

the  
**Conclave** Presents

# THE TATTLEER

Since 1975

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Cartoons Suggested by Lenny Bronstein & Jay Philpott

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The Conclave will be kicking off the **36<sup>th</sup> Summer Learning Conference** Wednesday evening, July 14<sup>th</sup> at 7PM with it's 4th annual **AWM (Alliance For Women in Media)** Networking Event at the Doubletree Park Place Hotel/Minneapolis. The event – “*Winning Presence For Networking!*” features members of **SagePresence**, a Twin Cities based communication, training, and consulting company. In a mere 30 minutes, you'll be exposed to an engaging, entertaining, educational...and FUN...approach to networking you won't want to miss. In the real-time networking experience of the Conclave's AWM Networking Event, **Dean Hyers & Pete Machalek** of SagePresence will reveal the secrets of how to: 1) Engage ANYONE in conversation, 2) Instantly build relationships so that they want to hear from you again, 3) Be concise and efficient (but not rude!) so you can make the most of your networking time. With these simple secrets, you'll have a process you can use anywhere, so that you can always be certain that the time and energy that you put into the networking challenge will come back to you in spades! Admission, including appetizers, is free for 2011 Learning Conference registrants. Event tickets for all others are available for \$25 in advance by clicking on <http://conta.cc/nxB3ql>. This Conclave female-centric event is sponsored by **McNally Smith College of Music** (St. Paul) and the **Alliance for Women in Media** (Minneapolis). The event is coordinated by Pam Muldoon, and Next Stage Business Radio Network (<http://www.facebook.com/NSBRadioNetwork>).

Can't make it Minneapolis next weekend for the **Conclave Learning Conference**? You'll miss a lot, but the Conclave will at least give you a chance to attend some of the conference online. A select group of sessions on Thursday and Friday (7/14, 15) from the 36th Summer Learning Conference will be streamed online! Now, you don't have to miss some of our best sessions, including: **The Jacobs Summer School**, “Meet the Pres” CEO keynote featuring **John Dickey** and other industry leaders, **Steve Goldstein's** Brilliant at the Basics seminar, and the **Dan Mason/Steve Rivers Awards Luncheon**. This Conclave first is designed to offer every industry

professional the chance to learn from the amazing minds gathered during our annual Summer Convention. Daily passes are \$15 and two-day passes are \$25. Click on <http://www.theconclave.com> to find out more about how you can be a part of the Summer Learning Conference, even if you're not able to travel to Minneapolis. Watch the stream this year, get a taste of what a Conclave is REALLY all about, and then make plans to attend the industry's only multi-format learning conference next year! *COMMENT: This year's Learning Conference breaks a record by offering nearly 50 different sessions in 7 learning tracks (Management, Programming, Promotion, College, Life Skills, Interactive, Air Talent) inside of 3 days. Now, through streaming, those not fortunate to be on site will still be able to witness a score of sessions they might have missed otherwise. We thank Arturo De la Mora and his New Generation Streaming for making the Conclave available not just to the few hundred lucky on-site registrants of the Learning Conference, but to a potential worldwide audience. - TK*

**Twitter Users:** @Conclave wants to hear from you! If you tweet about the conclave make sure to use our conference hashtag: #c36. Follow us for insider info and exclusive interviews during the conference!

Whether you are an old dog or new pup; the radio business is full of new tricks and if you're not willing and ready to learn them, you may just be treated to a full time position in the doghouse! Don't be left out in the cold, join us at the **36th annual Conclave Learning Conference** for the *2011 Conclave College* on Friday July 15th at the Doubletree Park Place Hotel/Minneapolis. Conclave College is being presented by **All Access & Coleman Insights! 2:30PM GREAT EXPECTATIONS!** *Great Expectations must begin with Great Acceptations!* Are you ready to accept an opportunity to discover what you need to know in order to land (or keep) that dream job? To meet expectations you must first introduce yourself to them. Learn what are the traits, skill, and experiences as managers who hire look for in filling their next job opening. Faculty: **Jon Zellner**, Senior VP of Programming/Clear Channel Communications, **Chase Murphy**, OM at Entercom Communications/Greenville, SC, **Jeff Winfield**, NRG Media Director of Programming/Cedar Rapids, & Citadel's Minneapolis General Manager, **Marc Kalman. 3:30PM BRILLIANT AT THE BASICS – EXTENDED PLAY** Forget the fancy stuff...being **Brilliant at the Basics** is the foundation for a successful radio station. **Steve Goldstein**, Executive Vice President/Saga Communications, shares his secrets from making the station and programmers excel at the key station building blocks. **3:30PM WORDS THAT WIN** We all sell something – a music position, contest or advertising. In this workshop, you'll learn from **Jeffrey Hedquist**, the voice that has flipped a billion burgers for McDonalds, adding spare tires to America's waist-line, and sold millions of new tires for

