

the Conclave *Presents*

THE TATTLER

Since 1975

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The Conclave is set to launch a series of ambitious webinars targeting those who have lost their jobs within the radio industry during recent budget cutting moves. **WHAT'S NEXT? A JOB SEARCH WEBINAR SERIES FOR RADIO PROFESSIONALS** will launch Wednesday, November 16 at 1:00 p.m. CST. Each webinar will feature professionals presenting various topics aimed at helping radio industry professionals seeking employment in the field. "Prepared To Be Hired" is the title of the first webinar, presented by **Laurie Kahn, Media Staffing Network** President, and Founder. This webinar is free, but preregistration is required by clicking on <https://www1.gotomeeting.com/register/442855248>. Future presenters include Executive Search expert **Tom Livingston, Jacobs Media's Lori Lewis**, and Re-employment specialist **Robert McDonnell** talking about such topics as, the use of technology to extend your reach and how to make a solid first impression. Details on these and all Conclave webinars may be found at www.theconclave.com. The **WHAT'S NEXT** series of webinars are sponsored by **Envision Radio Networks**, and have been coordinated with assistance of **Radio Ink**, and **Media Staffing Network**. All Conclave webinars are moderated by Conclave Board Member **Jay Philpott**, air talent at **Hubbard Radio's** 106-5 The Arch, WARB/St. Louis.

COMMENT: These are difficult times for many in our industry. Over the past few years, the norm for radio's 4th quarter has been the announcement of layoffs, but this year the numbers of jobless professionals has hit record numbers. The Conclave, in an effort to assist those hundreds recently unemployed, will be presenting a two-month long series of webinars aimed at helping the industry get back to work. These free webinars will feature vocational experts who will provide keen insights into not just job-seeking but job-holding, as well. - TK

The **National Radio Hall of Fame** Gallery opened last Saturday, November 5 at the Museum of Broadcast Communications in Chicago. The black-tie opening gala and national broadcast was in celebration of the induction of the Hall of Fame's Class of 2011, Radio Hall of Famer and TV legend **Larry King** emceed the broadcast that featured an all star line-up of presenters, including television icons **Jerry Springer** and **Bill Kurtis**, legendary sportscaster **Jon Miller** of the San Francisco Giants, Radio Hall of Famers **Susan Stamberg** of National Public Radio and **Orion Samuelson** of WGN Radio, renowned mystery writer **Sara Paretsky** and country singer **Rex Allen, Jr.** The 2011 inductees into *America's only* National Radio Hall of Fame inductees are: **Graham McNamee** (A sports casting legend, McNamee gained national prominence and was radio's most recognized national personality in its inaugural decade. **H.V. Kaltenborn** (The premier news commentator of radio's first great era. **Ronald Reagan** (The 40th president of the United States who was born in Tampico, Illinois and who began his storied career in broadcasting as an Iowa radio sportscaster where he once announced Chicago Cubs games for WOC/Davenport, Iowa and WHO/Des Moines, Iowa. **Gangbusters** (The iconic radio crime drama series that dramatized FBI cases and was produced in close association with Bureau director J. Edgar Hoover during the great American crime wave of the 1930s. **The Great Gildersleeve** (One of radio's earliest spin-off programs, it was built around Throckmorton Philharmonic Gildersleeve, a bombastic character with a remarkable ensemble cast that was first introduced to radio audiences as a staple on the Fibber McGee and Molly show, also a Radio Hall of Fame inductee (1989). **WLS National Barn Dance** (First broadcast in 1924, it was the first acclaimed country music show in radio history -a direct precursor of the Grand Ole Opry. **Suspense!** One of the most compelling radio dramas of all time, this program from the Golden Age of Radio was subtitled "radio's outstanding theater of thrills". The 2011 selections were made by the 27 members of the National Radio Hall of Fame Steering Committee, a diverse group of radio executives, historians, academics and civic leaders.

Herman Cain's fourth sexual harassment accuser is a former staff member at two Chicago radio stations. **Sharon Bialek** worked at Tribune Talk WGN-A in 2001-04 and at **CBS Radio Talk WCKG** (now WCFS, a simulcast of News WBBM-AM) after that. Bialek made her accusations about Cain, then the President of the **National Restaurant Association**, at a press conference with attorney **Gloria Allred** last Monday.



