

the **Conclave** Presents

# THE TATTLE

Since 1975

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

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JUST IN: **Clear Channel** will apparently be restructuring its regional management teams in medium and smaller market stations. The changes were announced during management meetings that occurred in Atlanta this week. Listed below are the individuals who will people two new categories of management: 24 Regional Marketing Managers (RMMs), and 24 Regional Programming Managers (RPMs), with several RPM posts still unannounced. (Some industry outlets today were further speculating about what the new posts will mean to CC, with **AllAccess** stating, "There has been much, as-yet-unfounded, speculation that there will now be a larger level of centralized programming control in each region, and a greater use of the format-targeted PREMIUM CHOICE national programming platforms to improve consistency and control costs." We're sure we'll be hearing more about these changes in coming days.)

## **NORTHEAST**

*Springfield, Worcester, Manchester, Portsmouth-* RMM: **Sean Davey** RPM: TBA. *Syracuse, Binghamton-* RMM: **Joel Delmonico** RPM: **Rich Lauber**. *Albany, Poughkeepsie, Sussex-* RMM: **Kristen Delaney** RPM: **John Cooper**. *Wilmington, Dover, Salisbury, Ocean City-* RMM: **Chris Walus** RPM: TBA. *Harrisburg, Allentown, Reading, Lancaster, Williamsport-* RMM: **Dan Lankford** RPM: **Jt Bosch**. *Dayton, Lima, Marion, Chillicothe-* RMM: **Nick Gnau** RPM: **Tony Tilford**. *Toledo, Akron, Youngstown, Ashland, Defiance-* RMM: **Andy Stuart** RPM: TBA.

## **SOUTHEAST**

*Charleston & Columbia/Savannah, Augusta-* RMM: **Alene Grevey** RPM: **Lj Smith**. *Fayetteville/Ft. Smith/Little Rock/Springfield, Mo/Memphis, TN -* RMM: **Tony Beringer** RPM: **Dave Ashcraft**. *Greenville, SC/Asheville/Greensboro, NC -* RMM: **Bill Mcmartin** RPM: **Bruce Logan**. *Winchester/Harrisonburg-Staunton/Roanoke-Lynchburg/Norfolk, VA -* RMM: **Chuck Peterson** RPM: **David Miller**. *Laurel-Hattiesburg/Jackson/Biloxi, Ms/Baton Rouge, LA-* RMM: **Michael Hudson** RPM: **Bob Murphy**. *Chattanooga, TN/Somerset, KY/Huntsville, AL/Tuscaloosa -* RMM: **Jared Stehney** RPM: **Gator**

*Harrison. Fort Myers-Punta Gorda/Sarasota/Melbourne/Florida Keys -* RMM: **Sherri G. Sanchez** RPM: **Ken Holiday**. *Birmingham/Gadsden/Montgomery, AL-* RMM: **Ray Quinn** RPM: **Tom Hanrahan**. *Macon-Newnan-Lagrange/Columbus-Albany, GA-* RMM: **Thomas Bacote** RPM: **John Lund**. *Mobile-Pensacola/Tallahassee/Panama City -* RMM: **David Coppock** RPM: **Steve Powers**.

## **WEST**

*Albuquerque/Farmington, NM/Gallup, NM -* RMM: **Chuck Hammond** RPM: **Tony Manero**. *Anchorage, AK/Fairbanks, AK -* RMM: **Gary Donovan** RPM: **Mark Murphy**. *Colorado Springs, CO/Pueblo, CO/Fort Collins, CO/Ogallala, NE -* RMM: **Glynn Alan** RPM: **Paul Kelley**. *Fresno/Monterey/Modesto/Bakersfield, Lancaster -* RMM: **Rich Hawkins** RPM: **Kenn McCloud**. *Omaha, NE/Sioux City, IA/Wichita, KS -* RMM: **Taylor Walet** RPM: **Michelle Matthews**. *Bismarck, ND/Dickinson, ND/Grand Forks, ND/Minot, ND -* RMM: **Jim Lowe** RPM: **Brian Rivers**. *Bryan, TX/Waco-Killeen, TX/Beaumont, TX-* RMM: **Evan Armstrong** RPM: **Zack Owen**.

