

the
Conclave Presents

THE TATTLEER

Since 1975

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THE NEXT CONCLAVE WEBINAR: “The Essence of the Moment” with **PAIGE NEINABER!** Join us Thursday, December 13th for what promises to be a fun, if not totally unpredictable romp with the VP of Fun & Games for **New World Communications**, Paige Neinaber! With so many people being pulled in so many directions the immediacy of getting stuff up on the site and other fundamentals has gotten lost in the madness. Even worse, with initiatives and with other pressing demands, basic Radio - like reacting to disasters and topical local stories - has been pushed to the sidelines. Things that people would have gotten fired for missing in 2005 are just a shrugged off with a “Well, that’s just the reality here at (station).” “The Essence Of The Moment” will touch on ways to acknowledge and react to these spontaneous events and also create structures and systems for insuring that things happen in a timely manner. The webinar begins at 3P EST/2P CST, and is free. To preregister, click on <https://www1.gotomeeting.com/register/158221056>. Conclave webinars are produced and hosted by WARH/St. Louis and Conclave Board member **Jay Philpott**.

Larry Wilson jumps back into the ownership game with his purchase of **Triad Broadcasting Company, LLC** (which includes **Monterey Licenses, LLC, Mississippi Media Broadcasting, LLC, Go Radio Broadcasting, LLC, JMP Radio Group, LLC, Adventure Communications, LLC** and **Adventure Communications, INC.**) Larry Wilson’s **L&L Broadcasting, LLC** will pay Triad \$21 million for the group. Wilson is the CEO and 25% owner of the buyer; Wilson’s **Alpha Broadcasting** will own 16.6% of L&L, with the **Moffitt Family Trust** owning 25%, **Robert Fuller** and **Jeremy Salsburg** holding 16.7% each and, as they are with Alpha, **Bob Proffitt** as President/COO and **Donna Heffner** as CFO and Secretary.

The Triad stations being sold include their substantial holdings in the Midwest: Classic Country WIRL-AM, Talk WMBD-A-W262BY, Classic Hits WPBG (93.3 The Drive), AC WSWT (LITE ROCK 107),/Peoria, IL; Classic Rock WDXQ (102.3 MAX FM) and W274BM/Morton, IL; Country WXCL (104.9 THE WOLF)/Pekin, IL; Country KBMW-AM, Hot AC KLTA, Classic Rock KPFX (107.9 The Fox), Oldies KQWB-AM (True Oldies 1660), Active Rock KQWB-FM (Q98 ROCKS), and Country KVOX-FM (Froggy 99.9)/ Fargo-Moorhead; Classic Rock WKOY-FM (Eagle 100.1 AND 100.9 FM)/Princeton, WV; Classic Country WKEZ-AM (Rooster Country 1240), Hot AC WHAJ (J104.5), Talk WHIS-AM, and Country WHKX-WHQX (Kicks Country)/Bluefield-Tazewell, WV; Active Rock WCPR-FM/Wiggins, MS; Sports WXBD-AM-WTNI-AM- WUJM (96.7 THE CHAMP)/BILOXI-Gulfport, MS; Adult Hits WQBB (Bob 105.9)/Pascagoula, MS; Top 40 WXYK (107.1 The Monkey)/Gulfport, MS; Hot AC WXYX (Y107.9)/Port Royal, SC; Classic Hits WGCO (BIG 98.3)/Midway, GA; Active Rock WFXH-FM (Rock 106.1)/Hilton Head Island, SC; Country WUBB (Bob 106.9)/Bluffton, SC; Adult Standards WHHW-AM (AM 1130 The Island) and W228CI/Hilton Head Island, SC; and Classic Hits WGZO (103.1 THE DRIVE)/Parris Island, SC.