## The Conclave Learning Conference 2011 Faculty (Part 1)

- Craig Ashwood, Cox Media/Atlanta
- Sean Barnard, Totally Interactive Weather
- Wade Beavers, DoApp/Minneapolis
- David Benjamin, Triad Broadcasting
- Valerie Blackburn, CBS Radio & AWM/LA
- Chancey Blackburn, Pickle Programs
- Jerry Boulding, All Access Music Group
- John Boyne, Coleman Insights/Research
- Michael Brandvold, Michael Brandvold Media
- Tim Bronsil, Point To Point Marketing
- Lou Brutus, HardDriveXL/Washington

- Alex Cameron, Emmis Communications
- David Christian, VO Specialist
- Mike Crusham, Clear Channel Communications/ Minneapolis
- Mike Dalfonzo, Abacast/Danbury
- Sandy Davis, SmartSite Systems/Cleveland
- Melissa DeCesare, Edison Research/Edison
- Joel Denver, All Access Music Group/Malibu
- Maurice Devo, Cumulus Broadcasting
- John Dickey, Cumulus Media/Atlanta
- John Dimick, Lincoln Financial Media/Atlanta

- Drake Donovan, CBS Radio/Pittsburgh
- David Einstien, Efficio System/Columbus
- Tripp Eldrige, DMR Interactive/Cincinnati
- Sam Elliott, 96.3 Now FM/Minneapolis
- Chad Elliott, Zimmer Bdcstg
- Bill Figenshu, Fig Media1/Skytop
- Charese Fruge, CBS Radio/San Diego
- Rachel Geddes, Citadel Broadcasting
- Valerie Geller, Author
- Steve Goldstein, Saga Communications
- Dennis Green, Westwood One/New York

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## The Conclave Learning Conference 2011 Faculty (Part 2)

- Tim Hall, Radio One/Cleveland/Columbus
- Dan Halyburton, McVay New Media/Dallas
- Kurt Hanson, RAIN
- Ron Harrell, Citadel Communications/Detroit
- Jeffrey Hedquist, Hedquist Productions
- Paul Heine, Inside Radio/Philadelphia
- Scott Herman, CBS Radio/New York
- Keith W. Hodkinson, Seneca Country Radio
- Drew Horowitz, Hubbard Broadcasting/
- Fred Jacobs, Jacobs Media
- Paul Jacobs, Jacobs Media
- Bill Jacobs, Jacobs Media
- Tracy Johnson, Author
- Mary Ellen Kachinske, Hubbard Broadcasting
- Chris Kalis, CBS Radio/Minneapolis
- Marc Kalman, Citadel Communications
- Warren Kurtzman, Coleman Insights
- Lori Lewis, Jacobs Media
- Paul Maloney, RAIN
- Robin Marshall, VO Specialist
- Van McNeil, Entercom Communications
- Mike McVay, McVay Media/Cleveland
- Perry Michael Simon, All Access Music Group
- Sam Milkman, knowDigital/Philadelphia
- Terry Monday, Perry Broadcasting
- Ginny Morris, Hubbard Broadcasting/
- Chase Murphy, Entercom Communications
- Scott Musgrave, theMediaDash.com/Fairfield
- Frank Neill, Realtime Media
- Paige Nienaber, CPR

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Goodyear and people movers for Ford; all dramatic advertiser results achieved by and through the winning techniques of storytelling, emotion, empathy, surprise, and word choice. **4:30PM S#\*T MY GM SAYS** Yes, you've always known your GM was full of it, but there are just some things you need to know to keep your career from getting flushed! Faculty: **Steve Wexler**-Executive VP at Journal Broadcasting/Milwaukee, WI, **Ron Harrell** PD & GM at Citadel/Detroit, and **Mike Crusham**—President and Market Manager, Clear Channel Communications/ Minneapolis.