Missouri Attorney General **Chris Koster** obtained a default judgment against **Steven Blood**, the radio guy known as "**Woody Nelson**," for fraud. Blood was accused of using the Joplin and Tuscaloosa tornados to fraudulently solicit donations through three websites that he allegedly used for his personal expenses, selling shirts and concert sponsorships that were ostensibly to raise funds for tornado victims, but were instead not used for that purpose. "Protecting the citizens of Joplin is this office's number-one goal, and we will be aggressive in going after those who engage in charity scams or other fraudulent behavior affecting Joplin's recovery," said Koster. The court order requires Blood to pay restitution and a 10% penalty, plus \$3,000 in civil penalties and \$10,400 attorneys' fees plus court costs and investigation/prosecution costs, and is prohibited from soliciting for disaster relief or any similar cause, and from using any online media, including social media, to engage in conduct prohibited by the court.

Following a fatal accident in April, tower company **ERI** disputes the findings of an Indiana agency. Texans **Ernesto Garcia** and **Paul Aliff** died in a fall from a tower being constructed for **Schurz Communications** Top 40 WXXB/Delphi, IN. Now, there's a \$91,500 fine from the **Indiana Occupational and Health Administration**, in what the **Lafayette Journal and Courier** calls "an initial fault-finding report." ERI President **Tom Silliman** says the initial report is being revised and should be out next week. Other than that, he's not commenting. Garcia and Aliff fell from a height of 340 feet, and authorities said they were wearing safety cables. Schurz needed to move the tower because the new Hoosier Heartland Corridor roadway was routed through the tower field.



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Best wishes to two of **Emmis'** biggest execs, Chairman/CEO **Jeff Smulyan** and President of Radio Programming **Rick Cummings**, who were both honored last week by the **Indiana Broadcasters Hall of Fame**. Cummings, a 30-year Emmis vet was one of eight inductees, while Smulyan was presented with the Indiana Broadcasters Association Lifetime Achievement Award.

Senators **John Thune** (R-SD) and **Amy Klobuchar** (D-MN) each sent letters to **FCC** Chairman **Julius Genachowski** tied to the Quadrennial Review, suggesting that the AM-FM subcaps should be eliminated. Thune said technology was bringing parity to the bands, and that groups restructuring to the FM side may beneficially increase ownership diversity by spinning of lower-priced AM stations. He noted that simply as a matter of consistency, AM and FM are not differentiated when considering local cross-ownership caps, so he thought there should be no differentiation when the caps concern radio only. Thune argued that technology was making the difference between the two services negligible. He wrote, "From a technical standpoint, there should no longer be a distinction between the AM and FM services. Digital technology has revolutionized the programming capacity of AM stations. In-Band On-Channel (IBOC) technology allows AM stations to broadcast the same programming at the same quality as analog FM stations. Today, there are 455 AM stations licensed using IBOC technology. Further, the Commission recently permitted AM stations to employ FM translators to fill in any signal deficiencies. In addition to these technological improvements in AM station over-the-air signals, almost 2,000 AM stations now simulcast their signals over the Internet." Thune said that in many markets AMs are among the very highest rated stations and earn significant cash – he said 30% of the revenue in New York City goes to the AM band. Then he made his diversity pitch, writing, "While the Commission strives to promote diversity in broadcast ownership the AM/FM subcap actually produces a chilling effect on ownership opportunities. Traditionally, AM stations are far more affordable than their FM counterparts. Therefore, AM stations present a much easier path to broadcast ownership for small business, especially those owned by women and minorities. Should the AM/FM subcap be repealed, many current broadcast owners are likely to restructure their radio holdings, freeing up a number of incumbent AM stations for purchase. The result would be greater opportunities for those who are essentially locked out of the market by the current rules." Klobuchar emphasized the diversity angle and suggested relaxing or eliminating subcaps would revitalize the stagnant station trading market. Genachowski thanked each for their letters, saying he anticipated circulating the review among his colleagues in the near future and promised to make the letters part of the record. He offered no comment pro or con on either the Senators' suggestions.

