

the Conclave Presents

THE TATTLER

Since 1975

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

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The **Conclave** is proud to announce its next webinar on Wednesday, May 9th, featuring **Brian Wright of Audience Development Group**. Ratings; meter, phone and diary are all driven by small numbers of actual listeners. Wright will present several things you can do to make sure they respond to your efforts, increasing your ratings and revenue. "You need not affect your entire listening universe to have a universal affect on your ratings. These steps will change the way you program, market; manage your station and how you choreograph your music. It will lead to audience and revenue growth, without compromising your message," said Wright. Conclave webinars are FREE, but you need to preregister by [Clicking Here](#).

Cumulus and **Townsquare Media** are trading stations in 13 markets. Cumulus gives up 55 stations in 11 markets for 10 stations in Bloomington and Peoria, IL, plus \$116 million. The deal will close in the 2nd half of 2012. Townsquare acquires the clusters in Augusta-Waterville, ME, Bangor, ME, Binghamton, NY, Bismarck, ND, Grand Junction, CO, Killeen-Temple, TX, New Bedford, MA, Odessa-Midland, TX, Presque Isle, ME, Sioux Falls, SD and Tuscaloosa, AL. "This transaction represents a continued investment in the local media business in small and mid-sized markets," said Townsquare Chairman/CEO **Steven Price**. "This transaction represents strategic portfolio management which enables us to focus on accretive large market consolidation as well as further de-leveraging of our balance sheet," said Cumulus CEO **Lew Dickey**.

Clear Channel Rock WMMS/Cleveland "Rover's Morning Glory" member, **Dominic Dieter**, apologized after telling the father of a lesbian daughter that he should "get one of your friends to screw your daughter straight," according to the **Huffington Post**. Dieter explained, "I just wanted to say that, I know on the show this past Friday I made some comments that people found - considered to be offensive. And I just wanted to say, I understand why people are

angry. I want to genuinely apologize to anyone who may have been offended by what I said. I regret what I did say. My comments were inappropriate. They were inexcusable, and just downright stupid. And I want to make it clear; there was absolutely no intention to promote physical or sexual violence. And, I'm truly sorry by my poor choice of words that led people to believe otherwise." CC/Cleveland OM **Keith Abrams** told **All Access** that he thought the comment by Dieter was, "thoughtless and unacceptable, and we apologize to those who were offended... We also want you to be aware that during Friday's broadcast, he was in fact immediately criticized on-air by the other hosts of the show, and the rest of the segment was dedicated to a productive discussion about the acceptance of all lifestyles," added Abrams. "It included call-ins and commentary from members and friends of the gay community. WMMS supports the gay community and again, we deeply apologize." *COMMENT: Two questions. First, with so many deserving air talents sitting on the sidelines after having lost their jobs, how are some self-admitted purveyors of stupidity still allowed keep theirs? Second, is radio better for it? - TK*

Senator **Chuck Grassley** (R-IA) announced that he is lifting the hold placed on the nominations of **Jessica Rosenworcel** and **Ajit Pai** to the **FCC**. Grassley put the hold on the nominations while he put pressure on the Commission for documents on its handling of the **LightSquared** spectrum proposal, which Grassley continues to allege preferential treatment by the Commission and the **White House**. Grassley has been given access to the documents through the House **Energy and Commerce Committee**. "The documents I've seen so far raise more questions than I had before," said Grassley. "However, since there is now a process in place to obtain all of the relevant documents from the FCC, I intend to lift my hold on the two FCC nominees. But my inquiry is not over. I'm told there are 11,000 more pages of documents from the FCC on Lightsquared that will be forthcoming to the House Energy and Commerce Committee. I look forward to receiving access to those documents."

WEBINAR RECORDING NOW AVAILABLE: THE RULES OF RADIO #3 - EEO WITH GREGG SKALL & LISA FIELDS, as presented on 4/25 - Powered by **Broadcast1Source!** Gregg Skall of Womble, Carlyle, Sandridge & Rice/Washington, DC and Lisa Fields, VP/GM of Broadcast1Source, presented an overview of all-important EEO practices that should be well known and executed by every station executive...but many times, are not. EEO Certificates were awarded to those who met attendance requirements. To order a copy of this webinar, click [HERE](#).

the Conclave Webinars

ACROSS THE UNIVERSE: A NEW WAY TO LOOK AT RATINGS

ACROSS THE UNIVERSE: A NEW WAY TO LOOK AT RATINGS will be conducted by Brian Wright of Audience Development Group. Ratings; meter, phone and diary are all driven by small numbers of actual listeners. Wright will present several things you can do to make sure they respond to your efforts, increasing your ratings and revenue. "You need not affect your entire listening universe to have a universal affect on your ratings. These steps will change the way you program, market; manage your station and universe to have a universal affect on your ratings. It will lead to audience and revenue growth, without compromising your message," said Wright. This webinar is free, but preregistration is necessary by clicking on <https://www1.gotomeeting.com/register/237454968>. Conclave webinars are moderated by Conclave Board Member, Hubbard/St. Louis' **Jay Philpott**.