Air Talent Behavior Lesson #1: a DWI is a very dangerous thing for a well-known air talent to secure. **Chad Zumock** is (unfortunately) a prime example. Cleveland TV station WEWS reports that after his arrest for driving under the influence early Friday morning (11/30), **Clear Channel** Active Rock WMMS/Cleveland afternoon show cast member Chad Zumock was let go by the station. According to thereport, PM drive host **Alan Cox** said during Monday’s show that Zumock’s contract was not renewed. Zumock was arrested after hitting a tree while driving in a Cleveland suburb, emailed WEWS about the incident, saying, “Have you seen my mugshot yet? I’m pretty sure it’s worse than **Nick Nolte’s**. But I guess I now have my next comedy album cover, so I’ve got that going for me. Please know I am taking this incident very seriously. I’m very sorry for all the damage this has caused. I will say this: Working at WMMS was meant a lot to me on so many levels. I put my heart and soul into the show and I hope a lot of you saw that. I bleed Cleveland. This is my city and the best people in the world live here. We love a good come back. Let me get my act together and I’ll show you a great come back.”

the
Conclave Webinars

THE ESSENCE OF THE MOMENT

“The Essence of the Moment” with **PAIGE NEINABER!** Join us Thursday, December 13th for what promises to be a fun, if not totally unpredictable romp with the VP of Fun & Games for New World Communications, Paige Neinaber! With so many people being pulled in so many directions the immediacy of getting stuff up on the site and other fundamentals has gotten lost in the madness. Even worse, with many directions the immediacy of getting stuff up on the site and other fundamentals has gotten lost in the madness. Even worse, with initiatives and with other pressing demands, basic Radio - like reacting to disasters and topical local stories - has been pushed to the sidelines. Things that people would have gotten fired for missing in 2005 are just a shrugged off with a “Well, that’s just the reality here at (station).” “The Essence Of The Moment” will touch on ways to acknowledge and react to these spontaneous events and also create structures and systems for insuring that things happen in a timely manner. The webinar begins at 3P EST/2P CST, and is free. To preregister, click on <https://www1.gotomeeting.com/register/158221056>.

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

**Conclave
Webinar!**

**THURSDAY
December 13
at
2P CT!
It's free!
Sign up now!!**

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July 17-19, 2013
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Minneapolis

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Air Talent Behavior Lesson, #2: Keep a cool head, even when you're being fired. *The St. Louis Post* reports former **Grand Slam Sports** Sports KFNS-AM/St. Louis host **Kevin Slaten** has been charged with assault over an incident that happened when he was let go from the station in early November. (Webster Groves, MO police spokesman Lt. **Andy Miller** told the newspaper that the complaint alleges that "a flare of tempers... led to verbal threats, profane language, and the allegation that (KFNS technical director **Scott Stout**) was spit on." SLATEN was not arrested at the time, but turned himself in last week and was issued a summons and released on his own recognizance.

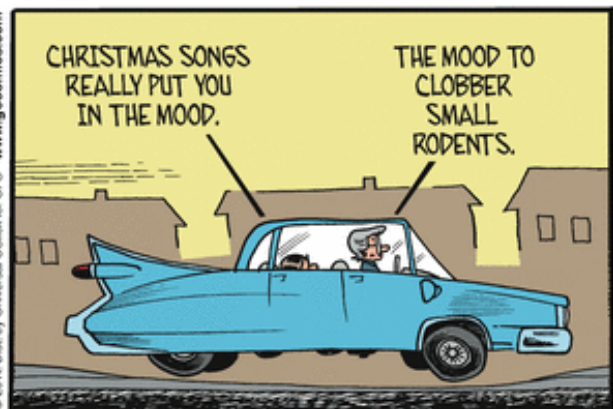
Why You Should Mind Your Public File: The FCC has proposed a \$20,000 fine on **Hayco Broadcasting, Inc.** for public file violations at Adult Standards WCSM-AM and Hot AC WCSM-FM/Celina, OH. On its license renewal applications, the licensee admitted that issues/programs lists for the fourth quarter of 2004 through the fourth quarter of 2006 were missing from each of the two stations' public files.