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By an overwhelming margin, a survey of nearly 40,000 consumers indicates they not only love the deals that many radio stations offer, they're also eager to sign up for more. And a simultaneous survey of more than 700 local advertisers shows that deals are driving a significant amount of new business as well as repeat business from those new customers. "The buzz lately about 'deals' being burned out appears to be off base," said **Borrell Associates** CEO **Gordon Borrell**. Borrell conducted the survey in August and September with **Presslaff Interactive**. "The headlines about these programs putting advertisers at risk might just be a reaction of some businesses being unprepared or making bad deals," noted Borrell. "The survey offers insights into what consumers and advertisers are thinking about this marketing phenomenon. While this research shows that consumers love deals, the response from advertisers is more tempered. "Advertisers want more than they're getting with 'deals,'" said Presslaff Interactive Pres. **Ruth Presslaff**. Among the findings, 91% of the consumers said they're likely to register for other deals programs. 44% have signed up for four or more email lists. 81% of advertiser respondents have not yet participated in a deals program. 48% said they would participate in another deal; 14% said they would not. Of those advertisers who have, the average deal generated 191 sales. 45% of the sales generated from deals come from new customers and 22% of them become repeat customers. "That last bullet point need underscoring," Presslaff said. "If the average deal means 191 redemptions, that means each deal brings 20 new 'repeat' customers to a business. If one customer means \$500 in annual sales to a dress shop or restaurant, that's \$10,000 in brand-new business for every deal launched. When advertisers figure this out, you're likely to see a lot of bandwagon-chasing among that other 81% who haven't tried out deals yet." For more info, go to [Click Here](#).

Morning sidekick **Lena Svenson** has exited KDWB/Minneapolis' **Dave Ryan In The Morning Show**. Says **Clear Channel's Rob Morris** in reporting the news, "Lena Svenson has made the decision to leave the Dave Ryan in the Morning show. While we respect Lena's decision, it is a tough one for all of us. In a nutshell, Lena is trying to figure out what is next, while she is not certain what that may be, she is certain that her passion is not doing what she is currently doing in radio. We wish her well and thank her for her many contributions to 101.3 KDWB. She will be with us through October 28th." Rob adds, "So, this leaves a prime opening on the Dave Ryan Show on 101.3 KDWB." Details on the opening will be found in the JOBS section of today's **TATTLE**.

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If you missed yesterday's Conclave webinar (How could you??? They're free and super-relevant!?) – **REVEALING HOLIDAY MUSIC SECRETS USING BDS RADIO** – you missed a bunch. Fortunately, former Conclave Board member **Paul Heine** and **INSIDE RADIO** (where's he's Executive Editor) did not! Reports Paul, "With hundreds of stations preparing to move into holiday music mode next month, BDS Radio crunched airplay data from last year and found the top 5 market all-Yule ACs spun 8% fewer holiday songs but gave them 8% more spins than in 2009." Paul heard BDS operations consultant Andrew Forsyth declare, "The universe of songs has shrunk but the number of spins has gone up". BDS examined airplay in a handful of top markets, looking at WLTW, New York; KOST, Los Angeles; WLIT, Chicago; KOIT, San Francisco and KVIL, Dallas. Reports Paul, "For a format known for musical conservatism and slow current rotations, AC breaks its own rules during the holiday season. The top three market ACs spun their holiday power rotation songs as much as five times a day from 6am-12 midnight. That's in stark contrast to regular programming, when the typical AC rotates its most-played songs only twice a day. WLIT had 73 songs getting more than one play a day, KOST had 62 and WLTW had 40." What did BDS find as the most-spun holiday track? Andy William's 1963 classic "It's The Most Wonderful Time Of The Year". Added Forsyth, "Just a small portion of holiday music drives seasonal programming." To prove his point, Andrew told the Conclave audience that 120 songs shared among those afore-mentioned five stations generated 70% of their collective airplay. But, as Paul wrote in today's **INSIDE RADIO** (<http://www.insideradio.com>) "the five-station average holiday music library was 328 songs wide with an average 9,800 total spins devoted to Christmas music per station. Tighter rotations appear to have paid ratings dividends." He continued, "The Christmas format gobbled up a bigger slice of the holiday ratings pie in 2010 than one year earlier, according to PPM data analyzed by Inside Radio. Mainstream AC spun the most holiday music last year: more than one million spins accounting for more than half of all holiday music airplay, per BDS. But it's not the only format that decks the halls. Christian AC, country, oldies and hot AC round out the biggest holiday music formats. In fact, three of the five stations that played the most holiday music last year weren't AC. Country KHGE, Fresno, which went all-Christmas on November 1, led the league with 22,000 holiday music spins." Oh, there's no place like radio for the holidays! (If you'd like to order a copy of yesterday's webinar, click on <http://www.theconclave.com/upload/clave2011webinarorderformnew.pdf> and follow the directions (Sponsored by Envision Radio!)

