

the  
Conclave Presents

# THE TATTLER

Since 1975

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The **Rush Limbaugh** show is claiming that the pressure it's under, due to the things the nationally syndicated talk show host said about **Sandra Fluke**, was planned by the **Democrats** and an attempt at censorship. According to an op-ed in **Politico**, Limbaugh spokesperson **Brian Glicklich** says that the opposition "started organizing a protest (over the incident) almost three years ago...planned ahead and activated at the first moment [**David Brock** (**Media Matters**) could manipulate a media frenzy." Glicklich wrote that Media Matters "stands for censorship...Their ginned-up election year anger is directed at the words of their media political opposition – similar expressions are ignored when used by their allies. It's different, they claim. The truth is that they are hypocrites...Let's be clear – most advertisers aren't making a political statement when they decide where to spend their money. Most chose varied programs to reach audiences with different points of view...But, Media Matters says you can't talk to that audience anymore. And when these businesses shrink, because they've lost access to half of their customers; when they lay off employees or even shut down, who will Media Matters blame? Probably not themselves." Glicklich compared Brock to other "censoring thug(s)" attempting to silence free speech. "We don't need self-appointed monitors. Black-list censors are some of the most reviled characters in U.S. history. One day, Media Matters will join that list as an advocacy that lost sight of its mission, which was to promulgate a point of view, in order to adopt a darker one, which was to deny that right of expression to others," said Glicklich. *COMMENT: Obviously, the industry is still having trouble sorting Rush-gate out. Many think free speech, especially speech originating over the public's airwaves – should be delivered responsibly or it may trigger consequences. Attacking a private citizen with name-calling and lewd references to seeing that citizen's sex tapes in a multiple-day barrage crossed the line for many, including the folks at Media Matters. And it appears we haven't heard the last opinion about Rush's ranting. However, if*

*Glicklich is right – that Media Matter's David Brock started organizing a protest three years ago over an incident that occurred just 3 weeks ago – the Conclave will be asking Mr. Brock for investment advice, not to mention selecting Saturday's PowerBall numbers, right NOW!*  
- TK

Baby Boomers now make up 35% of the U.S. adult population, according to a recent study from **Scarborough**. Baby Boomers read the national news (28%), make travel reservations (23%) and gaining medical service and information online (14%). On the radio, Baby Boomers listen to Adult Contemporary (30%), News/Talk (28%) and Classic Hits (25%). "Baby Boomers remain an essential demographic since they reap the rewards of having had long careers and no longer have young children to care for," said Scarborough EVP/Commercial Development **Brian Condon**. "Baby Boomers represent a segment of the American population that has a thirst for adventure, and the financial freedom to explore that passion."

Radio and TV "have made significant strides" with online, says **BIA/Kelsey**. **Dr. Mark Fratrick** says in 2011, "local television stations saw a 19% increase in their online revenues to \$536 million for total industry online revenues. Local radio stations saw a 15.1% increase to \$439 millions." Fratrick has been promoting online for years as a way for radio to make up some of the lost revenue elsewhere by pursuing digital strategies. BIA/Kelsey is predicting a nearly 12% compound annual growth rate for radio's digital, through 2016. From valuable local content, to cross-promotional opportunities between on and off-air, and a trained sales staff that understands the local market and the advertiser community, the core assets of local stations give them a competitive footing in the online arena," said Fratrick.

Congratulations to **Jamestown College's** student radio station! The 4,000-watt station located in Jamestown, ND on 88.1, launched March 16<sup>th</sup> at 10p.m. during a celebration party on campus. The college already has a TV station, JCTV-16. Last fall, the college gained enough support to use their FM permit to hang an antenna and start broadcasting a signal. "Things took off with **Dakota Central Telecommunications** (Daktel) and other donors – and that allowed us to have a great space for JCTV and The Collegian (newspaper)," Student Media Center Director **Steve Listopad** told the paper. "But none of this work with the radio station would be possible without [KSJB-AM/KSJZ-FM VP/GM] **Rick Pfeiffer** with **Chesterman Communications** as well as Daktel," he said. Listopad said Chesterman provided the initial funding to begin build-up of the station's antenna and tower, and that Daktel was a major component in providing tech support.

# JUST 9 DAYS LEFT

to save \$100 on the 2012 Conclave Learning Conference.