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

Conclave Webinar!

Wednesday

May 9

at

2P CT!

It's free!

Sign up now!!

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

Phone/Fax: 952.927.4487/927.6427 Publisher: Tom Kay at tomk@theconclave.com Web: www.theconclave.com



**At The Conclave Learning Conference
Wednesday, July 20**



the nation's leading rock radio consulting firm.
[Details at www.jacobsmedia.com](http://www.jacobsmedia.com)

Congressmen **Darrell Issa** (R-CA) and **Mike Quigley** (D-IL) are asking the **Government Accountability Office** to investigate broadcasters' use of advertising time to promote their position against the **Performance Rights Act**. **Broadcast and Cable** reports that a letter was sent to the GAO listing several questions to be answered "on an expedited basis," including the number of spots aired in opposition to the Performance Rights Act from 2007-2010, which spots were aired intending to influence other legislation, the value of the spots, disclosure details, what spots were accepted and aired and whether the fair market value of the spot aired was properly disclosed as lobbying expense for stations obligated to make such a disclosure. The **NAB** responded, saying that it "believes appropriate disclosures were made on these messages. When free and local broadcasting is threatened by bad public policy proposals, we have a First Amendment right and responsibility to educate our millions of listeners and viewers." That letter comes at the same time the **FCC** has ordered TV stations to put their political/public files online. The big 4 networks (ABC, CBS, NBC, Fox) in the top 50 markets, must comply within 30 days of the rule's effective date and all stations will have to post their complete public files within two years. This new requirement includes spot prices... Which broadcasters cried foul because it puts them at a disadvantage over all other media (who isn't obligated to publicly disclose ad rates).

CBS Radio/Detroit is leading the way with the anti-bullying campaign **Defeat the Label** to join an international fight against bullying. WYCD, WOMC, WXYT, WWJ-AM and WXYT-AM will join millions of students, teachers and parents all over the world on May 4th, 2012 at noon ET against bullying. WZDH will be live at an all-school assembly at Lakeland High School in White Lake, MI. "CBS Radio/Detroit is excited to be a part of such a great event," SVP/Market Manager **Debbie Kenyon** said. "It's our goal to help defeat the label and put an end to bullying. Stand4Change is a phenomenal idea that will help bring more awareness to the cause."

Look Who's Talking, 4? Leighton Broadcasting's Doug Fredlund shares this amazing story: "Four women, working at St. Cloud-based Leighton Broadcasting, all expecting babies within a month of each other. But there's more, because two of the dads-to-be also work at Leighton. "I always joke, don't drink the water while you're here because it's very dangerous," said **Melissa Medford**, the company's promotions director and soon to be mom of three. **Amy Foxx** has the first due date of the four, July 23. She works with her husband on the Wild Country 99 morning show and is also expecting her third. Meanwhile, **Kat** and her husband, **Derek Lee**, are both on 104.7 KCLD, but at different time slots. This will be their first child. **Brook Stephens** is a DJ for Wild Country and

she'll be a first-time mom as well. Three of the ladies are expecting boys, while Stephens is waiting until the baby is born to find out." Doug didn't share the name of the Leighton staff obstetrician.

It's that time of year again... The **NAB** is accepting nominations for the **2012 Marconi Radio Awards!** The award salutes overall excellence in radio. To be considered, GMs may nominate their station in the following categories: "Station of the Year" by market size, "Station of the Year" by format, "Personality of the Year" and "Legendary Station." There are new guidelines this year. Nominations must be submitted online by May 31st. Finalists will be announced in July. The winners will be announced on September 20th during the NAB Marconi Radio Awards Dinner and Show at the Radio Show in Dallas September 19th-21st.