For \$36 at Target, you can buy a holiday gift of ad-free **Pandora**. The "Pandora One" gift card will be sold at 1,762 **Target** retailers and at Target.com. The first time the Pandora One subscription is available for purchase in a retail outlet. Having the "Premium" level of Pandora Internet radio not only frees you from hearing commercials, you also get higher audio quality at 192Kbps, and direct access from a computer desktop. Pandora's **Tim Westergren** says "Target is an ideal partner for our first major retail launch" – suggesting it won't be the last one. *COMMENT: How intriguing...a top retailer who wouldn't/couldn't stock/sell HD radios is now offering Pandora to customers. We can criticize Westergren and his company all day long, but the fact is over-the-air radio has lost Target to Pandora in much the same way satellite radio beat HD radio to the punch in the automotive world. We're not sure we believe this all happened because these radio delivery systems were technologically superior to HD Radio. But we find it entirely possible to believe that – in these two cases, at least - HD may have been simply outthrustled by better marketing and salesmanship. And therein could lie an answer as to why the public has yet to embrace – nor fully understand - HD radio. TK*

**iHeartRadio** will become the exclusive radio service on **Microsoft's Xbox Live**, sometime this Winter. The expanded relationship comes after the two companies collaborated to put the September 23-24 iHeartRadio Music Festival on the Xbox. iHeartRadio will be available free to Xbox Live Gold members.

**Clear Channel/San Antonio OM and PD at Top 40 KXXM Tony Travatto** resigned after six years to become OM at Clear Channel/Columbus where he'll PD Top 40 WNCI.

Former **Warner/Reprise** rep **Jim Kelley** is joining **Island Def Jam** as Midwest promotion rep. Effective Monday. His new office number is 440.934.8851 and cell 216.272.6309.

**Wennes Communications** AC KSFF-AM/Waukon, IA flipped to Sports with new calls KFXE.

**Merlin Media** News WWWW/Chicago anchor **Dave Williams** is already out. Williams was unexpectedly let go last Friday, three months after relocating from California. Reports are that Williams' departure is related to a change in the station's focus from personality-lifestyle news to more traditional news.

**CBS** Country WUSN/Chicago PD **Buddy Scott** is stepping down after one-and-a-half years with the station.

Congrats to **Brian Davis**, the new PD at **Townsquare** Top 40 WBNQ/Bloomington, IL. The former APD/MD for **Woodward** Top 40 WKSZ/Appleton-Green Bay begins his new duties Monday!

**Journal** Country KTTS/Springfield, MO adds **Bobby Baldwin** as their new morning host. Baldwin was most recently with **Clear Channel/Ft. Smith, AR**.



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**Cumulus/Detroit** upped Talk WJR-AM GM **Tom O'Brien** to the new position of VP/Market Manager for the three-station cluster, including WJR, HOT AC WDVD and Adult Hits WDRQ.

**PLAN NOW – BUDGET NOW!** Dates for the 2012 Conclave Learning Conference have been announced. The 37th annual Conference will get underway beginning on Wednesday morning, July 18th at the **Doubletree Park Place Hotel**. A complete agenda will be announced in the winter of 2012, but you can gain entrance for just \$199 – the lowest tuition you'll find prior to next July - if you act now. Click on <http://www.theconclave.com/conclave2012reg9012011.pdf> for a 2012 Earlybird Reg form!

**NRG Media/Omaha** hired broadcast sales vets **Vickie Majorek** and **Kim Earl**. The duo boasts more than 40 years experience.

**Rubber City Radio/Akron** announced a couple promotions for their cluster. **Joyce Lagios** was promoted to VP/Dir. Marketing/Promotions and **Jody Wheatley** has been named Promotions and Music Director for WQMX. Wheatley has been with the company since 2001, first as Promotions Assistant, then as Promotions Coordinator.