PREPARED TO BE HIRED!

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Conclave Webinars are FREE! Visit www.theconclave.com for details!



Conclave Webinar!

Wednesday November 16th at 1 PCT! It's free! Sign up now!!

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

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Last week, Sen. **Chuck Grassley** (R-IA) said that he will vote to block the nominations of Democrat **Jessica Rosenworcel** and Republican **Ajit Pai** to the FCC because the agency has thus far refused to turn over documents related to the controversial waiver grant to wireless operator **Lightsquared**. Grassley said he will suspend the nominations when they hit the Senate floor, saying, "I will object to proceeding to the nomination because the FCC continues to stonewall a document request I submitted to the FCC over six months ago on April 27th, 2011, regarding their actions related to Lightsquared and **Harbinger Capital**. It not only sets a dangerous precedent for a federal agency to unilaterally set the rules on how it engages with Congress — it also prevents any meaningful ability for the vast majority of Congress to inform themselves of how an agency works." Lightsquared's proposed wireless broadband network has come under scrutiny because of alleged interference with the nation's GPS system. Republicans are concerned that Lightsquared officials are too cozy with the White House. Grassley believes the documents he's demanding will prove there is an unholy alliance between the company and the nation's President.

COMMENT: Here's a great example why certain politicians (and radio commentators) need a remedial course in logic. Rosenworcel and Pai are NOT members of the FCC. They would like to be. If they were, they might wish to help the good senator from Iowa with his request. If they are not members of the FCC, they cannot. If, indeed, they become members over the objections of Sen. Grassley, one wonders how enthused they will be about assisting the Senator in his quest for information. Oh, the games people play. - TK

Cuts have come to **Cumulus Media Networks**. Former Conclave faculty member and VP/Programming & Distribution **Maureen Lesourd** is out. In addition, Affiliate Relations reps **Dave Allison** and **Brian Curry**, LESOURD's assistant **Amy Stephenson**, Operations Director 24/7 Formats **Chris Miller**, Today's Best Country host **Jeremy Robinson**, along with Finance Manager **Brian Kaefer** will exit.

In an amazing display of the power of social media, **Hubbard Radio** WTMX/Chicago's **Chris Petlak** has won an industry election to be named "Radio's Interactive Superstar." **Jacobs Media** sponsored the contest which was designed to highlight the digital and social media talent throughout the radio industry, as well as showcase examples of the great digital work being done by local stations. (The Jacobs Media web site received more than 43,000 votes over a one-week period, the result of

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each of the contestants marshalling their social networks and communities to generate votes.

"At this year's Summit, we wanted to highlight the outstanding work in social media and digital that's being done at radio stations," said Jacobs Media Dir./Digital and Social Media **Lori Lewis**. As part of his prize, Petlak will host a presentation at the *Jacobs Media Summit* on December 7th.

The **Detroit Hispanic Development Corporation** (DHDC) has honored **Specs Howard School of Media Arts**' Vice President of Industry Relations **Dick Kernen** with the *Dream Makers Gala Partner Excellence Award*. Kernen was selected for his dedication and commitment to the DHCD mission in the past year through Specs Howard School of Media Arts. Among the reasons for his selection are his contributions, counsel and support, which helped DHCD build the capacity to serve more children and their families in educational partnerships with the school. DHDC formed in 1997 with the goal to reduce neighborhood violence by encouraging the leaders of several rival gangs to call a truce and "retire" in return for jobs in local Hispanic-owned manufacturing companies.

Earlier this week, **Saga** held their quarterly conference call in front of company members. As part of the call, CEO **Ed Christian** conducts a mini-press conference, taking questions from Saga employees. CFO **Sam Bush** read a submitted question about whether Saga, with more focus on local radio and talent, might earn a "competitive advantage" against a "national format." Ever the careful executive, Ed said everybody sees the radio business differently, telling listeners to the call that he's always steered Saga on a different course concentrating much of his company's attention on secondary markets. As such, Christian said "our ability to provide community service is what's important." And he allows that small markets "can be richer in terms of an emotional experience."

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 Registration form!