Tuition is STILL \$299 through March 31, 2012.

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The radio stations that perform best under BBM Canada's Portable People Meter™ (PPM™) audience measurement in Canada's five largest markets are differentiated by their abilities to attract large daily Cume audiences, get listeners to tune into them multiple times each day and generate significant out-of-home listening. These are the key findings of "The PPM DNA of Canada's High Performance Stations," a new study released today by media research firm **Coleman Insights**. A presentation of these findings was debuted this morning in a session at Canadian Music Week's RadioActive conference in Toronto. "Our findings are similar to those we uncovered in a similar analysis of American PPM data in 2009" said Coleman Insights vice president Doug Hyde, who authored the study and presented its findings in Toronto with president and chief operating officer – and Conclave Board member - **Warren Kurtzman**. "They support the idea that those radio stations that are well-known, have clearly-defined positions and have brand attributes that listeners want to affiliate with are the most likely to perform well under PPM measurement." The study compared a full year of audience data on 13 "High Performance Stations"—so designated because their Adults 18-49 audience shares were significantly larger than the shares of competing stations—to 68 other stations in Calgary, Edmonton, Montreal, Toronto and Vancouver using InfoSys+ Radio software from BBM Analytics. A detailed written report summarizing the study's findings is available for free download at <http://www.ColemanInsights.com/ppm>.

**JUST 9 DAYS REMAIN TO SAVE ON LEARNING CONFERENCE TUITION, NOW JUST \$299!** The 2012 Conclave Learning Conference will get underway beginning on Wednesday morning July 18th at the **Doubletree Park Place Hotel** in Minneapolis, wrapping up Friday afternoon, July 20. A complete agenda will be announced shortly, but you can gain entrance for just \$299 – the lowest tuition you'll find for any conference anywhere in the industry - if you act now. But hurry, tuition rises to \$399 on April 1<sup>st</sup>! Click on <http://www.theconclave.com/register/Conclave2012Reg1012012.pdf> to download a 2012 Learning Conference Registration form!

**Entercom** Hot AC WZPL/Indianapolis and **The Smiley Morning Show** have taken the advice of women listeners and may have invented a unique way to meet guys. The morning show envisioned a wheel with 5 men literally sitting on it, ladies line up for a "spin to win" a man! The wheel has been built by a morning show listener. Ladies will start lining up to spin the wheel at a local venue. Each lady will spin the giant 6-foot wheel full of 5 single guys. The lady will get an immediate 10 minute mini date with whatever guy the wheel lands on. If things go well, they'll get a free dinner for 2 at **Brewstone Beer Company**. If not, the ladies can mingle and meet other single guys.

Villa Park, IL-based band **The Folds** "Let's Go Cubbies" has won the fan vote during the official **WGN Radio Cubs** song for the 2012 season. The band will perform the song live at Wrigley Field's **Captain Morgan Club** on April 5<sup>th</sup> during **Jonathon Brandmeier's** Opening Day show on WGN. The station's website said "the talent, effort and passion for the Cubs that was displayed was simply amazing!"

**Hubbard** Country WIL/St. Louis announces their "2012 Cornbread Idol", a singing contest for March 31<sup>st</sup>. Each contestant will get 90 seconds to perform a song of their choice a cappella. The song will then be uploaded to the station's website for listeners to vote for their favorite Idol. The winner will perform during a taping of WIL's St. Louis Country TV Show, performances at additional WIL events and a pair of tickets to each Country show this summer at the **Verizon Wireless Amphitheater** in St. Louis.

**JACOBS, MEYER TO RECEIVE CONCLAVE ROCKWELL AWARDS!** The Conclave is proud to announce that **Fred Jacobs**, President **Jacobs Media**, and **Rich Meyer**, President & CEO of **Airplay Intel** are recipients of the **2012 Rockwell Award**. They will be honored at the annual awards luncheon during the **Conclave Learning Conference** Friday, July 20 in the **MusicMaster** Room of the Doubletree Park Place Hotel in Minneapolis. **Fred Jacobs**, Jacobs Media, is known for the creation of the Classic Rock format. Founded in 1983, Jacobs Media consults leading broadcasting companies in North America and conducts research for both commercial and public radio stations, Arbitron and other organizations and companies. Also, Jacobs Media has become a major player in mobile applications forming jacAPPS in 2008. To date, jacAPPS has developed 530+ apps primarily on the Apple and Android platforms generating more than 13 million downloads. **Rich Meyer** founded Airplay Intel in 2009 and now consults more than 100 major market PPM measured radio stations. In 1985, Meyer and his wife Nancy pioneered Mediabase, the innovative airplay monitoring service that changed the way the industry reported reality! Meyer's experience also includes major market Program Director positions in Columbus, Chicago, Denver and San Diego. You are invited to share in honoring Fred and Rich. You can register now to attend the Awards Luncheon by clicking on [http://www.theconclave.com/register/clc\\_register.php](http://www.theconclave.com/register/clc_register.php).