**Jim Walsh** is already out at **Clear Channel** Talk KFYZ-AM/Bismarck, ND, just a month after returning to the station.

Condolences to family and friends of longtime Cincinnati TV sportscaster **Walt Maher**, who died Thursday (10/6) at 81.

If the **NBA** season ever gets played, the **Cleveland Cavaliers** will have a new broadcast team on **Clear Channel** Talk WTAM-AM/Cleveland. The difficult task of replacing retired Cavs voice **Joe Tait** goes to **Fox Sports Ohio Columbus Blue Jackets** pre- and post-game host **John Michael**. Former Cavs player **Jim Chones** will serve as an analyst on a full-time bases this season after filling in last year.

Since 1989, the Conclave has presented **The Rockwell Award** - an annual lifetime achievement award – to an individual of unquestioned accomplishment inside the radio industry. At this July's Learning Conference, the Conclave recognized CBS Radio President **Dan Mason** and legendary programmer **Steve Rivers** with their Rockwell's. This coming year, the Conclave is reaching out to the entire industry throughout the nation to help select nominees for this important recognition. Do you know of a deserving industry contributor? Let us know whom YOU believe to be deserving of this special honor. Nominations must be made in writing, and sent to the Conclave office via mail (4517 Minnetonka Blvd #104, Minneapolis, MN 55416), email (tomk@theconclave.com), or fax (952-927-4487) no later than 6PM CST Friday, February 10th, 2012. Anyone can nominate or be nominated, and all nominations must be accompanied by supporting evidence sufficiently detailed for the Conclave Board to render a decision (e.g., a resume; accounts of industry accomplishment; testimonials from individuals or organizations regarding the nominee's body of work and contribution, etc.).



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# TATTLER Jobs

Morning Co-Host/Talent Opportunity Ready to have more fun than you've ever had in radio? Join our morning show at 101.3 KDWB! 101.3 KDWB's "**Dave Ryan in the Morning Show**" has an opening for our CHR Morning Show Co-Host. We're looking for a fun and energetic co-host for one of Radio's most creative and visible morning shows. You must be intelligent, outgoing, outspoken, street-credible, quick witted, enthusiastic, team oriented, determined, detail oriented, a pop culture fanatic, and fun. You will need to be social media fluent and PPM friendly. You must be ready and willing to share your life with our growing audience. You should be brilliant at the basics of great radio and have some production and web skills. You'll have plenty of opportunities for endorsements and appearances. If you live the lifestyle of a 18-34 year old woman, you watch the shows, love the music, see the movies and have no secrets on the air, and love to work to no end to continue our winning streak, we are meant for each other. FEMALES ENCOURAGED to apply. Note to candidates applying: When faxing, mailing or emailing your resume, please state where you heard about this job opening. Show us you've got a strong personality and send us your resume, mp3, aircheck, photo (required) and philosophy (e-mail preferred) to: [cohost@kdwb.com](mailto:cohost@kdwb.com)

Prime On-Air Opening at Top Rated station in Springfield, MO KTTS is searching for a Morning Show On-Air Talent to partner with our new Morning Show talent, **Bobby Baldwin!** If you have an outstanding personality, can relate to females, have excellent people skills, production skills, work ethic, excel at appearances, and understand and embrace all digital/interactive/social media: rush your materials today! Send me audio, resume, and brief morning show philosophy. Applicants must have a minimum of 3 years on-air experience and a good working knowledge of pop culture and the country life group. This is not an entry level position. Please send your materials and a short mp3 to: Mark Grantin [mgrantin@kts.com](mailto:mgrantin@kts.com) Or mail to: **Mark Grantin**, Program Director, KTTS, 2330 West Grand Street, Springfield, MO 65802