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In lieu of radio's post-RIF environment, longtime programmer consultant **Tracy Johnson** is offering a limited-time discount of the book that formed the cornerstone of his 2012 Conclave Learning Conference session of the same name - **Morning Radio Revisited** - for just \$19.95. This special offer is extended to any broadcaster that is looking for work and needs encouragement or to polish their skills to be prepared for that next opportunity. Tracy adds that it's also for students and aspiring personalities or programmers that could use a break, as well as those who are employed and would like to help someone that could use a break. The offer is on the "honor" system, and not designed to be discounted for everyone...just for those who need it. To learn more about this offer, visit <http://www.tjohnsonmedia.com/?wpse-product=morning-radio-revisited-discount>.

Also helping RIF'ed radio folks, **Nielsen BDSRadio** is offering its a data to radio free agents - a free log-in to bdssradio.com. BDS honcho **Raphael George** says "We want to help those who have recently been caught in the waves of personnel moves" so they can "remain in touch with formats, competitive battles and the industry." The service's Director of Sales has a free log-in - email <mailto:Raphael.George@nielsen.com>.

The **Minnesota Twins** reached across the river and hired **Milwaukee Brewers** play-by-play announcer **Cory Provus** as their new radio voice, taking the place of retiring **John Gordon**. Provus had been the Brewers' secondary play-by-play voice behind **Bob Uecker** for three seasons and has also called **Chicago Cubs** and **University Of Alabama-Birmingham** football, men's basketball, and baseball before that, will work alongside **Dan Gladden** on flagship **Hubbard** Sports KSTP-AM (1500 ESPN)/St. Paul-Minneapolis and the Twins radio network. "The Minnesota Twins are thrilled to have this opportunity to introduce one of baseball's rising broadcast stars to fans across Twins Territory," said Twins president **Dave St. Peter**. "Cory Provus' broadcast style, baseball acumen and sense of humor will be a strong complement to the outstanding work of Danny Gladden ... Cory, Dan and company are certain to carry forward the tremendous legacy of Twins radio established by the likes of **Halsey Hall, Herb Carneal and John Gordon**."

Wow: a \$3.5 million deal in Waterloo-Cedar Falls, Iowa. The seller is Charlotte-based **Bahakel Communications**, which exits the Iowa market after several decades of ownership with the sale of two AMs and two FMs. Buyer is station owner and *Dubuque Telegraph Herald* owner **Woodward Communications**, which enters Waterloo-Cedar Falls. The stations are "Rock 108" KFMW,

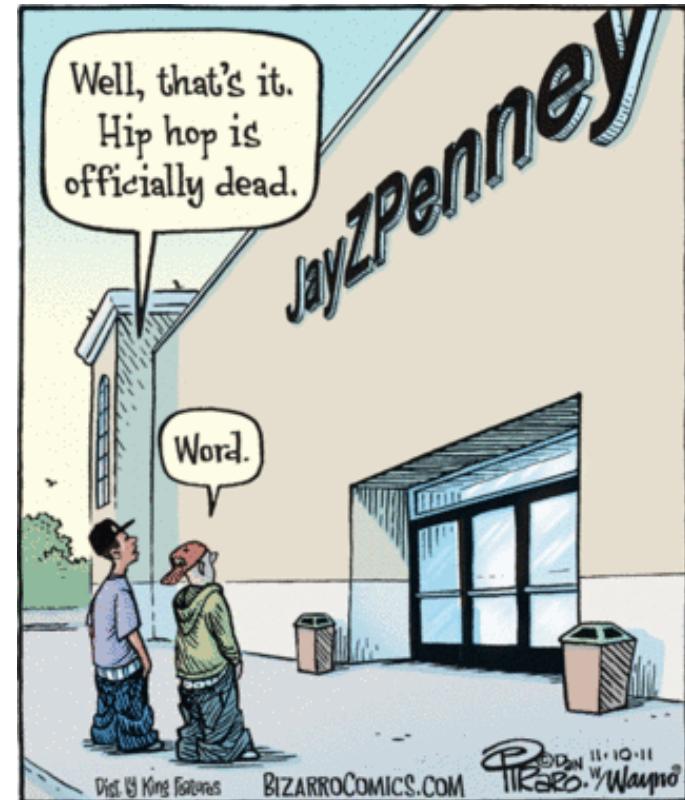
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In partnership with **The Intercollegiate Broadcasting System** and **dmr/Direct Marketing Results**, The Conclave has launched an important college radio/webcaster scholarship competition. **The Doug Lee Memorial Scholarships** – given annually to college students in the name of the founder of the Conclave – will be once again assisted by IBS, who not only will help the Conclave publicize the availability of the scholarships but who will also provide the pool of candidates for the competition. To qualify for the Conclave scholarships, a student must be working/volunteering at an IBS member radio station or webcaster. The two scholarships – worth \$1000 each - will be awarded on the basis of an essay submitted by the candidate. This year's scholarships once again are being made possible by a generous grant from dmr/Direct Marketing Results (<http://www.dmrinteractive.com/>) the leading provider of strategic marketing consulting and services to the broadcast industry.