This week, cancer claimed the life of **Scott Kenyon**, one of San Diego radio's "Rich Brothers". He was 61. His friend and "brother" **Bobby Rich** says Kenyon (born **Benjamin Gall**) jocked in Cincinnati, Miami, San Francisco, Denver, Washington DC, Kansas City and Salt Lake City. They first met in 1967 when Rich hired high schooler Kenyon to answer the request phones at WOHO, Toledo. Beginning in 1985, Bobby Rich and Scott Kenyon were "The Rich Brothers" on the B100 Morning Zoo at San Diego's KFMB-FM. Kenyon died of cancer at the home of his friend **Ceci Cesna**, "surrounded by the love of his sons **Brady** and **Skylar Gall**", as well as Bobby and **Debbie Rich**. In his last days, Kenyon received support from the San Diego Hospice crisis team, and donations can be made in his name to the not-for-profit Conclave: 4517 Minnetonka Blvd, Minneapolis MN 55416. *COMMENT: Those not fortunate enough to hear the Rich Brothers missed great radio. Those not fortunate enough to know Scott Kenyon, missed knowing an incredible human being. The Conclave thanks Scott - for even in his death, his generosity of spirit continues. The Conclave is honored to be the destination for his memorials. - TK*

**The National Radio Hall of Fame** announced its Class of 2011, including the only radio broadcaster ever to become President of the United States. The 2011 inductees are: **Ronald Reagan**; the 40th President of the US. Reagan began his broadcasting career in Iowa as a sportscaster for WOC/Davenport and WHO/Des Moines. **Graham McNamee**; A sports casting legend, McNamee gained national prominence and was radio's most-recognized national personality in its inaugural decade. **HV Kaltenborn**; The premier news commentator of radio's first great era. Kaltenborn, a Wisconsin native, was on the air for more than 30 years. He was America's first newsreader to provide analysis and insight into current events. **WLS National Barn Dance**; First broadcast in 1924, it was the first acclaimed Country music show in radio history – a direct precursor of **The Grand Ole Opry**. Because of the powerful clear-channel signal of WLS/Chicago, the program could be heard all over the Midwest and the South. **The Great Gildersleeve**; One of radio's earliest spin-off programs, it was built around **Throckmorton Philharmonic Gildersleeve**, a bombastic character with a remarkable ensemble cast that was first introduced to radio

audiences as a staple on the **Fibber McGee** and **Molly** show, also a Hall of Fame Inductee (1989). **Gangbusters**; The iconic radio crime drama that dramatized FBI cases and was produced in close association with Bureau director **J. Edgar Hoover** during the great American crime wave of the 1930s. **Suspense**; One of the most compelling radio dramas of all time, this program was subtitled "radio's outstanding theater of thrills" and focused on suspense, thriller-type scripts and featured the leading Hollywood actors of the era. NRHOF Steering Committee Chairman **Bruce Dumont** said, "Many of the stars and shows that defined the medium in its infancy have been unfortunately overlooked in public balloting. This year, as we move into our new home, the Committee wanted to be sure to recognize the pioneers that time passed by but whose accomplishments must not be forgotten. The Radio Hall of Fame class of 2011 gives us a solid foundation upon which to build. "The induction ceremony and national broadcast is Saturday, November 5th in Chicago. [Click Here](#) for more details.

Radio legend and noted futurist **Lee Abrams** will deliver a keynote address at the 2<sup>nd</sup> Annual **RAIN Summit Midwest** on Saturday, July 16. The Summit takes place during the 36th annual **Conclave Learning Conference** in Minneapolis. Lee is a media and radio icon who is generally credited with developing the AOR format employed by hundreds of radio stations across the country. Most recently he was the chief innovation officer for the **Tribune Company** (2008–2010) but prior to that, he helped found **XM Satellite Radio** and served as Chief Programming Officer at that company until his departure in 2008. Earlier in his career, he was part of the prominent radio consulting company **Burkhart/Abrams**. He also served as an internal consultant for **ABC Radio**, and helped develop nationwide radio formats such as **Z-Rock** and **Radio Disney**. Said RAIN principal **Kurt Hanson**, "Abrams was a panelist at RAIN Summit West in Las Vegas this past April. We're delighted to have him back to deliver a keynote address at RAIN Summit Midwest — it's sure to be a 'don't miss' experience!"