**Clear Channel Minneapolis** is looking for its next sales superstar! If you have high career aspirations, enjoy challenges, and have no reservations about hard work...if you're comfortable in a fast-paced environment, have a proven track record in working with local and regional agencies, and success in new business development...then what are you waiting for? The right individuals will need basic business knowledge, good follow-up performance, excellent communication skills, a strong desire to see clients succeed, and the ability to think on their feet. Being customer focused, self-motivated, and having an insatiable desire

to win are key. You must be creative, energetic, goal oriented, and have at least a year of outside sales experience. Media experience is preferred. A high school diploma or equivalent and a valid driver's license is required. Standard business hours M-F 8:00-5:00; evenings/ weekends as needed. Clear Channel Radio offers a great benefits package. Join our winning team! Medical, Dental, Vision, Life, 401k, EAP, Paid Vacation and Sick Leave. E-mail or mail resume and cover letter to: Clear Channel Radio Attn: Hiring Manager, 1600 Utica Ave S Ste 400, Minneapolis MN 55416 [minneapolisemployment@clearchannel.com](mailto:minneapolisemployment@clearchannel.com)

WTKM AM and FM - Hartford, Wisconsin has an immediate FULL TIME opening for an experienced, professional Account Executive to join our Hartford, Wisconsin based radio sales team. If you are HIGHLY SELF MOTIVATED, have an outgoing personality, strong work ethic, excellent verbal and written communication skills we'd like to hear from you. Come join our team in developing marketing plans for new and existing advertising clients. You must have reliable transportation, and a valid drivers license. We provide great pay and benefit plans. If you're ready to finally make the move to a locally owned and operated company, send your cover letter, resume and salary requirements to: General Sales Manager c/o WTKM Radio P.O. Box 270216, Hartford, WI 53027.

KIQK-FM Rapid City's #1 Country station is looking for a talented, experienced PM drive host. That's what we got, what you got? Interested applicants can send their resume and demo to [holly@kick104.com](mailto:holly@kick104.com).

104-7 KCLD in St. Cloud, MN needs one - maybe two - weekend/ swing talents. Not for beginners - no hacks. If you can't show up on time ALL THE TIME, don't bother. I need stable, smart, non-psycho people to be part of the winning team on KCLD. Hours will depend on your talent level. LIVE SHIFTS and you get to be part of one of the finest broadcast companies in the country. Want to be part of something BIG? I need someone(s) ASAP. Email your mp3 and resume to [jjholiday@1047kcl.com](mailto:jjholiday@1047kcl.com)

The Lions are on FIYAH...and the Tigers are making noise. Don't get it twisted, Detroit is not what you read about or hear about. It is a city filled with hard-working and friendly people. It has an infectious spirit you will NOT find anywhere else. We are rebuilding this City and you can be apart of it. We go hard everyday...this is the "D" and this is What We Do! I'm looking for a guy or a girl, who understands and lives the Urban lifestyle. Who can embrace different formats and be versatile in their voice delivery. I need Voice Actors, not word-for-word script readers. Listeners must feel the words jumping off your script copy and in to their minds that our clients are the only places to patronage. Urban genre has attitude, soul and is multi-faceted. Can you bring it like that to the "D." When you work here, you will be expected to work efficiently in a fast-paced atmosphere. You will work for one of the most respected Production Guys in the "D" and in Radio. Plus, you may be asked to perform board-op or on-air duties. If you are ready to be apart of a team that goes hard for the "D" and have fun bringing the best entertainment to our listeners, click the link below and let's get it poppin'. <http://www.radio-one.com/careers/position.asp?ID=1454>

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**Townsquare Media of St. Cloud** is looking for our next Operations Manager for our six station/digital cluster in St. Cloud MN. The right candidate will have a passion for Central Minnesota, great organizational skills, understanding of multiple formats, the ability to coach talent, plan cluster strategies, embrace and execute all of our digital growth opportunities, have experience in producing/executing cluster events/promotions and possess tremendous leadership skills that insure performance in the market. If you are interested in this position with Townsquare Media of St. Cloud, please send resume's to [stcloudcareers@townsquaremedia.com](mailto:stcloudcareers@townsquaremedia.com).

Duluth, Minnesota's #1 News/Talk radio station, WDSM has an immediate opening for a News Director/ News-Talk Program Director. We're looking for you if you "get it" and know what it takes to deliver compelling radio. A background in radio and news is a plus as are management skills! This person will be responsible for collecting and researching top news stories in Duluth, Minnesota, overseeing news reporters, developing contacts, working with the KDAL-AM Program Director, delivering news segments on the air, working with news agencies, and writing copy, along with other duties, as assigned. Will be responsible for all aspects of WDSM including: producing and/or hosting local talk shows, hiring and managing employees for the station (on-air (full & part-time), board operators and organizing employees for promotional appearances), imaging and promotion, working with networks and engineering department, working with web department and other duties as assigned. We offer a competitive salary and a full benefits program including a 401(k) Plan. If you feel this position speaks to you and that you are the individual we are looking for, please send your tape and resume to [mark.fleischer@mwcradio.com](mailto:mark.fleischer@mwcradio.com); or mail it to **Mark Fleischer**, Operations Director, Midwest Communications, Inc., 715 East Central Entrance, Duluth, MN 55811.