The Minnesota media blog, *NorthPine*, reports that **Clear Channel/Minneapolis** has plans for 93.3, thanks to a just-approved FM translator move. According to the blog, this is the latest in an ongoing series of collaborations between Clear Channel and **Educational Media Foundation**. It intimates that Clear Channel could even get TWO future translator frequencies out of their dealings with the educational organization. The newest info has CC upgrading translator W227BF, Shoreview from 10 watts to 99 watts, moving the antenna to the downtown IDS Center. It'll be fed by an HD Radio multicast signal from Clear Channel's adult alternative KTCZ (97.1). Format for 93.3? Unknown. Stay tuned.

Cumulus Media has tapped **Scott Jameson** as OM for Classic Rock KQRS, Active Rock KXXR and Oldies WGVZ/Minneapolis. Jameson succeeds **Dave Hamilton**, who announced his retirement last week. Jameson previously was PD of Triple A WZGC/Atlanta, where he was also VP/Adult Rock Programming for **CBS** and was Exec. Producer of the **Atlanta Falcons Radio Network**. Said Jameson, "KQRS and KXXR are two of America's premiere rock properties so I'm excited to join the exceptional team in Minneapolis," Jameson said. "It's also great to return to the Midwest. Thanks to John, Mike and Val for this wonderful opportunity. Finally, I'd like to congratulate Dave Hamilton on an amazing career, setting the standard on success and longevity in rock programming...." Scott's new corporate boss, SVP **Mike McVay** adds, "Scott Jameson is an excellent programmer who understands how to program music stations that begin their day with dynamic and entertaining morning shows," SVP/Programming Mike McVay said. "He has programmed several legendary stations in his career. KQRS requires a special person to follow Dave Hamilton as PD and as cluster OM. We think that Scott is that person."

Ralph is ready to leave the building! After almost 10 years, consultant **Ralph Cipolla** is set to leave **Jacobs Media** sometime in early 2013. Cipolla set a self-imposed term-limit almost two years ago. "At some point in early 2013, I will be leaving Jacobs Media," Cipolla told *All Access* this week. "On my eight-year anniversary, I made a promise that I shared with **Fred and Paul Jacobs**. If I reach 10 years and I'm still doing the same stuff I've been doing for the past eight years, it may be time for a change."

CBS Radio Country KMNB (Buzn@102.9)/Minneapolis has appointed **Kenny Jay** as its APD, starting in a couple of weeks. Previously, he was PD of WUBB (Bob 106.9)/Savannah, GA, and before that worked in Madison and LaCrosse, WI,



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CONCLAVE SCHOLARSHIPS! The Conclave is proud to announce its 2013 Radio and Music Industry Scholarship Program, worth over \$60,000! Effective immediately, qualified persons may apply for scholarships to **Brown College** in Minneapolis, (MN), **Specs Howard School of Media Arts** in Southfield (MI), and to **McNally-Smith College of Music** in St. Paul (MN). In addition to the scholarships listed above, The Conclave will also be awarding baccalaureate scholarships – **the dmr/ Doug Lee Memorial/Scholarships** - and a singular scholarship that will be awarded to a Communications major at **Kean University** of New Jersey. All these scholarships will be awarded at the 2013 Summer Learning Conference, July 17-19, 2013 in Minneapolis, (MN). The Brown College Dennis Becker Memorial Scholarship covers tuition for the Radio Broadcasting Associate of Applied Science Degree, and is worth \$17,000. The Specs Howard Bill Gavin Memorial scholarship includes tuition, application fees, and books - and is for the Diploma Program in Radio-TV Broadcasting. It is worth \$15,000. The McNally-Smith Music Business Scholarship is valued at up to \$20,000. The dmr/ Doug Lee Memorial Scholarships are valued at \$500 each; they are made possible by a generous grant from dmr/Direct Marketing Results. The Kean University scholarship, valued at \$1000, will be awarded to a deserving student at Kean, selected by the University on the basis of achievement and financial need. There are various deadlines for each of these scholarships. For all Conclave scholarship information and downloadable (or online) application forms, visit <http://www.radioscholarships.com> or <http://www.theconclave.com>.

Clear Channel KSD (93.7 The Bull)/ St. Louis has promoted **Dusty Panhorst** to APD. DUSTY, who is both MD and PM Driver, has been with the station for over seven years.

His position eliminated, **Midwest Communications/Terre Haute OM Bill Cain** exits.