Congratulations to **Jenna Dennison**, another **Conclave Scholarship** winner! Jenna, one of **Brown College's** Scholarship winners from 2010, grabs her first job at Country WALS/Peru, Illinois! Jenna graduated in December, took some time off to do community service work in Hawaii, came back and landed her new gig! Also, congrats to another scholarship winner! **Sanni Brown Adefope** – a Broadcast Center Scholarship winner 5 years ago – was named to the KFAI/Minneapolis Board of Directors!

Former Conclave faculty member and legendary **CBS WCCO-TV/Minneapolis** anchor and Talk **WCCO-AM/Minneapolis** midday host **Don Shelby** is back. Shelby retired in 2010, but resurfaces at the Morning host for radio news network and online news provider **BringMeTheNews**, effective April 4<sup>th</sup>, airing on almost three dozen stations seven times during morning drive. Shelby will also be reporting and developing original content for the service, and will host a segment called "Shelby Shares," shining the light on communities throughout Minnesota.

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At The Conclave Learning Conference  
Wednesday, July 20



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**Newsweb** Adult Hits WKIF/Chicago appoints **Steve Touhy** OM/GSM. Touhy was previously OM/Mornings at **StarRadio** Classic Rock WYKT/Chicago.

**Clear Channel**/Toledo ups Top 40 WVKS APD/MD/afternoons **David "Boomer" Mazur** to PD. Talk sister WSPD-AM Executive Producer **Katie Hileman** becomes the APD – a position created when former APD **Nathan Reed** became OM last fall.

**Entercom**/Madison OM **David Moore** hires **Dan Kennedy**, most recently Imaging Director/Morning host at **Sandusky** Modern Rock KLCK/Seattle as Production Director. Kennedy will also host afternoons on AAA WMMM, while also being the APD for Adult Hits WCHY. **Ed Johnson** moves from Production Director to Assistant Production Director.

**Three Eagles** Country KZKX/Lincoln PD **Rob West** exits after less than a year with the station. Mike Scott, formerly of **CBS** Country WYCD/Detroit, is the new PD/afternoons.

**NRG Media** Top 40 WHTQ/Wausau-Stevens Point, WI names **Marty Brooks** MD/afternoons! Brooks previously did mornings at **Schurz** Top 40 KRCS/Rapid City, SD.

**Cumulus** Hot AC WWWM/Toledo has flipped to Top 40 after adding **Andrew Z in the Morning** last week.

**Saga** Top 40 WDBR and sister Jack WABZ/Springfield taps **Jason Addams** as PD! Addams will also do afternoons on WDBR.

**Great Plains Media** Country KMXN/Topeka APD/MD/Production Director **Kyle Kristofer** is out.

**Clear Channel** Spanish Sports W248BB/Chicago will carry Spanish-language play-by-play of all **Chicago White Sox** regular season games this year. The station added **MLS's Chicago Fire**, too.

**Federated Media**/Ft. Wayne announces the promotion of **Jim Allgeier** and **Joel Pyle**. Effective immediately, Jim assumes the role of Market Manager while Joel is upped to Director of Sales.

**Federated Media** Talk WOWO-AM/Ft. Wayne will simulcast on FM at 92.3, effective April 1<sup>st</sup>. The simulcast replaces Classic Rock WFWI.

**Cumulus**/Toledo is bringing back "The Zone" – Toledo's New Music Alternative on 100.7. On Monday, the WXKR-HD-2 FM translator signal flipped from Top 40 to Alternative under Sr. Rock Programmer **Dan McClintock**.