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Clear Channel has flipped Top 40 WDTW (106.7 The Beat) to Classic Rock as 106.7 The D. The company also owns Top 40 WKQI (Channel 95.5)/Detroit.

Former **Beasley** Top 40/Rhythmic WRDW (Wired 96.5)/Philadelphia PD **Leo Baldwin** is the new PD at **Radio One** Top 40 WNOU (Radio Now 100.9) and sister Top 40/Rhythmic WHHH (Hot 96.3)/Indianapolis. He replaces both **Tim Rainey** at WNOU and **Brian Wallace** at WHHH.

Clear Channel/Detroit promoted General Sales Manager **Jeff Luckoff** to Dir./Sales for its 4-station cluster.

Minnesota Public Radio Triple A (The Current)/Minneapolis-St. Paul has announced today (11/7) that after more than six years, MD **Melanie Walker** is leaving to accompany her husband, the former **Warner Brother's** Twin Cities rep **Aaron Michelson** as he begins a new position with music management company **Q Prime** in San Francisco

Tribune Talk WGN-AM/Chicago PD **Bill White** adds the duties of News Director duties at the station to his growing resume.

CBS Radio Classic Rocker WNCX/Cleveland has brought back former Conclave TalenTrak faculty member **Tim Slats** as the station's wake-up voice.

Radio One/Cleveland has tapped **Tara Thomas** as Head of Marketing and Promotions for the cluster.

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 who 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.).

The opinions expressed in the TATTLER are not necessarily the opinions of the Conclave or its Board of Directors. Differing viewpoints are welcome to be submitted for publishing. Send them to the TATTLER, 4517 Minnetonka Blvd, #104, Minneapolis, MN or email <mailto:tomk@theconclave.com>.



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Last name ***as it will appear on your badge

Company ***as it will appear on your badge

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***IMPORTANT: There will be a \$50 fee assessed to change your badge info! Make sure of all info is correct!!

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I want to make a donation of \$25 \$50 \$100 Other: \$_____ to the non-profit Conclave Send a receipt, please.

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

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

My primary position: GM OM PD Sales Mgr/Acct. Exec Promo. Director Prod. Director Air Talent Other _____

Your format: AAA/Alternative/Rock AC/Hot AC Christian/Religious Classic Rock/Oldies/80's/Jack-type Country News/Talk/Sports Non-Comm/Public

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The 37th Annual Conclave Learning Conference

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TATTER Jobs

KM Communications is looking for talented people looking for our Midwest stations. We have stations in small markets in Illinois and Iowa. Please visit our web site at <http://www.kmcommunications.com> for exact station markets. An ideal candidate would be able to multi-task and understand how to run a small business. If you have a love for local small market radio with a drive and know how to succeed we should have a conversation. Please forward your resume and aircheck to jobs@kmcommunications.com

The **CBS Radio-Cleveland** Cluster Stations of WDOX-FM, WNCX-FM, WQAL-FM and WKRC-FM are accepting applications for Sales Account Executive positions to prospect and develop new clients. Primary responsibility is to sell advertising time to new and current clients. This position involves prospecting on the telephone and in person as well as developing advertising solutions using the power and reach of our stations. Previous sales experience is desired, but transferable work skills will be considered. Energy, enthusiasm, a strong desire to succeed and reliable transportation are a must! Apply online: <http://www.cbsradio.com>

Rock 94-7 wants YOU to join our sales team. If you have two years of sales experience, a terrific work ethic, a reliable vehicle, good driving record and a valid driver's license, we want to talk to you TODAY. Full benefits, a top-notch training program and generous compensation are YOURS if you're the right person for this job. Fax your cover letter and resume today to **Brett Lucht**, Market Manager at 715-848-3158, email to brett.lucht@mwcradio.com or mail to Brett's attention at Rock 94.7, 557 Scott Street, Wausau, WI 54403.