Pat Miller is returning to **Federated Media** Talk WOWO-AM-FM/Fort Wayne for afternoons 3-6p, starting January 2nd.

Conclave friend **Lindsay Wood Davis (Broadcast Management Strategies)** provided a wonderful reflection on the life and passing of icon Dave Brubeck yesterday in **Tom Taylor's NOW newsletter**. We reprint it here: "I saw him in every decade from the 50's onward. Our father, Thomas L. Davis, ran WAAF in Chicago (long before Worcester, MA grabbed the calls). This was Chicago's jazz station, with Marty Faye, Daddy-O Daylie, Dick Buckley, Mike Rapchak, Studs Turkel, Lon Dyson, Meridee and many others. The Davis kids grew up at that station, and because we did, we had a chance to meet people who were, or who became, the lions of Jazz. I first met Brubeck in 1956, and I had the chance to see him perform in big auditoriums and the proverbial smoky clubs. Most recently, it was here in Madison's spectacular Overture Center. His performances (and those of his accompanists, often including his sons) were always the most wonderfully sophisticated, and hot. In every market, you'd hear

him first being interviewed on local radio, usually telling the story that, as a child, his mother wouldn't let him listen to the radio, because he should be spending that time making music instead of just listening to it. But he loved what radio had done for his career and always made it a point to be a great guest...Radio folks, please take out that 'Take Five' album you surely have sitting around and listen to the entire album, hearing the amazing Dave Brubeck Quartet, some of the true Kings of Jazz. You won't regret it."

DATES CONFIRMED, EARLYBIRD TUITION ANNOUNCED FOR 2013 LEARNING CONFERENCE! The Conclave has announced the dates for its 38th summer Learning Conference. The three-day, content intensive agenda, starts Wednesday July 17, and runs to Friday July 19, at the Minneapolis Doubletree Hotel Park Place. Early bird tuition of \$199 makes the Conclave Learning Conference the best industry value by far, but is available only until December 31, 2012. Registration and hotel information is available on the Conclave website <http://www.theconclave.com>. Expect an announcement regarding online reservations at the Doubletree Park Place, with sleeping rooms starting at just \$139. And go ahead, comparison-shop the conferences. Conclave tuition and hotel room costs continue to be the singularly MOST AFFORDABLE in the industry!

LAST TATTLER NEXT WEEK: Note that next week's *TATTLER* (December 13) will be this newsletter's last edition. I officially exit the Conclave Executive Director chair at the end of December, and will be taking vacation prior to my leaving. So, the *TATTLER* will officially be retiring, too. **Bob Shannon**, who's already begun his tenure as my successor, will be noodling through ideas for regular communication with you, the wonderful constituency of the Conclave. It may take the form of a newsletter; it may not. We're excited to see what Bob – a talented writer who's even an AUTHOR, for God's sake! - will come up with. Whatever it is, we're sure it'll be worth the wait. In the meantime, enjoy this issue and the next. If you feel nostalgic, know that there's roughly a decade's worth of *TATTLER*'s at <http://www.main-st.net/tattler.htm> if you'd like to thumb through some history. I'll try to craft a final COMMENT for next week, but in the meantime, thank you so much for your support and readership of this little weekly annoyance you've allowed me to send your way for lo these many years! - TK

The TATTLER is an aggregator of industry news and views about the participants in all the events and activities of the non-profit Conclave. The opinions expressed on these pages do not necessarily reflect the views of the Conclave Board and/or Conclave sponsors. Differing opinions are welcome. Email: <mailto:tomk@theconclave.com>

TATTLER Jobs

880 KRVN and 93.1 The River/Lexington, Nebraska need a Continuity Director. Experienced candidates must have: * Excellent organizational skills. * Commercial copy writing experience. * Skills in delegating production and handling a high volume of sales orders. * Great customer service. * The ability to work with Traffic, Sales and Programming to ensure accuracy and quality-control of all commercials and promos. * The ability to assist with KRVN's billing procedures, including co-op advertising. * Excellent computer skills and experience. KRVN offers a good salary, a defined-benefits retirement plan and a wonderful benefits package! Please e-mail your resume, writing and production samples to: jobs@krvn.com