**Impact Radio**/Boise names **Mark Feather** as the direct PD at Variety Hits KSRV-FM and Rhythmic KWYD. Marks has programmed in Kansas City, Denver, Bakersfield and Riverside. He's also worked at **Hits Magazine**, **Sirius XM** and **Westwood One**.

**SCHOLARSHIP DEADLINE NEARS!** Just 9 days remain to apply for Conclave scholarships worth thousands of dollars: March 30, 2012. The 2012 Radio and Music Industry Scholarship Program, offers 5 scholarships worth nearly \$90,000 – three of them specifically aimed at helping an applicant join the broadcasting industry! Qualified persons may apply for scholarships to **Broadcast Center** in St. Louis (MO), **Brown College** (MN), and **Specs Howard School of Media Arts** in Southfield (MI) until March 30<sup>th</sup>. In addition to the scholarships listed above, The Conclave also will also be awarding three baccalaureate scholarships - two **Doug Lee Memorial/IBS/dmr Scholarships** that will be won by members of college radio (deadline for application: March 30), and the **Marc Birger Memorial Scholarship** that will be awarded to a Communications major at Kean University of New Jersey. These scholarships will be awarded at the 2012 Summer Learning Conference, July 18-20, 2012 in Minneapolis, (MN). For all Conclave scholarship information and downloadable (or online) application forms, visit <http://www.radioscholarships.com> or <http://www.theconclave.com>.

Condolences to family and friends of longtime **Tribune** Talk WGN-AM/Chicago host **Roy Leonard** following the passing of his wife, **Sheila**, who died Tuesday in Evanston, IL at 85 after battling dementia and Parkinson's. Sheila is survived by Roy, whom she was married to for almost 59 years, their six sons and eight grandchildren.

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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# TATTLER Jobs

Family Friendly WIBI (Carlinville, IL) has a rare full-time opening for Morning Co-Host and Production Director. WIBI is part of the **New Life Media** network of stations which also includes Family Friendly WBGL (Champaign, IL) and Family Friendly WCIC (Peoria, IL). NLM provides the power and benefits of a network team, yet maintains freedom and empowerment for locally relevant ministry through each of its stations.

If you are looking for a place to settle down, settle in, and serve the Lord with excellence, we want to hear from you. Email demo and resume to **Rob Regal**, Program Director, at <mailto:wibijobs@gmail.com>. Only responses to that email address will be accepted. Only qualified candidates will receive responses.

Have the passion to do GREAT, LOCAL RADIO? We're looking for someone who "Walks The Walk"! **NRG MEDIA NORTHWOODS** is searching for a morning host to fill an extremely rare opening at Hodag Country 97.3 WHDG. We're not only the number one station in Northern Wisconsin, but have the reputation of being one of the best Country stations in the state! Our 7-station cluster's studios are located in Rhinelander, WI. We're looking for an individual with at least three years on-air experience and with a passion for small market radio and community involvement. Must be computer literate, have a STRONG TEAM ATTITUDE, with exceptional skills in the production room. The position may also include digital work as well as social media. You must love public contact with many live broadcasts and community events. NexGen experience is a plus. This is a full time position with benefits. Send your application package to **Duff Damos** 3616 Hwy 47 North, Rhinelander, WI 54501. <mailto:duff@nrgnorthwoods.com>

96.3 WDVD, 93.1 Doug-FM, and News/Talk WJR 760 are looking for highly enthusiastic individuals who would like to showcase their talents on the web. Our digital department currently handles in-house production of graphical elements, videos, and custom content-features for all three websites. We are looking for a part-time webmaster who is both experienced and passionate about their work. Daily responsibilities include development and postings of contests, events, podcasts, and news stories. Candidates will also be responsible for manual order entry and scheduling of client-paid advertisements for our web-stream. It is important that candidates are familiar with up-to-date HTML and CSS standards, possess strong writing skills, and have working knowledge of Adobe Creative Suite and Microsoft Office. While not a requirement, experience with scripting languages such as Javascript and PHP are also preferred. Interested candidates should email a resume and cover letter to [mark.nagengast@cumulus.com](mailto:mark.nagengast@cumulus.com). Please be sure to provide examples of work.

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](http://www.entercom.com) and click on "Careers."