**The Cromwell Radio Group** is looking for someone to join our airstaff and help during a maternity leave. This position will be a regular, everyday position for up to eight weeks starting in December or January, but we want to start training the right person now. Previous control room, digital production, and on air are required...if you want a foot in the door, here it is! If this sounds like something you'd be interested in, contact **Tara Nickerson**, Operations Manager via email at [wejtara@yahoo.com](mailto:wejtara@yahoo.com).

Let's start with a pop quiz shall we? Are you reliable? Got killer production skillz, plus can come in and do a regular weekend LIVE shift? Do you live in Chicagoland? Are you killer on-air? Social Media and web savvy? Enough with all the questions....If you can answer yes to all of these, then I want to hear from you. Looking for serious applicants ONLY. I need someone who wants to come in and be the go-to-person for us on weekends and more, and put themselves in position to be the next full-time hire for us should an opportunity arise. Star 105.5 is quickly growing and we need team players. Depending on the skills we see, there could be 2 hires stemming from this opportunity. Looking to fill this position quickly, so rush me your Demo/Rez ASAP to [wild@star105.com](mailto:wild@star105.com)

Locally owned and operated 1270 WQTT Marysville, OH is looking for an account executive to develop, service and maintain local and regional business accounts. Previous radio or newspaper sales experience preferred, but not necessary. Our

ideal candidate is highly competitive, persistent, and professional. He or she thinks outside-the-box; is outgoing and motivated to make money while helping their clients grow their business. Salary, plus commission. Send resume and cover letter to: [gary@951wvxg.com](mailto:gary@951wvxg.com)

Small Market station in central Ohio is ready to kickoff its new morning show! We still need a part-time and possible full-time News Anchor to join our team! Minimum 35 hours a week. Candidate should be able to research, write, edit and produce their own newscasts as well as post stories on our website. Ideal candidate lives in central Ohio and believe strongly in community-involved LOCAL radio. Ability to interact with morning host is a must. Previous on-air experience is preferred. Women and minorities encouraged to apply. Send mp3, resume and cover letter to: [gary@951wvxg.com](mailto:gary@951wvxg.com)

**Clear Channel Radio** in Des Moines, Iowa is hiring for the position of On-Air Night Talent / Music Director / Imaging for CHR KKDM-FM, KISS 107.5. Every person who has ever held this position has earned larger market gigs. Winning attitude and desire to succeed at a high level is non negotiable. Are you Savvy with Selector, Adobe, Nex-Gen and more? Excellent On-Air delivery and Music knowledge are a must. If you think you have the talent to do a break that makes a listener remember you; if you live your life on Facebook, You Tube, Twitter or other social media then this is for you. Web savvy and understand the importance of blogging is a must and you need to be able to take direction and be willing to work in a fast paced environment. This is show-business and if you have the attitude to get it done, you should send us your best stuff. A minimum of three years experience in a commercial radio environment are required. NO CALLS or huge mp3's. Send your air check, imaging demo, resume, social media links and whatever else you think might help you land this gig to: **Greg Chance** - [gregchance@clearchannel.com](mailto:gregchance@clearchannel.com)

**The Radio Group - LaSalle-Peru, IL** is now accepting applications for full time air talent for our locally owned and operated seven station group. Successful applicant must be familiar with multiple formats, including Country, CHR, Classic Hits, and Classic Rock. Announcers who sound friendly, energetic, fun, and positive, and can relate to our audience will experience the most success at our stations. Please email your resume and airchecks to [employment@theradiogroup.net](mailto:employment@theradiogroup.net).