When it RAINS, it pours! In addition to Lee Abrams' keynote address detailed above, the RAIN Summit Midwest will feature several informative sessions — including discussions about programming, sales, technology, promotions and features. The Summit will also include **Kurt Hanson's** State of the Industry Address and the results of a research study (to be revealed soon).Joining the RAIN Summit Midwest's faculty will be a dynamic line-up of Internet and radio experts, including **TuneIn Radio's Dan Halyburton**, **1Club.fm** Director of Content **Sal Amato**, **Radio One** Digital Sales Manager (Cleveland/Columbus) **Tim Hall**, **Realtime Media's** Director of Business Development **Frank Neill**, **Abacast** Sales Manager **Michael Dalfonzo**. and **Jonas Woost**, CBC Radio 3's Executive Producer and former Head of Music at Last.fm. Also set to speak at

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## The Conclave Learning Conference 2011 Faculty (Part 3)

- Nikki Nite, Entercom Communications/Austin
- Mike Novak, EMF Broadcast Networks/Rocklin
- Bill Pasha, Multibrand Media International
- Alissa Pollack, Mediabase/New York
- Dave Presher, Digital Tribe/San Francisco
- Monchai Pungaew, Peak Broadcasting/Boise
- Jake Ray, WQHT/New York
- Mike Reszler, MPR Online
- Jim Richards, Vallie Richards Donovan Consulting/Atlanta

- Barb Richards, WAJI/Ft. Wayne
- Paul Rodgers, Free/Bad Company/The Firm
- Bill Rose, Arbitron Inc./New York
- Joe Schwartz, Cherry Creek Broadcasting
- Dan Shelly, Radio One/New York
- TJ The DJ, Elvis Duran Show/New York
- Guillermo Tomas Chialvo, Radio M.-Ci.Radios
- Charlie Tuna, Black Card Radio/Los Angeles
- Rich Van Slyke, VO Specialist
- James VanOsdol, Emmis Interactive/Chicago

- Steve Wexler, Journal Broadcasting
- Andy Whatley, MediaSpan
- Jeff Winfield, NRG Media/Cedar Rapids
- Dennis Winslow, Northern Broadcasting
- Jonas Woost, CBC Radio 3
- Jon Zellner, Clear Channel Communications
- Buckhead, CBS Radio/Detroit
- Cornbread, WIL/St. Louis

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the Summit are **Radio Mitre / CienRadios CIO/CTO Guillermo Tomas Chialvo**, **Seneca Country Radio** President/General Manager **Keith W. Hodkinson**, **Totally Interactive Weather** National Sales Manager **Sean Barnard** and **MediaSpan** VP/Sales and Marketing **Andy Whatley**.

