Family Broadcasting, 730 Rayovac Dr., Madison, WI 53711 [rex@wtdy.com](mailto:rex@wtdy.com)

**Results Broadcasting** (WTCH-AM/WOWN-FM/WJMQ-FM/WOTE-AM) is searching for an individual for our News Department. Local Newscasts cover the latest in Northeastern Wisconsin news with a heavy focus on Shawano, Waupaca, Menominee and Oconto Counties. This position will be responsible for anchoring, gathering research and interviews, writing, reporting, sound gathering for use over air and on the web. Expect to be in the field gathering, reporting and attending public meetings, events and ceremonies. **Qualifications and How to Apply:** Qualified candidates should be enthusiastic, creative, have good communication and organizational skills. Candidate must have excellent writing skills, the ability to show individual initiative and creativity in identifying news stories. Meeting deadlines and working on multiple projects is a must. College degree and two years previous on-air reporting experience is preferred. **How to Apply:** Email your air check, cover letter and resume to: **Don Grassman**, Results Broadcasting, 1456 E. Green Bay St., Shawano, WI 54166. Email: [donald.grassman@gmail.com](mailto:donald.grassman@gmail.com).

**Results Broadcasting** is looking for a highly motivated individual for a rare On Air opening 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, produce creative ads, and is involved in the overall public

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presentation of the station. Email your air check, cover letter and resume to: Don Grassman, Results Broadcasting, 1456 E. Green Bay St., Shawano, WI 54166. Email: [donald.grassman@gmail.com](mailto:donald.grassman@gmail.com).

WMAD is seeking a new midday host *with a Music Director background*. 5 years on air experience and basic computer skills necessary. Selector background helpful. A solid understanding of online/social media required. High School graduate required. College education a plus. Position includes on-air shift, occasional public appearances, a willingness to work some weekends, and the ability to handle responsibility and take direction equally well. Send short mp3 sample and resume to [mikeferris@clearchannel.com](mailto:mikeferris@clearchannel.com)

WLS 890 AM & 94.7 WLS-FM are looking for a Traffic Director. Candidate will oversee inventory, work Traffic logs, complete and send affidavits for two radio stations. This individual will also manage a staff of three. Must be a self-starter and motivated. Requires strong attention to detail. Must be precise and systematic with emphasis on accuracy under deadline while multi-tasking in a fast-paced environment. Minimum 5 years Traffic experience is required. Knowledge of the Marketron Traffic software preferred. Strong analytical and computer skills required. College degree preferred. EOE/AA. 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. **Anabel Roda** – Dept. AA, WLS-AM & WLS-FM, 190 N. State Street, Chicago, IL 60601. E-mail: [chicagoradio.job@citcomm.com](mailto:chicagoradio.job@citcomm.com)

We are looking for a local morning talk show host to help take our station to the next level. Potential job candidates should have experience in News/Talk, curious by nature, good phones, a passionate reader, excellent organization skills, attention to detail, and a great attitude. We have a high powered AM along with a FM translator, located in a rated market with lots of potential. Possible PD stripes for the right candidate. No calls, email your resume to [greq@wmkthetalkstation.com](mailto:greq@wmkthetalkstation.com)

**Clear Channel Minneapolis/St. Paul** seeks a highly motivated and experienced Sales Manager to lead a team of sellers for the top two ratings performers in the market, CHR Powerhouse and heritage brand, KDWB and nationally recognized Country Station of the Year (Academy of Country Music), KEEY. Requirements: You must possess: 3+ years of media leadership experience. Track record of leading your sales team to outperform the market and revenue goals. Creative, idea-generating, non-transactional sales approach to business. Full understanding of and history of success, in selling integrated marketing solutions. Excellent communication skills. Qualified and interested candidates: Please cut and paste your cover letter and resume into the body of your email and send to: [Minneapolisemployment@clearchannel.com](mailto:Minneapolisemployment@clearchannel.com). Subject line MUST read "Sales Manager - KDWB/K102".

**North American Broadcasting Company** is in search of a dedicated individual to serve as a PART TIME Promotions Assistant for its 3 radio station cluster – WRKZ, 99.7 The Blitz;

WTDA, 103.9 Classic Hits; and AM920 WMNI. This position will have a focus on promotional event execution on site. Should have an outgoing personality, be able to talk and coordinate with business owners, eager to learn and self sufficient. Will handle prep, set up, execution and tear down of promotional events for all 3 radio stations. Must be able to work flexible hours including evenings, late nights, early mornings and weekends. Some technical ability with sound, cameras, video and computers is a definite plus. If you're ready to have the most fun you've ever had working really hard, please send a resume to J.C. Comer at [JC@nabco-inc.com](mailto:JC@nabco-inc.com).

**Results Broadcasting (WTCH-AM/WOWN-FM/WJMQ-FM/WOTE-AM)** is searching for an individual for our News Department. Local Newscasts cover the latest in Northeastern Wisconsin news with a heavy focus on Shawano, Waupaca, Menominee and Oconto Counties. This position will be responsible for anchoring, gathering research and interviews, writing, reporting, sound gathering for use over air and on the web. Expect to be in the field gathering, reporting and attending public meetings, events and ceremonies. *Qualifications and How to Apply:* Qualified candidates should be enthusiastic, creative, have good communication and organizational skills. Candidate must have excellent writing skills, the ability to show individual initiative and creativity in identifying news stories. Meeting deadlines and working on multiple projects is a must. College degree and two years previous on-air reporting experience is preferred. *How to Apply:* Email your air check, cover letter and resume to: **Don Grassman**, Results Broadcasting, 1456 E. Green Bay St., Shawano, WI 54166. Email: [donald.grassman@gmail.com](mailto:donald.grassman@gmail.com).

The Local Digital Sales Manager will report to the Director of Digital Sales with a dotted-line to **CBS Radio's** Director of Sales, and will be responsible for working closely with CBS Minneapolis's sales team to prospect, develop, close, and maintain advertising accounts on CBSMinnesota.com and CBS Local Digital properties. The Local Digital Sales Manager will work closely with the CBS Minnesota digital team to achieve and exceed digital budgets for Minneapolis/St. Paul market. Minimum 5 years of online advertising sales. Knowledge of audio and video production techniques including nonlinear story telling skills necessary. Excellent communication and presentation skills, including ability to edit and coach the work of others, required. Valid driver's license and good driving record. Must work assigned shifts. Perform other duties as needed and assigned. Interested applicants please apply to [www.cbsradio.com](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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A photograph of Paul Rodgers, a rock musician, playing an acoustic guitar. He is wearing a white shirt and a dark, sequined vest. The background is dark with some stage lighting.

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