Time Out Chicago's Robert Feder is reporting that **Merlin Media** will flip WLFM-LP, which was just LMA'd from **Venture Technologies Group**, from Smooth Jazz to Alternative. Rumors are that **Jim Richards** will be named Ops Man for the station - and sister Classic Rock WLUP. Merlin is expected to bring the original WKQX calls with, calling the new station "Q 87.7 - Underground Alternative."

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.



**At The Conclave Learning Conference
Friday, July 20**



Details at www.kurthanson.com

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Speaking of Fred, The Conclave presents **Fred Jacobs** with the result of **Jacobs Media's** industry-wide research study on North America's usage of digital technology and social media with **TechSurvey 8** on May 23rd. The data was obtained from the largest radio study about tech ever conducted (170 stations/12 formats/57,000 listeners). This Conclave webinar "will be so detailed and have so much information crucial to your future, that you will need to set aside 90 minutes to take in all the content and the Q&A period that will follow," notes the Conclave. Conclave webinars are FREE. Preregister and past recordings are available by [Clicking Here](#).

Radio One Talk WCHB-AM and W260CB is adding Smooth Jazz? **OM Armando Rivera** said, "News Talk AM 1200 and 99.9 FM WCHB is and always will be a strong staple of Talk radio in the metro Detroit listening area. We've added Smooth Jazz during our non-talk hours which will compliment the music genres Radio One offers on our other stations and fill a void for this music in the market."

Great Oaks Joint Vocational District noncomm Variety WJVS/Cincinnati will shut down and turn in its license at the end of the school year, according to the **Cincinnati Enquirer**. The station has a shared-time agreement with **The Real Stepchild of Cincinnati, Inc.** noncomm community station WAID, which is asking the FCC to approve around-the-clock operation on its 88.3 FM frequency. WJVS operates 8a-3p on school days and will cease to exist May 18th.

We've all heard the need for non-traditional revenue at radio. But now, there may be a movement afoot to bring on non-traditional talent, as well. **Oasis Radio Group** Top 40/Mainstream WJFX/Fort Wayne hires teen social media queen **Andrea Russett** to host her own Saturday show. Russett is a sophomore at Bishop Dwenger High School in Ft. Wayne, and already has an impressive resume. She hosts **Random Radio with Andrea Russett** on Hot 107.9 on Saturdays from noon-2p. Russett will walk red carpets, go behind velvet ropes and hang backstage as Hot 107.9's **Entertainment and Pop Culture Correspondent**. At 16, Russett's proven her ability to win fans, build an audience and keep her followers entertained. Russett has 32 million views on **Youtube**, 250,000 Youtube subscribers, 107,000 **Twitter** followers (@AndreaRussett) and created her own charity, **Dollars for Collars**, supporting homeless animals. She also appeared alongside Hot 107.9 in **Justin Bieber's** "Never Say Never" movie. Oasis/Ft. Wayne GM/Content Director **Phil Becker** says, "Everything our company does is designed to capture attention. We've never met anyone with the innate talent Andrea has for connecting with fans. Armed with just a webcam and her own wit, she's built a fan base bigger than that of almost every major radio personality. Move over Mr. DJ, now there's something Tweetier."

PLAN NOW – BUDGET NOW FOR THIS SUMMER! 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. Already in place is the *Jacobs Summer School*, **Kurt Hanson's RAIN Summit Midwest**, and the gala *Rockwell Awards Luncheon* honoring **Fred Jacobs** and **Rich Meyer**. A complete agenda will be announced shortly. Click on <http://www.theconclave.com/upload/conclave2012reg4012012.pdf> to download a 2012 Learning Conference Registration form!

CH Radio Holdings Talk KTRS-AM/St. Louis market vet **JC Corcoran** is out. Corcoran had been hosting noon-3p since October 2010. **St. Louis Dispatch's Deb Peterson** reports that sidekick **Trish Gazall** will remain with the station. Peterson is also reporting that Corcoran will be replaced by **Martin Kilcoyne**, who was with crosstown **Grand Slam Sports** Sports KFNS-AM and will continue as Sports Director at **FOX** affiliate KTVI. His new gig begins May 14th, while **John Hadley** moves from 9-midnight to 6-9p, allowing **Steve Cochran** to concentrate on only one show on the station, 10a-noon (while he continues to host afternoons for **Salem Talk WIND-AM/Chicago** also).