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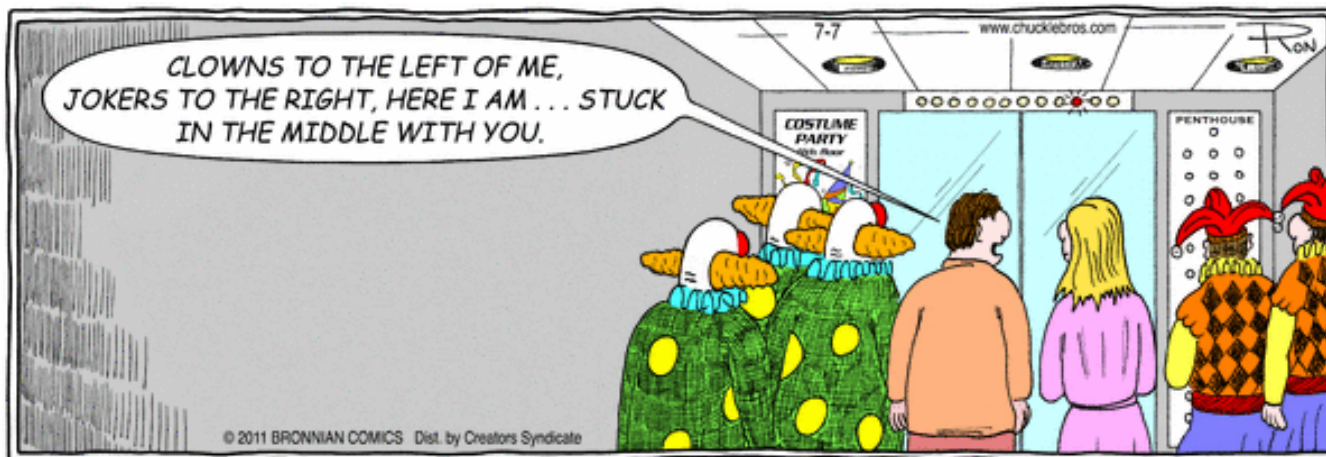
Those red kettles of the **Salvation Army** are everywhere during Christmas season...But, they're back out this summer in Nebraska and Iowa as the **NRG Media** cluster of radio stations in Omaha drives listeners to help with flood relief. The Salvation Army Western Division, based in Omaha, has been charged with coordinating plans for flood disaster relief operations in the Omaha metro, including Council Bluffs as the flood waters continue to rise. "The damage we have seen in the past few weeks has been unprecedented in Minot, North Dakota and areas of Colorado and we know that the situation may significantly impact our region if the levees can't withstand the water pressure," explained **Susan Eustice**, Divisional Director of Public Relations and Communications for the Salvation Army. **NRG Media/Omaha** General Manager **Rhonda Gerrard** states, "100% of supply and monetary donations raised for the Salvation Army will go to the flood relief effort, which is why this partnership makes great sense as we watch and wait to see what happens." **NRG Media** listeners will hear an aggressive public awareness campaign explaining how they can help on all of **NRG Media** stations. "If anyone can move the needle to make an impact and help those affected, the talented crew on these great stations certainly will," said Gerrard.

In cooperation with the **Doubletree Park Place Hotel**, the **Conclave** will host "*The Conclave Cares Luncheon*" on Thursday, July 14th, at

noon at the 36th annual Conclave Learning Conference – "*From Nuts & Bolts to Bits & Bytes*". All proceeds from this luncheon will be presented to the American Red Cross to assist their efforts to help **Joplin, Minot, Minneapolis** and other Midwest communities recover from the spate of natural disasters that have befallen those cities, and more, this summer. The Doubletree Park Place will be contributing the complete menu for this special luncheon, and registrants who wish to participate in the meal will be asked for a \$10/person donation. Said Conclave Board Chairperson **Mark Bolke**, "We have watched as tornadoes and floods devastated so many Midwest cities and towns over the past few months, and decided the Conclave, its registrants, and our host hotel would work as a team to contribute to the healing process inside these communities with what we hope will be a healthy donation to the Red Cross." Tickets for The Conclave Cares Luncheon will be sold on-site, beginning Wednesday evening, July 13th at the Conclave registration desk...and Thursday morning (7/14) during the *Jacobs Media Summer School*.

Former **Tribune** Talk **WGN-AM/Chicago** News Director **Charlie Meyerson** will join the newly formed **Merlin Media**. Meyerson left **WGN** June 17th. Will the market hear Meyerson read the news on soon to be "Chicago's FM News 101-1" by late Summer?

**Time Out Chicago's Robert Feder** reports, "Chicago broadcast legend **Steve Dahl**, whose two-and-a-half-year payout by **CBS Radio** ends this week, is about to begin a new chapter in his career. And if you believe what he tweets, he'll announce his plans to the world at noon Monday," (7/11). Dahl left then **CBS Adult Hits WJMK/Chicago** in December 2008. Feder noted, "On Tuesday's podcast he joked that he planned to take over the **CBS 2** morning show now that news anchor **Steve Bartelstein** is gone."