Local Sales Manager for WIHN-FM, WBBE-FM & WVMG-FM Bloomington, IL The Sales Manager duties include, but not limited to, recruiting, training, motivating, and leading an advertising sales staff to sell the radio station products. These products include the sale of broadcast airtime, event sponsorships, website, and other promotional programs. Job Qualifications: Preferred Degree: Bachelor. 2+ years of broadcast sales management experience is required. Candidates must have a successful track record with hiring and retaining staff, plus accomplishing revenue goals. Send Resume and References to: **Floyd Evans**, GM, **Connoisseur Media**, 520 N. Center Street, Bloomington, IL 61701 Or e-mail: [careers@connoisseurmedia.com](mailto:careers@connoisseurmedia.com)

WLKR, Norwalk/Sandusky is now accepting applications for a weekday on-air announcer. Duties will include on-air show on adult rock 95.3 WLKR (either mid days or pm drive), commercial production, and other assigned duties. Position is 25-30 hours weekly, Mon-Fri. Send resume and air check to: WLKR, 10327 Milan Rd, Milan OH 44846. Email: [mjeffries@wkfm.com](mailto:mjeffries@wkfm.com)

AM/FM in the Chicagoland ADI's fastest growing region seeks a Station Manager. **Nelson Multimedia Inc Plano**, Il is a well funded privately held company who owns multiple markets all focusing on local community hometown radio. Minimum 3 years experience as cluster or market Sales Manager or Station Manager is absolutely required. You must be a visionary leader to your staff and the community. You must be able to manage the off air, on air, sales, and sales management staff. You must be able to aggressively manage and meet a budget. If you have the ability to invest in keeping a large organization running, sounding great, smashing sales goals then we have the time and compensation to invest in you! If you have the energy and talent to run this market send us a resume and an explanation of how and why you could add value to our organization. We are EOE- please send resume to [careers@nelsonmultimedia.net](mailto:careers@nelsonmultimedia.net).

**Cumulus- Lansing's Hit Music Station 97.5 "Now FM" WJIM-FM** has an opening for Morning Drive Host/Program Director. This is CHR in a college town. Can you say "fun?" The successful candidate will be responsible for all aspects of programming including; music scheduling, coaching on-air staff, station strategy, development/execution of promotions, website and revenue generation, and have a strong customer service approach towards listeners and staff. Resumes, ratings history, references and mp3 should be sent in confidence to [cumulusradio.jobs@cumulus.com](mailto:cumulusradio.jobs@cumulus.com) with the subject "Lansing CHR PD."

94.3 & 99.7 The Drive has an awesome opportunity for a talented morning show entertainer. You must be a self-starter, hard worker, team player, excellent in promotions and become the face of The Drive on the street. Online presence is vital, so include your interactive experience. You will play a key role in planning and executing station promotions and events. The Drive plays Classic Rock and is already one of Northeast Wisconsin's fastest-growing radio stations. Convince us that you're the catalyst to take us higher and help build a brand for the long run. Please send package (No calls please) via email to [mike.oakes@wydrthdrive.com](mailto:mike.oakes@wydrthdrive.com) or mail to: **Mike Oakes**, Brand Manager, The Drive, 1420 Bellevue St., Green Bay, WI 54311.

Today's Hottest Music, Hot 93.1, is looking to fill 2 openings immediately on CHR morning show. Looking for talent to entertain and retain listeners with appropriate, yet hilarious content. Must have experience relating to 18-34 year old women... can go beyond the complete sheet, and develop creative and topical ideas, and be ready to use the phones ...send your stuff now! We offer excellent pay, excellent facilities, and a company that still believes in LIVE radio and PERSONALITIES. Teams and individuals are encouraged to apply. Send info to [jverke@schurz.com](mailto:jverke@schurz.com).