Chicagoland Radio and Media reports numerous changes at **Merlin Media News** WIQI/Chicago, including the departures of anchors **Mike Wilson** and **Katherine Kelly** and anchor/meteorologist **Ed Curran**. Wilson is rumored to be talking to **Emmis** Talk WIBC/Indianapolis and will depart May 11th; Kelly and Curran are out immediately. In other moves, anchor **Jeff McKinney** moves to afternoons, **Monica DeSantis** to middays, **Joann Gennette** to weekend anchoring and weekday reporting and **Debra Dale** to weekday morning reporter. Reporters are being shuffled, too, with **Annette Flournoy** moving to late weekdays and weekends, **Lindsey Reiser** to early weekday and weekend reporter and **Matt McClain** to weekend evening anchor and weekday evening reporter.

Time Out Chicago's Robert Feder reports that three employees are out at **Steve Dahl's** podcast company. Technical Producer **Pete Zimmerman**, Assistant Technical Producer **Jim Ruffatto** and assistant **Stephanie Fallara** have been let go.



"Mr. Romney, Ted Nugent is still holding on line three."

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The Learning Conference

Tuition \$399
 Free Agent \$299
 Student/Faculty \$199
 Group Rates Available

the Conclave

July 18-20, 2012
 Doubletree Park Place
 Minneapolis

The Jacobs Summer School • RAIN Summit Midwest
 Rockwell Awards Luncheon/Fred Jacobs & Rich Meyer
 Over 20 sessions with an All-Star Faculty
 Scholarship Luncheon • Social/Networking Events
 Register now at <http://www.theconclave.com>

The 2012 Learning Conference/Doubletree Park Place Hotel/July 18-20 is adding a new tuition level to help those who have been displaced by corporate/station restructuring and who may be seeking fresh opportunities. The Conclave's new Free Agent Tuition of \$299 offers a savings of \$100 off a full professional tuition of \$399. The new tuition cannot be applied to previously purchased tuitions and expires on June 15, 2012. Student/Educator tuition rate remains at \$199. *COMMENT: This new tuition level continues a tradition of the Conclave as it seeks to serve those who have stepped away from a previous gig and are seeking new opportunities in the industry. We hope that offering a discount of \$100 off our full professional tuition will help those in a job search mode save money while seeking new employment. - TK*

Clear Channel AC KGBX/Springfield, MO morning co-host **Woody** exits, leaving **Janet Layne** solo for now. Woody has been on the air in the Ozarks for decades and had been the morning lead for KGBX since 1989.

Cumulus/Indianapolis Market Manager **Chris Wheat** is out.

Merlin Media Classic Rock WLUP/Chicago afternoon host **Byrd** exits after 9 years with the station.

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>.



2012 Learning Conference Registration Form

Wed-Fri, July 18-20, 2012 • Minneapolis

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

Company *****as it will appear on your badge**

Address *Where YOU an office/a home; NOT a parent company's home/main office*

City *****as it will appear on your badge** State Zip Code

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

Phone Fax

2012 Tuition

- Tuition: \$399***
**This tuition expires 7/1/12!*
- Free Agent: \$299****
- Student/Teacher: \$199****
***These tuitions expire 6/15/12!*

Mail/fax/email COMPLETED FORM to:
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 fax 952-927-6427 or
tomk@theconclave.com

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 Radio Top 40 Urban(Urban, Urban AC, Hip Hop) Other _____ (Check as many as apply!)

Payment method? CHECK VISA MASTERCARD DISCOVER AMEX

AMOUNT ENCLOSED / TRANSACTION TOTAL \$ _____

For credit cards, please complete the following section-

Credit Card # Security Code Expiration (MO-YR)

 Cardholder Authorized Signature

**Conclave tuitions are subject to select refund and transfer policies. Not all levels of tuition are refundable. Ask for details. Doubletree Park Place Hotel information is available on www.theconclave.com*

The 37th Annual Conclave Learning Conference

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

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Magic 98 WMGN in Madison has a full-time on-air/MD opening. A standard job posting didn't attract what we're after, so here's some background. **Mid-West Family** is employee owned, in business since 1959, and not for sale. We didn't get the memo that radio is dead. We don't like tracking. We still spend money on marketing and research. We're #1 with our target audience. Our city is beautiful, and people like to raise kids here. Openings are rare. I've been here 28 years, my morning partner 23. Afternoon guy arrived in the 80s, APD in the 90s. We have sales pros that have spent decades here. Our facilities are a virtual theme park for radio, regardless of market size. We need an exceptional midday talent that can 1) relate to a 40 year-old women on-air, in person and on Facebook, and 2) interpret research, apply gut and create a brilliant music log. Sounding pleasant and doing the basics over song intros isn't enough. Hitting "schedule and "print" won't work. We need the right person to connect with a loyal audience and with an already incredible staff. Send your package to Pat O'Neill at <mailto:pat.oneill@magic98.com> or EEO Coordinator, Mid-West Family Broadcasting, 730 Rayovac Drive, Madison, WI 53701.