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Once again, the Conclave Learning Conference will trek to the #1 ballpark in all of America – **Target Field** – to watch the **Minnesota Twins** take on their Central Division rivals, **Kansas City Royals**, on Friday, July 15<sup>th</sup> at 7:10PM. **Joe Mauer**, **Jim Thome**, and **Michael Cuddyer** will lead the home town team into battle against the up-and-coming Royals, with their budding stars **Eric Hosmer**, **Mike Moustakas**, and **Billy Butler**. Target Field was voted the stadium with the best fan experience in 2010 (*ESPN*), and this year features even an even more fan-friendly environment and the best variety of ballpark food and beverage in the U.S. The Twins-Royals game will be sponsored by **Arbitron**, **Bentztown Branding** and **RAMP**

Legendary British rocker **Paul Rodgers** will be appearing at next month's 2011 Learning Conference – FROM NUTS & BOLTS TO BITS & BYTES - on Thursday, July 14<sup>th</sup> at the Doubletree Park Place Hotel in Minneapolis! The iconic Rodgers, who guided international hitmakers **FREE** and **BAD COMPANY**, takes the Conclave stage as **BMI Presents The Legend's Hour** during the Conference's opening day at 5PM CT! Paul Rodgers has led three bands to international success: **FREE** (with their classic "All Right Now"), **BAD COMPANY** ("Feel Like Making Love", "Can't Get Enough", etc.) and **THE FIRM** with Led Zeppelin's **Jimmy Page**. He has enjoyed a Grammy nominated solo career, as well. His accolades include being named *Rolling Stone's #3 Greatest Voice in Rock*, and this year receiving the prestigious *Ivor Novello Songwriting Award* for his outstanding contribution to British music! Says **Eric Clapton**, "Paul Rodgers is the real deal. He is undeniably one of music's most distinctive vocalists." And **Robert Plant** adds, "Paul's voice is STILL incredible!" But the only way you'll be able to witness *The Legend's Hour* is by becoming a registrant at the 2011 Conclave Learning Conference! Register at the door, beginning Wednesday July 13.

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**Univision Radio** made changes in Chicago, moving Latin Urban La Kalle from WPPN to its WVIV-WVIX simulcast. The WVIV-WVIX simulcast at 103.1 and 93.5 had been home to Spanish Adult Hits *Recuerdo* 103.1 and 93.5. WPPN is now Spanish AC *Pasion* 106.7.

Last year's Conclave keynote participant, **Gary Rozynek** and his **Maverick Media** fills in coverage of Rockford-market "X 104.9" WXRX with a \$45k translator purchase. Maverick's dealing with the Twin Falls based warehouse of translators, **Edgewater Broadcasting**, acquired W232BR, just over the state line in Beloit, WI.



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**Triton Digital** promoted **Dominick Milano** to COO of the company's Streaming Division. Effective immediately, Milano will manage all client initiatives within the division.

**Kendall Weaver** accepted a position with **Clear Channel/RCS Software**, and will join the offices in Nebraska as a Tech Support Engineer. Weaver previously taught Radio and Audio Production at **Yakima Valley Tech** and was PD/Morning man at **New Northwest Broadcasters AC KRSE/Yakima**.

Long-time **CBS Country KMPS/Seattle PD Becky Brenner** leaves after a great run, spanning back to 1982. Brenner also serves on Boards of both the **Country Radio Broadcasters** and **Country Music Association**.

**Great Plains Integrated Marketing/Fargo-Moorhead Classic Hits KEGK** and Country hybrid **KQLX-FM** promoted PD **Chris Hulsether** to OM of those stations and sister **AG News/Classic Country KQLX-AM**.

**Townsquare Media/Missoula, MT** parts ways with APD/Production Mgr. **Shawn Whitney**, whose "Rockstar Radio" aired on Active Rocker **KBAZ**, after four years.

After a couple years as Dir./Sales at **Taylor on Radio-Info**, **Henry Mowry** is exploring new opportunities in sales and marketing. Mowry also has 22 years of experience running the sales department at **Radio and Records**, too. Reach out to Henry at [hmowry@ca.rr.com](mailto:hmowry@ca.rr.com) or 661.367.6801. (In the interim, the Conclave is proud to have enlisted Henry as a "sales helper"!)