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**Simmons Multimedia** has a rare opening for an experienced Operations Manager at our Langdon, ND cluster. Full Service 'KNDK AM 1080', Classic Hits '95-7 The Funky Monkey', Hot Country 'Maverick 105' and Adult CHR 'BIG 106'. Duties include: Overseeing the on-air product of the 4 stations within the cluster Directing our live & local air staffs and contract voice over talent Writing of creative station imaging Weekly music meetings Overseeing digital assets including websites, streams and social media platforms IT management & understanding of BSI Simian automation Development of station promotions Voice track a daily air shift Meet with owner and DOS daily Occasional assistance with projects at other stations within our company Compensation: Salary/Health Insurance/Vacation & Holidays The right person for this job has been in the business for a while, is highly motivated and a good coach. Since we are a border station and maintain additional studios and talent in Canada, you must possess a valid US drivers license and passport. Our cluster is based in Langdon, ND a small farming community of about 2500 people. The population within our protected contours (both sides of the border) is 150,000+. For some perspective we are about 2 hours from Winnipeg (northeast), 90 minutes from Grand Forks (southeast) or a 7 hour drive to Minneapolis. It's cold in the winter, the summers are short. If you enjoy hunting, fishing and the great outdoors, you'll love it here. Our company is family owned and operated and we pride ourselves on hiring great people and leaving them alone to create great LOCAL radio. If you'd like to be considered, forward your materials (resume, air-check, station composite & references) to: Human Resources, Simmons Multimedia, PO Box 30, Langdon, ND 58249 Or, email your package to: [simmonshr@utma.com](mailto:simmonshr@utma.com)

WLS 890 AM is looking for a part-time Technical Producer. This individual will be responsible for operating studio equipment that control the on-air product on the station. Must be highly organized, detail-oriented with excellent verbal and written communications skills. Must be available evenings and weekends. Must be knowledgeable in audio board operation, digital audio production, taking feeds, transmitter logging and emergency procedures. Web experience a plus. If interested, please e-mail your cover letter and resume to: [chicagoradiojobs@cumulus.com](mailto:chicagoradiojobs@cumulus.com). Please reference the following 3 things in your cover letter: Hiring Manager & Department Code (listed below) and where you saw this job posting. WLS 890 AM, Attn: **Tracy Slutzkin** – Dept. AA, 190 N. State Street, Chicago, IL 60601.

**River Radio** of Southern Illinois is seeking a full time Event Coordinator. Applicants must be a self starter, organized, a planner, and someone who can take charge to help plan events and promotions for 5 highly visible radio stations. Ability to use all computer programs and knowledge of web design and digital a plus. Must be willing to work nights and weekends. Applicants must send their resume to **Kim DeBose**, General Sales Manager at River Radio 1431 Country Aire Drive, Carterville, Illinois 62918. Kim DeBose, [kimd@riverradio.net](mailto:kimd@riverradio.net)

Legendary WKDD/Akron is on the hunt for our next breakout talent(s). Are you hosting nights and think you could move to daytime? Are you a morning show looking to move up? We need a high energy talent(s) who can compete against strong local competitors from both Akron and Cleveland and win. Can you cut thru the noise and do what it takes to get noticed and become a player immediately? Individuals and/or teams could be considered. WKDD is an Adult CHR, your demo should match that presentation/tempo. We are part of the **Clear Channel Media + Entertainment** portfolio of stations and offer unparalleled resources to succeed. Please send materials to [keithkennedy@clearchannel.com](mailto:keithkennedy@clearchannel.com), or 7755 Freedom Av NW North Canton, OH 44720. Please keep emails and MP3's to less than 4MB

Newsradio 98.1, KMBZ Kansas City is currently looking for a Business Producer to assist in operations of "all things business". Candidate must know the basics (running a board, light production, call screening), and also have a good understanding and vision of what makes a business

broadcast compelling to Kansas City decision makers. If you think you have what it takes to make this work, give us a few paragraphs on what you would do and how you would do it. To be considered for this position, please submit your resume to Lisa Carter at [lcarter@entercom.com](mailto:lcarter@entercom.com).

Kansas City's Country Station, 106-5 The Wolf is on the lookout for our next superstar morning co-host! These are the mandatory requirements; a positive attitude, creative spirit, unrelenting work ethic, the ability to be a strong personality and entertain and relate to a country audience. Minimum 5 Year Full-time large market experience and ratings success on a morning team. To be considered for this position, please apply to **Wes Poe** at <mailto:wespo@entercom.com>. Please submit a resume and MP3.

Have you always been told that you were persuasive? Do you wake up each day ready for the next challenge? **The Cromwell Group** is looking for advertising sales professionals to join our successful team. Our marketing team helps business owners and managers increase store traffic and make more money by effectively using radio! Only motivated individuals that are self-starters, GOAL DRIVEN and have a desire to increase their personal income need apply. A positive attitude, a high energy level, and a true desire to help other businesses succeed are required traits. Basic computer skills are a must. A laptop computer is helpful. Base salary, eventually leading to commission, plus bonuses. We provide initial and ongoing training and resources with the Radio Advertising Bureau and other sources. You'll learn to use all of our platforms... radio, web, and interactive... If this sounds like you, call for an appointment today. Mail or email your resume, qualifications and references. Interested applicants may submit their information to: **Chris Bullock**, The Cromwell Group Inc. of IL, 410 N. Water St., Suite B, Decatur, IL 62523.