**Midwest Communications** Digital Media Division has an immediate opening for a web designer. The candidate for this position will be working on the design and implementation of radio station websites, as well as updating and maintenance. This position is based in Green Bay, WI. Knowledge of graphic design and web design is a must, as well as HTML and Java Script. Interpersonal and organizational skills are imperative to the success of this position. The qualified candidate will be familiar with the Adobe Photoshop on a pc platform, knowledge of open source platforms is also a plus when applying. Some travel to Wausau and possibly other Midwest markets will be required. We offer a competitive salary and a full benefits package. Send your cover letter and resume TODAY to Director of Websites, Midwest Communications, Inc., 557 Scott Street, Wausau, WI 54403 or e-mail [brad.ludwig@mwcradio.com](mailto:brad.ludwig@mwcradio.com).

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

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

Are you a top 20% performer? Do you have the drive it takes to be successful? Are you goal orientated? Legendary Midwest Top 40 95.5 WIFC is looking for a dynamic, team orientated self-starter. WIFC, based in Central Wisconsin, is part of **Midwest Communications Radio Group**, a long established, family owned company; ranked one of the best companies in the industry to work for per Radio Ink. We are looking for an experienced Marketing Consultant/Sales Rep who has a proven track record of achieving goals, creating ideas, and solving their customer's most pressing needs. Ability to grow relationships and high levels of customer service a must. You will receive continual training and development and are surrounded by a team to help you succeed and be the best in the industry. Two years sales experience is preferred but we are willing to train the right person. We offer a competitive compensation package as well as a full benefits package. Valid driver's license and vehicle required. Apply by sending cover letter and resume to [dawn.prudhomme@mwcradio.com](mailto:dawn.prudhomme@mwcradio.com); fax to **Dawn Prudhomme**, General Sales Manager at 715-848-3158 or snail mail to Dawn Prudhomme, General Sales Manager, WIFC Radio, 557 Scott Street, Wausau, WI 54403.

Are you a news, sports, talk radio enthusiast? Do you have successful outside sales experience? Are you a top performer? Are you aggressive? Do you like to compete as part of a team? Are you self-motivated? Do you attain your goals? If you answered "yes" to all of these questions, we have the job you've been looking for. We're looking for a news, sports and talk radio enthusiast who is an aggressive, self-motivated professional to join our team. Duties include growing sales and attaining sales goals by developing strong customer relationships, providing promotional ideas and co-op opportunities and presenting ideas to customers. Exceptional follow through and service a must. Experience with PowerPoint and Microsoft Word needed. 1-2 years outside sales experience preferred. We offer a competitive Base plus commission, full benefits package. Valid driver's license and vehicle required. If you thrive on accountability and you want to work in a top performing atmosphere, you'll enjoy great

benefits, unlimited earning potential and upward mobility opportunities. Send your resume TODAY to **Mike Rasmusson**, Director of Sales, Midwest Communications, Inc., 715 East Central Entrance, Duluth, MN 55811 or email [mike.rasmusson@mwcradio.com](mailto:mike.rasmusson@mwcradio.com) or fax to 218-722-5423

In today's online world, Digital Advertising is an essential component of every marketing campaign. **Townsquare Media** had exciting positions in Digital Media Sales and General Radio Sales. Townsquare Media has considerable resources to find new and innovative ways for local business' to reach our highly connected audience across our broad array of digital brands and platforms. We are looking for honest, highly motivated business-minded individuals. As a Digital Media Sales Representative and General Sales Representative, you will contact potential clients, present our new and innovative products and services. Townsquare Media is a 6 station radio group in Central MN and an Equal Opportunity Employer. Please send resume to: **Steve Lahr**, 640 Lincoln Ave SE, St. Cloud, MN 56304, Email: [stcloudcareers@townsquaremedia.com](mailto:stcloudcareers@townsquaremedia.com), Fax - 1-888-380-0565

Heritage Super Hits 99.9 KGOR in Omaha is scouring the world for the next person that has the skill set to handle mornings for a perennial market dominate station. Our ultimate candidate is an experienced professional that obsesses over show prep, excels at shaking hands, kissing babies, community involvement and is capable of doing what it takes to win in today's multi-media world. If you feel that is you, then submit your credentials to: [mailto:kgormorningsearch@gmail.com](mailto:mailto:kgormorningsearch@gmail.com) or visit [www.clearcareers.com](http://www.clearcareers.com) <http://www.clearcareers.com/>

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