The Drive 94.3, 99.7 is looking for a highly motivated Advertising Sales Rep to work out of our Appleton, WI office. This is a full-time sales position. We're looking for an individual with at least two years of success in outside sales, great prospecting skills, a positive attitude and great customer service skills. We offer continuous training, a competitive base/commission compensation package, a bonus structure as well as a full benefits package. A reliable vehicle, a valid driver's license along with a good driving record are required. If you feel limited in your current situation, take charge of your career and fax your cover letter and resume today to **Rob Atwood**, General Sales Manager at 920-321-2300 or email to rob.atwood@wydrthedriver.com TODAY. You can also mail it to Rob's attention at 1420 Bellevue Street, Green Bay, WI 54311.

Advertising Sales Representative (KDAL-AM/WDSM/WGEE). 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 or fax to 218-722-5423. mike.rasmusson@mwcradio.com

WIBW Radio, a division of **Morris Communications Company**, is looking for an outgoing, self-motivated and organized professional to represent our stations at public events. The Promotions Assistant/Remote Broadcast Engineer will aid in developing and executing promotional initiatives to include planning events for our stations and efforts in marketing the stations to new audiences. This will include clerical duties, listener relations, setting up and working live broadcasts/events and other tasks assigned by management. Prior radio experience preferred, but not required. Applicants must be available to work evenings & weekends. This is an exciting job opportunity helping coordinate live appearances by our announcing staff, helping coordinate the 94.5 Country Stampede and other station events and working with our clients in their promotional efforts. Send your resume to: **Kala Livingston**, WIBW Radio, 1210 SW Executive Drive, Topeka, Kansas 66615 or email it to kala.livingston@morris.com.

Midwest Communications has an immediate opening for a General Sales Manager for top-rated KTCO-FM based in Duluth, MN. This position requires a proven track record of sales success. We are looking for an individual with prior management and sales experience with the ability to lead people. We need someone who can recruit and train the very best people and who can listen, coach, and provide feedback to motivate our talented, growing sales staff. We need someone who is an IDEA GENERATOR who will provide our Marketing Consultants with a multitude of revenue creating ideas. We need a coach who is ready to hit the streets with our team members and coach in the field. We need a coach who likes to make money and is ready to work hard. We offer a challenging position on a strategic management TEAM who never say die, some of the best training in the industry, competitive salary and bonus structure, a full benefits package and unlimited opportunity for the right individual! If you're ready to work hard on a winning team, send your resume TODAY via e-mail to susan.nash@mwcradio.com, Fax it to 218-722-5423 or mail it to **Susan Nash**, Market Manager, **Midwest Communications, Inc.**, 715 East Central Entrance, Duluth, MN 55811.

Develop new business accounts; service & maintain account list. Establish working relationships with individuals in the business community. Previous media sales experience and excellent interpersonal skills required. Must be willing to develop an account list of new clients. BA/BS preferred. No phone calls please. To be considered for this position, please apply online at www.entercom.com and click on "Careers."

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Brothers Broadcasting, a family owned regional broadcasting company in Rensselaer Indiana, half way between Chicago and Indianapolis is looking for Local Account Executives. The ideal candidate should exhibit talent, initiative, team skills, effective communication ability and high ethical standards. Interested candidates should email their resumes to **John Balvich** at johnb@1560wrin.com

KXPO AM/KAUJ FM in Grafton, ND has an opening for a full-time Play by Play/Sports Director. You'll cover high school football, basketball, hockey, baseball etc. Must have valid drivers license. Salary commensurate with experience. Send materials to Human Resources, Simmons Broadcasting, 856 W. 12th St. Grafton, ND 58247

Large rural ag FM/AM stand alone seeks a strong operations manager with good character, BIT-onair-production experience, community appreciation, normal station work, including strong input on programming issues. Apply to employment@wgfaradio.com. Please go to <http://www.wgfaradio.com> and fill out on line application.