Brand Manager/Program Director. KOOO-FM, Omaha, NE. This is a more dynamic position than ever—requiring outstanding multitasking and the ability to inspire a team. Success in this position will entail: • Active involvement in the design and review of all manifestations of the Big O brand. • Thorough understanding of the company's assets: • Local Brand • Broadcast Signal • Website • Internet-Radio / Stream • Database / Direct Relationships with Audience • The ability to produce relevant content that informs, entertains, inspires, and connects. Monitor the on-air and online audio streams, and act as the quality-control leader. • This position holds the overall responsibility for the planning and execution of external marketing and promotion. • Understanding of online marketing and analytics/metrics. • Accountability for the product, including but not limited to, brand parameters / brand mapping, news coverage, and local outreach, and quality of interaction between brand and consumers. • Team Leadership: This person will take the time to hire the right people, convey your vision for success, regardless of the platform. • Pursue intimate connectedness with the target audience (within the parameters of the law). • Create a vision for how your product is used (and can be used) by the audience, as well as how sponsors and promotional partners can use the product. • Understand mobile marketing and text messaging initiatives, and how to utilize them to grow audience and create new revenue opportunities. • Hire creative and smart people, and find ways to support their efforts. • A successful candidate will have BASIC HTML skills, and an understanding of technology providing for a basic understanding of technology to empower a more dynamic vision for how the brand can move-and-grow in the digital space. Email resume/current demo/aircheck to: [nrgomahajobs@nrgmedia.com](mailto:nrgomahajobs@nrgmedia.com)

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

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This is a rare, incredible opportunity! A legendary seller has just announced her retirement from our stations, which presents an unbelievable "dream" opportunity for the right candidate. A history of successful radio sales, beyond the normal, is required. You must have a passion for radio, a passion for sales, and you must be at the top of your game. Our clients have become accustomed to such treatment, and we will accept nothing less. This seller has been earning over \$200,000 a year on average for the last several years with this account list. If you think you have what is required to maintain this high level of billing, and GROW it, send your resume and sales presentation immediately to [Jeff.Schmidt@cumulus.com](mailto:Jeff.Schmidt@cumulus.com) Your biggest sale will be selling us on why YOU are the right person for this job. A simple resume won't cut it; you have to prove right from the start that you have what it takes. For more information on this position contact: **Jeff Schmidt** – Regional Vice President / General Manager, **Cumulus Broadcasting**, Green Bay & Appleton/Oshkosh. Oshkosh Office, 491 South Washburn Street STE 400, Oshkosh, WI 54904.

Seeking 2 star interns that get it! These people need to be responsible and reliable....two things I haven't found in anybody (as far as interns go) in a long time. I need you to be proficient with editing with Adobe audition. It would also be helpful if you were familiar with Audio Vault. You need to be in school as you would be receiving credit hours towards your program. I am really looking for 2 strong willed individuals who will show up to work and learn. This can still be a very fun business and we try very hard to have fun while making great radio. Located in Columbus, OH WLWQ/WHOK/WNKK. Look us up before you send your stuff. Audio samples and resumes please....and only by email. Send stuff to [mailto:drisher@wilkscolumbus.com](mailto:mailto:drisher@wilkscolumbus.com)

KZIA, Inc. (Z102.9 and KGYM-AM) is looking for someone who is creative, knows how to spearhead fun, and is insanely organized to lead our very active Promotions Department. If you can take a great idea, develop it into a promotion, organize it, and oversee its execution, whether it is for us or one of our advertising clients, we want to hear from you. We're a locally owned radio company, committed to doing things the other guys can't or won't. We believe that working hard and having fun aren't mutually exclusive. You'll have the staff and resources to execute promotions the right way. For additional info and to apply, rush your resume to: **Greg Runyon**, Operations Manager, **KZIA Inc.**, 1110 26th Avenue SW, Cedar Rapids, IA 52404. Or, email [Applicant@KZIA.com](mailto:Applicant@KZIA.com). Deadline to apply for this position is April 4th, 2012.