Midwest Communications, Inc. has an immediate opening for a full time Night Show (7p-12a) personality for 100.7 MIX-FM (WMGI) in Terre Haute, IN. If you are motivated, organized, a team player, and get "it" we want to hear from you! The individual we're looking for loves both community and listener involvement. You will be live a minimum of 5 nights a week and tracked as needed. This is not a starter position...we are looking for SUPERSTARS!!!! Can you light up the phones, facebook, twitter, texting...and keep your listeners coming back for more? If you have an outstanding work ethic, great people skills and a proven track record of dominate ratings, apply TODAY! We will need to get the usual resume and demo (NO LINK for these items). We will need links for your facebook and twitter (WORK ONLY). This position offers a competitive salary and full benefits package. Send To: Diva.natalie@mwcradio.com. **Natalie Randall**, Brand Manager, WMGI-FM Radio, 824 S. 3rd Street, Terre Haute, IN 47807

Midwest Communications, Inc. has an immediate opening for a full time New Director/AM Host (WIBQ) in Terre Haute, IN. If you are motivated, organized, a team player, and get "it" we want to hear from you! The individual we're looking for loves getting out in the community and can deliver a MAJOR MARKET Show in our small market town. We are looking for someone that is

compelling and has the skill that it takes to anchor our 50,000 WATT FM News/Talk. This is not a starter position...we are looking for a SUPERSTAR!!!! If you have an outstanding work ethic, great people skills and a proven track record, apply TODAY! We will need to get the usual resume and demo (NO LINK for these items). We will need links for any (WORK RELATED ONLY) web elements that you have been in charge of as well (podcasting, website, facebook and twitter). This position offers a competitive salary and full benefits package. Send To: bill.cain@mwcradio.com. **Bill Cain**, Operations Manager, Midwest Communications, 824 S. 3rd Street, Terre Haute, IN 47807

Midwest Communications, Inc. is growing in Terre Haute, IN. If you are motivated, organized, a team player, and get "it" we want to hear from you! All positions available, Brand Manager, Morning, Midday, Afternoon, Night & part time. The individuals we're looking for love both community and listener involvement. These positions are for LIVE shifts...NO TRACKERS. These are not starter positions...we are looking for SUPERSTARS!!!! Can you light up the phones, facebook, twitter, texting...and keep your listeners coming back for more? If you have an outstanding work ethic, great people skills and a proven track record of dominate ratings (Any Format), apply TODAY! We will need to get the usual resume and demo (NO LINK for these items). We will need links for your "WORK ONLY" facebook and twitter. These positions offer a competitive salary and full benefits package. Send To: bill.cain@mwcradio.com. **Bill Cain**, Operations Manager, Midwest Communications, 824 S. 3rd Street, Terre Haute, IN 47807

WIKY Evansville, the Tri-State's radio news leader is looking for a Part-Time news anchor/storyteller. If you can write copy in a compelling, conversational style and deliver newscasts LIVE with passion and authority we need to talk. This job requires fill in work as well as weekends and will require a knowledge of radio newsroom operations. If you think you have what it takes to join the award winning news team at WIKY-FM in Evansville, IN send your best stuff to: newsroomjobs@southcentralmedia.com

Saga Communications' Illini Radio Group in Champaign-Urbana, IL has an immediate opening for a skilled, efficient production director. The ideal candidate has at least 2 years of radio production and on-air experience. We're looking for someone who can assemble commercials and promos, voice spots, write compelling commercial copy and oversee the flow of work in the department. If you are familiar with OMT systems and Adobe Audition, all the better! You'll also track a daily airshift, but production is job 1. If you're in the central Illinois region (or close) and looking for a foot in the door with an excellent company, you'll want to check us out. Send resume & audio demo to **Jonathan Drake**, Operations Manager - jdrake945@gmail.com.