580 WIBW Radio and the Kansas Information Network News Team is in search of a highly motivated and self-driven News Anchor and Reporter. Being in the Capital City of Kansas, there is a plethora of news stories to cover. From the State House, to local news, and state side stories, 580 WIBW News is the heritage station of Kansas and we want someone who will be able to come up with story ideas, get interviews, and produce award winning pieces for both 580 and KIN. It doesn't stop there. In this new social media age, we continue the stories online at wibwradio.com and on Facebook and Twitter. Continually updating our listeners on stories, and breaking news first with information, photos, and video reports is a requirement. The position of News Reporter with WIBW Radio supports our news department (AM & FM Stations as well as the KIN and KAN Radio Networks), with news gathering and on air reporting through newscasts at various times of the day. Staff reporters are responsible for attending press conferences, recording news actualities, writing news stories concisely for broadcast and internet publication, as well as editing audio for use in newscasts. This particular staff member could also take the reins of co-anchoring our 7 to 9am, "Newsday", seeking out guests to appear on the show. As a WIBW Radio employee, staff news reporters are also responsible for attending promotional events as prescribed by the News Director, Program Director, or General Manager. The position includes company benefits and salary commensurate with experience. Candidate must be well versed in broadcast news writing. Candidate must have at least 2 years news room experience. Other qualifications include knowledge of audio editing and anchoring preferred. A current driver's license is required. Send resumes and audio files to: Shawn.Wheat@morris.com

Toledo's News Talk 1370 WSPD is searching for a Full Time Talk Host. The right candidate has a strong interest in politics—The type of person that is genuinely interested in attending a council meeting and asking the right question(s). Our city council provides great on-air content. Politics is not your only focus, of course. Can you break up the political/news conversation with experiences from your day-to-day life, last night's big game, or maybe your love for cigars and wine? We're looking for a well-rounded host to embrace the market, engage the audience with compelling content on-air and on the web, and do great client endorsements. You must have the ability to work the phones and social media like a pro. This is not a position for beginners. PD stripes considered for qualified individuals. Here's what I need from you: Resume, Cover letter with salary requirement, .mp3 or link to podcasts of a recent show, audio from an endorsement(s), a link to your blog, how to find you on Facebook, and your Twitter handle. Your subject line needs to read: WSPD Toledo, Talk Host. E-mail your materials to CC.Toledo.Jobs@gmail.com or USPS: WSPD Toledo, Talk Host Attn: **Nathan Reed**, 125 S. Superior Street, Toledo, OH 43604.

Clear Channel Media + Entertainment in Minneapolis/St. Paul is searching for an experienced and dynamic General Sales Manager! You will need to have a track record of growing high performing teams of integrated marketing experts. You must possess the ability to push your team to excel in developing new business utilizing a multi-platform selling approach with an emphasis on growing the digital revenue line. This is a highly promotional-driven group that needs a creative, pro-active and strategic thinking leader. This position is not for a 'hands-off'/sit behind the desk manager, but for a leader who is out on the street, making calls with our sellers and has a strong track record of recruiting the best sales talent in the industry. Primary Position Responsibilities: , Meet or exceed all revenue goals, Develop strategic plans and budgets, in conjunction with the DOS, Recruit and train successful sellers, Handle performance evaluations and hold sellers accountable, Develop new business opportunities with a focus on local direct clients, Develop non-spot revenue with a big focus on growing our online and integrated offerings and revenue, Conduct group sales meetings as well as weekly one-on-one meetings with your sellers, Conduct multiple in-person meetings with our clients on a weekly basis, Monitor and evaluate the market – know all competitive media, Work harmoniously with all departments and staff, Function as a coach, leader, mentor and problem-solver for his/her team, , Position Requirements: , Minimum Requirements, 3+ years of radio sales management experience preferably in a major market, high revenue setting, Exceptional leadership, negotiation, problem-solving and strategic-thinking skills, Creative, idea-generating, non-transactional sales mentality, Excellent communication skills, , Track Record of Success, Meeting revenue goals and outperforming the market, Developing online and other integrated marketing programs, Recruiting, hiring and training a winning sales staff, , Qualified and interested candidates should email: mplsjobs@clearchannel.com. Please enter "General Sales Manager" into the subject line.