Entercom Indianapolis WZPL, WNTR and WXNT radio stations are accepting applications for openings in our media sales department. If you're a self-starter, motivated, creative and goal driven, why not consider joining our team! We've got the brands, tools, training and market heritage to put you on the road to success. Candidates must possess exceptional communication, presentation and negotiation skills. One year previous broadcast experience preferred. To be considered for this position, please apply online at www.entercom.com and click on "Careers."

Do you have killer production skills? Do you know how to take a boring script, and make it jump out of the speakers? Can you handle high stress situations? When someone gives you a deadline, do you laugh, cause you already got the job done yesterday? Can you work with sales and programming to create the best commercials and imaging in Chicagoland? If you can honestly answer yes to all of these questions, then I better hear from you ASAP! We need a new Production Director, who is gonna take our sound to the next level. Sooooo, this is what I need you to RUSH ME ASAP...your rez, production demo less than 3 minutes in length please, and some references...YOU KNOW...Peeps that will tell us that you are the greatest thing to happen to production since the invention of digital editing software and track lighting. This gig is full-time with benefits, plus we will give you all the free coffee you can handle. Oh, the perks right?! We are a fun crew here, who still remembers that this biz was built on fun and creativity! So, if you are ready to smile while working in radio again....Email your stuff now to wild@star105.com

Are you ready for a job where YOU decide your own future? Do you have strong leadership and communication skills along with knowledge of pricing strategies and inventory control? Do you understand customer needs? The candidate we're looking for has the ability to quickly understand and size up opportunities and/or problems and respond with creative ideas and solutions. Do you have the ability to set and achieve goals and create and execute sales plans necessary? An extensive knowledge of research tools and resources a plus. An in-depth knowledge of and involvement in marketing and business development is preferred. Excellent interpersonal, listening and presentation skills along with the ability to develop relationships with support staff, clients, advertising and buying community a must and excellent negotiation, planning, persuasion and decision-making skills a must! We offer a very

competitive salary plus incentives and a great benefits package. If you are a proven sales professional possessing the above skills, contact **Michael R. Klein**, Director of Sales Michigan Region, **Midwest Communications, Inc.**, 4200 West Main Street Kalamazoo, Michigan 49006, e-mail mike.klein@mwcradio.com or fax to Mike Klein, at (269) 345-1436 immediately.

Prime opening at Top Rated station in Springfield, MO KTTS is searching for a Morning Show Co-Host to partner with our new Morning Show talent, **Bobby Baldwin**! If you have an outstanding personality, can relate to and be a champion for 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@ktts.com Or mail to: Mark Grantin, Program Director, KTTS, 2330 West Grand Street, Springfield, MO 65802.

WBEV & WXRO is seeking a teammate in Partners Services to be a part of our continued growth. Responsibilities may include, but not be limited to: Writing sales orders and all other internal administrative task that relate to corporate partnerships Attending partner meetings Participating in idea brainstorming sessions for marketing campaigns Creating presentations to be delivered to current and prospective marketing partners Working station events, community events, and promotions including hosting hospitality at events Utilization of all research tools to assist team Servicing existing and potential marketing partners Updating of training manual Identifying innovative revenue opportunities and new potential partners Earning additional opportunities based on mastering the above Various administrative duties The successful candidate will possess the following: Strong organizational and time management skills Excellent writing skills Strong Interpersonal skills Creativity Proficiency in Microsoft Office and Photoshop All teammates are expected to bring a positive attitude to the work place and to perform other duties as may be required for the efficient operation of **Good Karma Broadcasting**. Please send resume and cover letters to careers@gkbsports.com.

The **Clear Channel/Milwaukee Sales** Assistant position provides a variety of administrative duties within our sales department The ideal candidate needs to be energetic and personable with an interest in pursuing a sales career . At a minimum, this position will include the following: Administrative duties as assigned. Coordination of promotions for advertisers. Order entry. Coordination of client production/copy. Collections. Website updating. Creation of reports and presentations. Internet Research. Switchboard SKILLS AND QUALIFICATIONS OF POSITION: This position requires a close working relationship with the Directors of Local and National Sales, and Account Executives. Skills and qualifications for this position at a minimum will include the following: Working effectively as an individual . Computer literacy (MS Word, Power Point, Excel, Outlook a must). Html experience is a plus. Availability to be present at off-site promotional events. Excellent organizational, written and oral communication skills with superb attention to detail. Valid Driver's License. Background in media, particularly as a sales assistant or related experience This is an entry level, full-time (32 -40 hours per week) position with full-time benefits. Email your cover letter and professional resume to **Melody** at milwaukeejobs@clearchannel.com, Subject Line: Sales Assistant.