Zimmer Radio of Mid Missouri is looking for a new full time addition to our award winning news team. If you are social media savvy, and have a passion for news, we want your demo and resume. At least 2 years of news writing, editing and delivery experience, along with Adobe Audition required. Audiovault experience and knowledge of video shooting/editing would also be helpful. Send your demo via e-mail to radiojobs@zrgmail.com. No phone calls will be accepted. Demos longer than 3 minutes will also not be accepted.

Neuhoff media Springfield is looking for an assistant Production Director.. Strong creative Writing skills is a MUST. If you bring some real production skills to the table, we want to talk to you.. We're looking for a Jack of all trades type of person who can write, voice, produce, record clients and do a Voicetrack shift. NexGen experience is helpful. E-mail resume, writing samples and audio Materials to- Davecomstock@Neuhoffmedia.com

Cumulus Broadcasting Bismarck is on the lookout for exceptional candidates to help drive the future of local media sales. We provide our teams with a great product to sell, superior training tools, and a sales management system that supports business development and rewards performance. We target thousands of local companies with a highly tuned business-category focus. We introduce these companies to our large demographically-distinct audiences.

We hire outgoing, self-motivated, resourceful, organized, customer-focused problem solvers who have great communication skills. For more information about our business please go to: <http://bismarck.cumulusradio.com>. Responsibilities: Prospecting/cold calling, Setting appointments with prospects, Developing creative client presentations, Appreciation for process, performance measurement and a results-oriented sales approach, Achieving a sales quota Position Requirements: Outgoing, self-motivated, resourceful, organized, communication skills, entrepreneurial spirit, Capable of initiating and cultivating long-term relationships, Knowledge of general computer skills Benefits:, Competitive, Unlimited Pay (Base/Commission/New Business Bonus), Industry leading Sales Training, and Sales Systems designed for success, Medical, Dental & Vision Insurance Package, Paid Vacation & Holidays, Career Advancement Opportunities For more information on this position contact: **Syd Stewart**, Market Manager, 701-250-6602, 701-250-6632 fax

Do you understand that sports-talk radio is about entertaining an audience and not just analyzing box scores and doing interviews? If so, then we want to talk to you. 610 Sports Radio KCSP in Kansas City is looking for their next great host! This position is full time and we're looking for someone that can generate compelling content and be a great self promoter! 610 Sports Radio is the Home of the Kansas City Royals and Kansas Jayhawks...and Kansas City is one of the most passionate sports markets in the country. Can you channel that passion into great ratings and revenue? To be considered for this position, please apply online at www.entercom.com and click on "Careers".

Account Executive Wanted. Few Jobs today can offer the opportunity to add important sales and marketing training to your resume. Mid-West Family Broadcasting is proud of it's training traditions spanning over 50 years. If you have the need to persuade, you'll find it both profitable and fun presenting new sales and marketing ideas to local business owners and advertisers on one or more of our seven locally owned radio stations including top rated Magic 98.1FM Adult Contemporary, Q106.3FM Top 40 Country Q106.3FM, Solid Rock 94.1FM WJJO, 93.1FM Rhythmic CHR/Hip Hop 93.1FM JAMZ, Newstalk WTDY 1670AM/106.7FM, Oldies WHIT 1550AM, and Madison's only Spanish format WLMV 1480AM. If you are driven to succeed we need to talk. We offer a base salary and a bonus plan that's incentive based. We also provide a full benefits package including health and dental care, paid vacation and sick days, and a 401K plan. This job will give you a great opportunity to earn an above average income in a fun, fast paced business, the radio entertainment business! Requirements: Very strong work ethic. Creative problem solving and idea development. Money flows to good ideas! Strong written and verbal communication skills – Strong relationship development! Highly competitive. Must be persistent in a professional way. Relentless prospecting and networking to develop new accounts. Additional Information: You will be representing a great locally owned broadcast group selling advertising on seven unique radio stations. Contact: **Ted Waldbillig** - Director of Sales, 1-608-441-3644 (direct), 1-608-271-0400 (fax), <mailto:ted.w@midwestfamilybroadcasting.com>.

FREE AGENT TUITION INTRODUCED FOR 2012. The 2012 Learning Conference/Doubletree Park Place Hotel/July 18-20 is adding a new tuition level to help those who have been displaced by corporate/station restructuring and who may be seeking fresh opportunities. The Conclave's new Free Agent Tuition of \$299 offers a savings of \$100 off a full professional tuition of \$399. The new tuition cannot be applied to previously purchased tuitions and expires on June 15, 2012. Student/Educator tuition rate remains at \$199.

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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