Condolences to family and friends of longtime Kansas City radio engineer **Jay Frederick "Fred" Frank**, who passed June 18<sup>th</sup>. Frank served the radio industry for over 45 years at several stations in the KC area, including **KCMO-AM** and the **KC Chiefs Radio Network**.

**NEXT WEEK'S TATTLER** will be available on-site only at the 26<sup>th</sup> Conclave Learning Conference!

*Commentary found on the pages of the TATTLER solely reflects the opinions of the publisher, and are not necessarily those of the Conclave or its Board of Directors. Responses to all TATTLER news items and commentary are welcome. Email [mailto:tomk@theconclave.com](mailto:mailto:tomk@theconclave.com).*



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Morning Co-host opening at KQYB-FM (KQ98) in La Crosse, WI! **Mid-West Family Broadcasting's** heritage country morning show needs a co-host! Do you know the country format and culture? Can you help create a topical and entertaining show in a competitive market? Basic computer skills necessary. Experience preferred, but not required. FULL-TIME position duties include, but not limited to, on-air shift, remote appearances, production, and assisting with promotions. Females are strongly encouraged to apply! [openings@kq98.com](mailto:openings@kq98.com)

**Metro Networks – Chicago** is seeking candidates for PT News/Traffic Anchor openings. These open positions require gathering traffic information as well as broadcasting that information on some of Chicago's largest stations. Prior Traffic and News reporting experience is a plus along with a thorough knowledge of Chicago area roadways. Strong on-air presence is a must. Please send MP3 demos and resumes to: [jim\\_dubenezky@metronetworks.com](mailto:jim_dubenezky@metronetworks.com)

Do you have what it takes to truly make a difference. **Three Eagles of Colorado** is searching for an upcoming news and sports superstar. Located approx. 2 hours west of Colorado Springs in Salida, you'll cover local news and local H.S. sports (including play by play) in the Rocky Mountains. You'll cover the School Board, commissioners meetings, late breaking news and more. If you're a true professional and can back it up with samples, air checks, writing samples and more and you're looking to live the Colorado lifestyle, email **Ron Gates**, GM / Managing Partner. Please send resume along with salary expectations...Three Eagles of Colorado is an EOE/M-F [Ron@kvrh.com](mailto:Ron@kvrh.com).

The search continues for an outstanding rock PD to lead two of Wichita's successful rock stations to even greater success. Are you an experienced rock programmer with a winning track record in a competitive market? Our next leader has top notch leadership skills, strategic thinking, and creativity! We're seeking strong on air skills and the ability to coach, motivate and lead talent. Selector, digital production, experience in using research to maximize station performance, and strong digital/interactive/social media skills should all be in your bag of tricks. Video experience a plus. Sound like you? Let me hear from you! Please send Resume, Demo, and Programming Philosophy to **Beverlee Brannigan**, Operations Manager, Journal Broadcast Group/ Wichita at: <mailto:RockPD@journalbroadcastgroup.com>.

**Clear Channel Minneapolis** is looking for its next sales superstar! If you have high career aspirations, enjoy challenges, and have no reservations about hard work...if you're comfortable in a fast-paced environment, have a proven track record in working with local and regional agencies, and success in new business development...then what are you waiting for? The right individuals will need basic business knowledge, good follow-up performance, excellent communication skills, a strong desire to see clients succeed, and the ability to think on their feet. Being customer focused, self-motivated, and having an insatiable desire to win are key. You must be creative, energetic, goal oriented, and have at least a year of outside sales experience. Media experience is preferred. A high school diploma or equivalent and a valid driver's license is required. Standard business hours M-F 8:00-5:00; evenings/ weekends as needed. Clear Channel Radio offers a great benefits package. Join our winning team!

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KDWB | K102 | KFAN | KOOL 108 | Cities 97 | KTLK. E-mail or mail resume and cover letter to:

Clear Channel Radio Attn: Hiring Manager, 1600 Utica Ave S Ste 400, Minneapolis MN 55416  
[minneapolisemployment@clearchannel.com](mailto:minneapolisemployment@clearchannel.com)

Urban Talker in Chicago looking to fill our bench with top notch talent. Ideally we are looking for News Anchors that can fill in on short notice, and be scheduled to fill in for vacationing News Anchors. Can you write news for radio? Can you present news in a professional confident and accurate manner? Do you know the highways and side streets of Chicago like the back of your hand? Can you report Traffic in Chicago and actually sound like you are familiar with the streets you are reporting on? You should be proficient in digital audio editing. Candidates should email resume and mp3 for review to [Todd@wvon.com](mailto:Todd@wvon.com) for consideration. Put Newsroom Bench in subject line.