Employer: AM950 The Progressive Voice of Minnesota is the only progressive Talk Radio Station in the Twin Cities that broadcasts local and nationally syndicated Talk Show Personalities. Learn more at www.am950radio.com. Job Title: Account Executive / Sales. Job Description: Responsibilities include daily sales and service calls on local area businesses. Position involves prospecting, cold calling and making oral and written sales presentations. Account Executives work under the direction of the sales manager, are responsible for managing their accounts including collections and must attend station meetings and sales trainings. Account Executives report to the Sales Manager. Qualifications: Applicant must be able to communicate effectively, enjoy meeting people, able to work independently and able to manage time and priorities. Applicant must have the ability to calculate mathematical figures, write proposals and business correspondence. Applicant must have a car and valid driver's license. Experience required in Microsoft Excel, Word, Outlook and Power Point. Hours: Full time position. Salary: Employees receive a base salary of \$36,000 and move to commission based employment within one year to one and one-half years. Health insurance and dental care provided. Work Location: 11320 Valley View Road, Eden Prairie, Minnesota. Please send a resume to at manager@am950radio.com.

News Talk Radio WHIO AM/FM, part of **Cox Media Group Ohio** (CMGOhio) has an immediate FULL-TIME opening perfect for someone who loves news & talk radio! This is a benefits eligible 40 hours per week position and is the perfect next step career move for a broadcast professional looking to connect with a top media company. This position is located in Dayton, Ohio. Job Requirements: Knowledge of commercial radio control board operations. Commercial radio broadcast experience in News writing. Pleasant news reading voice a plus. Working knowledge of Adobe Audition 1.5 a plus. 3 years Commercial Broadcast experience required. Position Summary: Work 5 overnights (Sunday thru Thursday) Handle control board & transmitter responsibilities of 3 radio stations. Edit & label numerous news sound bites. Write news stories hourly. Voice new stories. Audio Production Duties. Position Responsibilities: Transmitter Operations Tower Light Readings EAS Tests & Alerts - Sent/Received Very dependable Reliable transportation Willing to

work overnight & weekends Salary is commensurate with broadcast experience To apply, Submit: Personalized Cover Letter Related Resume Commercial Broadcast News Air-Check (MP3) to: tommy.collins@cmgohio.com

Are you looking for a solid, respected, recognized long-term broadcasting operation to call home? **Midwest Communications**, Inc., a family-owned radio group in business for 50 plus years, is accepting applications NOW for potential future Market Manager positions. The successful candidate for this position will be responsible for providing leadership and direction to sales, programming, engineering, administrative and web along with support staff including training and supervision, and development of a skilled and motivated workforce. This individual will set and ensure achievement of budgets, goals and operational objectives. Developing and executing strategies to respond to customer and listener needs, market demands and competitive opportunities utilizing various programming and sales resources required. Applicants must have a proven track record of sales, revenues and ratings success along with a minimum of 5 years of radio management experience with proven leadership skills in a competitive environment, strong financial and budgetary skills, team orientation, as well as excellent analytical and problem solving skills. Exceptional communication and interpersonal skills are a must. The ability to motivate others and work under pressure is required. We offer a very competitive salary plus incentives along with a great benefit program and the tools and training to succeed. Interested candidates should apply to **Jeff Wright**, Vice President Sales, Midwest Communications, Inc., 1420 Bellevue Street, Green Bay, WI 54311 or e-mail jeff.wright@mwcradio.com or fax to the attention of Jeff Wright at (920) 321-2300.

All listings in The TATTLER represent equal opportunities and are provided free of charge. To place an ad, send particulars to: tomk@theconclave.com no later than Wednesday evening for Thursday publication. No calls unless otherwise specified.



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