We have a great opportunity for a Farm Broadcaster with a strong Ag background or a degree in Agriculture. This position is with the **Rural Radio Network** which includes KRVN, KTIC and KNEB Radio. Membership in the NAFB is preferred, as is on-air Radio experience. Some duties will include: \* Anchoring on-air farm news and market updates. \* Conducting on-air Ag-related interviews. \* Representing the Rural Radio Network stations at events, plus working with clients and Ag organizations. \* Newswriting and anchoring skills. \* Being proficient with Adobe Audition or similar audio software preferred. KRVN has an excellent defined benefits plan. The salary will be commensurate with experience and talent. Qualified candidates should send their resumes, air-checks, writing samples and other material to: **Adam Smith** KRVN Radio Box 880 Lexington, Nebraska 68850 or email them to : [asmith@krvn.com](mailto:asmith@krvn.com). Business hours phone calls: (308) 324-2371.

Are you ready for a change? Are you looking for a quality of life not found in big market radio? Do you have what it takes to make a difference? If you can answer yes to all three questions, then you may

be just the person I am looking for. I need a right hand person to handle an eight member sales staff in a beautiful mid-west college town. This is an excellent opportunity for someone who looks at work with an attitude of solutions, rather than problems. Someone who has plenty to prove, but has a quite confidence in their ability to get it done. An opportunity that does not come along often. If you are sure you can fill the bill and want to find out more...send your resume and cover letter to [salesmanagermidwest@gmail.com](mailto:salesmanagermidwest@gmail.com)

WKKI / K94 Rocks is seeking an Account / Sales Manager. Must be goal oriented with sales/marketing experience. Excellent verbal and written communication skills, with a strong ability to prospect and close required. Send resumes to: [K94@bright.net](mailto:K94@bright.net)

**Radio Mankato's** Cluster of 7 Radio Stations is looking for a News Director/Morning Anchor. Degree in Broadcast Journalism, or appropriate on-the-job experienced required. Duties include: Anchoring Morning Newscasts on our Heritage News/Talk station, KTOE, and presenting hourly updates on other Radio Mankato stations. Responsible for gathering/writing/presenting local, and regional news. Coordinate public service files, and severe weather coverage. Skills on audio editing software, website news updates, and social media updates. Mankato is a terrific place, located in one of the fastest growing, economically viable areas of Minnesota! It's still winter, and it's 80 degrees! Submit your audio and resume to [Jobs@RadioMankato.com](mailto:Jobs@RadioMankato.com)

**Townsquare Media's** Radio Bloomington is looking for a Digital Sales Manager to lead all digital sales initiatives in the market. The DSM will be accountable for the digital revenue goals of the local sales team and will work closely with the Director of Sales/Market Manager to create unique and valuable cross-platform programs to generate results for clients and repeatable revenues. These digital initiatives include display, streaming, custom sites, loyalty programs, e-commerce, Seize the Deal, Townsquare Interactive and other digital products. The position requires strong leadership and interpersonal skills with the presence to enhance overall digital revenues while motivating our account executives. Qualifications The person filling this position must have a thorough understanding of all digital products offered, and candidates must have proper experience selling digital media. This role will lead the local sales team in creating value and delivering results for our advertising partners while insuring a positive experience for consumers and overall brand. The position is also a resource for and consultant to our client base. Three years of digital and overall sales experience necessary. It is preferred that current employees of Townsquare Media Broadcasting, LLC and affiliated companies have a minimum of six months of service in their present position, and a fully competent performance rating to be eligible to apply for this position. **CONTACT: Carl Olson** [carl.olson@townsquaremedia.com](mailto:carl.olson@townsquaremedia.com)

Are you into business like some talk hosts are into politics? Can you identify with Wall Street as well as Main Street? The KMBZ Brand of Stations is looking for an experienced business radio person to host a new show on our new business focused station. This will be a local show, based in Kansas City, with a Kansas City focus. This is not a beginners position, so please apply only if you have the background and chops to contribute to this new endeavor. To be considered for this position, please apply **Jack Landreth** at [jlandreth@entercom.com](mailto:jlandreth@entercom.com). Please submit a resume and MP3.

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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