Affiliate Sales Manager **Envision Radio Networks** - Cleveland East Side (Cleveland/Akron, Ohio Area). Job Description The successful candidate will be responsible for aggressively growing and maintaining the number of affiliated radio stations in their regional territory. They will also be responsible for updating all aspects of the radio station database. Additional responsibilities include: Request and process paperwork to ensure the accuracy of station records; Update contact information in database as well as physical files; Maintain affiliate relationships and handle affiliate questions or concerns in a timely manner; Coordinate

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and attend regional trade shows; Attend affiliate events and broadcast industry functions as needed; Work closely with the Director of Affiliate Relations to develop and relay new sales/marketing ideas to enhance Affiliate Manager performance, Customer service and sales; Maintain and track territory sales initiatives. This position is only based in Cleveland, OH

**Qualifications & Requirements:**

- Bachelors degree or equivalent combination of training and experience
- 1-3 years of applicable work experience preferred
- Previous broadcasting industry experience is a plus, but not required
- Strong computer/technical skills; must have knowledge and experience with Word, Excel, and Outlook, familiarity with PowerPoint and Access a plus
- Ability to work well independently and as part of a team
- Good oral and written communication skills. Attention to detail is critical
- Exceptional organizational and time management skills
- Ability to handle multiple tasks simultaneously
- Ability to prioritize and meet strict deadlines

Envision Radio Networks (<http://www.envisionradio.com>) offers a competitive benefits and compensation package an organization funded retirement plan, and a fast-paced entrepreneurial environment. This is an opportunity to get in on the ground floor of one of Cleveland's fastest growing businesses. Send cover letter, resume and salary requirements in MS Word or ASCII text to **Laura Orkin**, [LauraO@envisionradio.com](mailto:LauraO@envisionradio.com) or via fax to 216-514-4699.

Journal Broadcast Group is looking for a talented individual to lead our sales team in Springfield, MO. We're searching for an individual who is looking to succeed in one of broadcastings best companies and we require proven success, exceptional customer focus, and demonstrated leadership qualities. Education Requirements: Bachelor's degree in Communications, Marketing, Business or related field. Experience: 3-5 years radio broadcast

sales and/or radio sales management experience required. Experience with direct/retail clients; understanding of inventory management, ratings, marketing, promotions, collections, NTR and New Media; proven track record of revenue success in the radio sales industry with mentoring experience preferred. If you're up for the challenge please send a resume and cover letter to: **Janelle Carter**, General Sales Manager  
Journal Broadcast Group—Springfield, MO  
[jcarter@journalbroadcastgroup.com](mailto:jcarter@journalbroadcastgroup.com)

97.3 JOE FM Saginaw Looking for Afternoon Drive Air Talent  
**MacDonald Broadcasting's** Adult Hits 97.3 JOE FM / WMJO Saginaw, Michigan has an immediate opening for a PM Drive air talent. Joe is looking for an individual that can present in Joe's distinctive style, has strong writing skills, thrives in a performance-measured environment, enjoys having a great street presence to bring Joe's message to the people, has a passion for radio and wants to be part of Joe's winning team. If this sounds like you, Joe wants to hear from you right away! Experience working with Scott Studios computers as well as the Adobe-Cool Edit program is a plus. Please e-mail your resume, references, aircheck and production samples to [gregcole@macdonaldbroadcasting.com](mailto:gregcole@macdonaldbroadcasting.com) or mail to **Greg Cole**, Operations Manager, WMJO, 2000 Whittier Street, Saginaw, MI 48601.

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.

**BMI**  
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*"The Legends Flow!"*  
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**KATRINA**

Appearing Next Thursday  
7/14 at the Conclave  
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Katrina will be performing  
selections from her Debut CD

"In The Blink of An Eye"  
including the singles  
"Shame On Me" and "So Eden"  
at The Welcome Gathering