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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."

Townsquare Media Bismarck-Mandan has an opportunity to lead KBYZ, 96.5 FM, The FOX to continued format dominance. This position calls for an energetic, detail-oriented individual who is technically savvy, socially connected, and highly motivated., , Scope:, Direct, schedule and supervise on-air talent and be responsible for a competitive, compelling live product Monday-Saturday, 2-6 P.M.,(some hours voice tracked). , , General Responsibilities:, Create and supervise on-air structure and presentation, Oversee music rotations, including testing and playlist development, Develop marketing strategies and promotions to increase ratings market share, Recruit, hire, train, supervise, and schedule on-air and studio talent., Provide excellent management and leadership to the web & digital media staff and work collaboratively with staff, management, radio clients, and IT support, Partner with internal and external content managers, editors, designers, developers and other radio staff to ensure site meets both client and station needs, align with the brand strategy platform, and meet station web standards, Present web/digital content to diverse audiences, manage multiple projects and maintain schedules and budgets, Provide daily digital media services utilizing technology (websites, webcasts, blogs, podcasts, social media), Required Knowledge, Skills, and Abilities:, Knowledge of all applicable FCC rules and regulations, Understanding of market/product research, Strong computer, analytical, organizational and written/oral communication skills, Ability to work often with others in a team environment and interact with management and staff at all levels, Problem-solving ability and skill in prioritizing, Ability to multi-task and handle pressures and deadlines, Skill in operation of control board, remote broadcasting and other related production equipment, Knowledge of digital media production, delivery, theories, technologies, principals, concepts and methodologies. , Current knowledge of existing emerging digital media services, applications, and technologies., Ability to interact and provide information to diverse individuals or groups., , Education and Licensing Requirements:, Associates degree in Broadcasting of related field; or equivalent level of experience, Must possess valid state drivers license, , Physical Requirements:, May occasionally require lifting up to 25 lbs., Able to sit for extended periods of time, , Please send your resume and a sample of your on-air and imaging to: , **Syd Stewart**, General Manager, Townsquare Media, 1830 N 11th Street, Bismarck, ND 58501, (701) 250-6602 x 129, syd.stewart@townsquaremedia.com

Director of CHR Programming/Program Director WNDV, Program Director for WNDV/WSSM/WSMM in South Bend, IN, Over-see programming and music for WAZY in Lafayette,IN, Oversee WBWB in Bloomington, IN, , Looking for a Strategic thinker with organizational skills. On-air shift required and must be experienced in Selector, music, multi-format knowledge,

promotions, and staff. Other duties may be assigned. Please submit resume, ratings samples and on-air demo for this EOE position to cwhetstine55@gmail.com

UPPER MIDWEST ROCK PROGRAMMER NEEDED!, Great company, great work environment and professional! Want to work for a company that talks to you, not AT YOU!, I need an experience rock programmer that works and plays well with others. Someone who understands the "global" approach and is not only concerned about their station but understands that it success of the cluster is just as important independent success., Production, air shift, remotes and appearances included., Must be **TECHNICALLY ADVANCED** (ADOBE, VARIOUS MUSIC SCHEDULING AND BROADCASTING SYSTEMS), You must understand social networking and today's broadcast technology!, If you're young and hungry and ready to learn to earn the stripes, send me your stuff NOW!, This posting will not be up for long!, reply with tape, resume and a picture would be nice, not necessary but nice!, Tell me WHY I should hire you, upper mid west applicants go to the FRONT of the line! Do not expect moving expenses!, ONEOH3@AOL.COM

WANTED- General Sales Manager Wichita, KS. Education: Bachelor's degree in related field. Skills: Strong analytical and organizational skills; excellent written and verbal communication skills; core competencies in leading a sales team by communicating a vision and values, strategic decision making, building partnerships internally and externally; thorough knowledge of broadcast industry related to inventory, ratings, research, marketing, demographics and the internet; proficient computer skills including Word, Excel, Outlook, PowerPoint and Tapscan; Wide Orbit and Matrix a plus. Ability to be flexible, handle stress and multiple tasks simultaneously; prioritize and meet strict deadlines, achieve financial responsibilities and work well independently and as part of a team. Attention to detail is critical. Experience: Minimum five years broadcast sales management experience required; including customer focused selling experience preferred; experience with both agency and local direct/retail clients; a proven track record of revenue success in the radio sales industry with mentoring experience; demonstration of a value sales philosophy; a history of outperforming the market and goals. An exceptionally positive attitude is required with a relentless "get it done" work ethic. Duties: Grow sales revenues by increasing market share for stations; develop and implement sales strategies through pricing policies, key and target account management, and inventory management; work with all station departments to maximize promotional and product opportunities; identify and monitor sales trends locally and nationally; create a productive work environment leading employees through our mission, vision and values; maintain department budget. Supervise Local Sales Managers, Account Managers, Internet Sales and Sales Assistants. Recruit, hire, retain, train and lead the best sales talent to work in a productive culture based on accountability. Maximize multiple lines of business available (spot, digital and NTR events). Facilitate inter-departmental cooperation designed to optimize our assets and the ability to leverage resources to achieve and exceed our revenue goals. Send resume and cover letter to: **Eric McCart**, Vice President & General Manager, **Journal Broadcast Group**, 4200 N. Old Lawrence Road, Wichita, KS 67219, emccart@jrn.com

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Are you looking for a fun JOB? Forget an office job, try RADIO! Today's Q106 is looking for a true country fan to be the Phone Producer on The Candy + Potter Morning Show. NO RADIO EXPERIENCE NECESSARY. Seriously. Are you smart, dependable, and outgoing? Does your life sound like a country song? Do you consider camouflage a color pallet? Yeah, you should give us a call. Requirements: Must be at least 18 years old, have dependable transportation to and from the Q106 studios in Madison, and be available early mornings. You also must be fun, outgoing and have a desire to be involved in media. Hours: 6:30am-9:30am | Monday through Friday Experience: No radio experience required. On the job training provided! This is a rare opportunity and we are looking for the best of the best. Pay: Currently, this position pays \$10.00 per hour! Skills you will learn: , *How to be a Radio Phone Producer, *Social Networking Marketing , *On Site Promotional Marketing , *Media Customer Service , *Audio and Video Editing...and more!, Apply by sending your resume along with anything else you think might help too! Midwest Family Broadcasting is an equal opportunity affirmative action employer. Women and minorities are encouraged to apply. Contact: **Fletcher Keys**, 730 Rayovac Dr, Madison, WI 53711, eo@mwfbg.net

Mid-West Family Broadcasting Group in Madison, Wisconsin is looking for a "go-getter" Local Sales Manager! Teamed with our Veteran Director of Sales and General Sales Manager, we need our LSM to be our "point person" in our on-going recruiting efforts for new local sales representatives. As the LSM, you will

also assist in the training process of these new recruits as well as "on-going" training of our existing sales personnel. As LSM you will also carry a book of business while making time to accompany sales people "in-the-trade" to teach & coach the sales person and on rare occasions, assist sales people in the sales process. PERSONAL REQUIREMENTS: Our ideal candidate should have a minimum of at least four (4) "successful and trackable" years in broadcast sales. The candidate should have "some" working knowledge of Arbitron ratings, Microsoft business software and be a person who delights in seeing others succeed through their guidance. A college degree is preferred but experience in the industry is as important, if not more so. Mid-West Family Broadcast Group is an equal opportunity employer and women and minorities are encouraged to apply. WAGES: The compensation package will be a combination of salary, commission and bonus and commensurate with experience. A full benefits package is available. CONTACT: Mid-West Family Broadcast Group – Madison
Attn: **Rick McCoy** – General Manager, 730 Rayovac Drive, Madison, WI 53711, rick.mccoy@mwfbg.net

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.

