


**the Conclave**  
 Presents a Special Edition of **THE GOBBLER**  
 Since 1975  
 Publisher: Tom Kay Editor: Ben Holsen  
 Cartoons Suggested by Lenny Bronstein & Jay Philpott  
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The Conclave's webinar series - **WHAT'S NEXT? A JOB SEARCH WEBINAR SERIES FOR RADIO PROFESSIONALS** - continues on Wednesday, November 11th at 2P CT with **CHARTING A NEW COURSE: A TOP 10 LIST with Tom Livingston**. The webinar, sponsored by [Envision Radio Networks](#) is free but preregistration is required by clicking on <https://www1.gotomeeting.com/register/513910609>. People in the radio and music industry LOVE the charts, so the second presentation in **WHAT'S NEXT? A JOB SEARCH WEBINAR SERIES FOR RADIO PROFESSIONALS** should be an easy concept to grasp - the Top Ten things you should or should not do with regard to getting your next position, from creating the resume to networking to the interview itself. **TOM LIVINGSTON** of **Livingston Associates** is a public media pioneer, leader and consultant with 35 years of success at the local and national level. His company, Livingston Associates, has provided executive search and consulting services to more than 150 public media clients including **National Public Radio**, the **Corporation for Public Broadcasting** and more. Don't miss this opportunity to gain new perspectives on your job search during this important webinar, sponsored by [Envision Radio Networks](#). Register now for this webinar, hosted/moderated by Conclave Board of Directors member **Jay Philpott** of **Hubbard Radio's** 106-5 The Arch (WARH/St. Louis).

**Randy Michaels** is set to receive \$675k from **Tribune Co.** if the court approves a settlement over a dispute about an unpaid bonus, plus \$50k in legal fees. Michaels resigned, under fire, from Tribune in October 2010 and was fighting the company for a pro-rated portion of his 2010 management incentive bonus, which he contends would have been \$900k. Michaels is claiming he had been terminated without cause, a contention disputed by Tribune. The settlement also provides for a non-disparagement clause and some limits to Tribune's liability to Michaels future claims.

Great news for Radio: Radio's 2% Q3 increase to \$4.527B caps seven consecutive quarters of upward momentum. Revenue year-to-date through September is also up 2% over the same period last year, to \$12.891B. Spot revenue stayed consistent, while Network spending grew 2%. Digital increased 17% for the quarter and 18% year-to-date, with other Off-Air up 10% and 8% for those periods, respectively. "The positive growth we've seen over the 21-month period is unprecedented since the late 1990s. Once again, this underscores Radio's strength during these unusual economic times," said **RAB CEO Jeff Haley**. "Advertisers' expanding use of Digital and Off-Air platforms to complement their sustaining broadcast commitment strengthens Radio's current and long term viability. The live and local environment that Radio offers provides an ideal platform for a diverse group of advertisers to zero in on their target audiences," adds Haley. "This strong marketing mix affirms Radio's position as a trusted partner to many, including this group representing the top ten for Q3."

**PLAN NOW – BUDGET NOW!** Dates for the 2012 Conclave Learning Conference have been announced. The 37th annual Conference will get underway beginning on Wednesday morning, July 18th at the **Doubletree Park Place Hotel**. A complete agenda will be announced in the winter of 2012, but you can gain entrance for just \$199 – the lowest tuition you'll find prior to next July - if you act now. Click on <http://www.theconclave.com/conclave2012reg9012011.pdf> for a 2012 Earlybird Registration form!

According to reports by **Broadcasting and Cable's John Eggerton**, **FCC Chairman Julius Genachowski** is circulating a rulemaking proposal that would allow newspaper-broadcast cross-ownership in some markets while leaving local ownership caps in place. The proposal, which falls short of a total lifting of the ban, is basically the same as loosening of cross-ownership that the Commission tried to implement under former Chairman **Kevin Martin** in 2006, allowing cross-ownership in the top 20 markets, including a four-part test that considers how the cross-ownership would affect the amount of local news in the market, whether each outlet would exercise independent editorial judgment, ownership concentration in the market and outlets' financial conditions. The Martin plan was remanded by the Third Circuit Court of Appeals due to the court having problems with the amount of time allowed for public comment.



**CHARTING A NEW COURSE: A TOP 10 LIST**

The Conclave's webinar series - **WHAT'S NEXT? A JOB SEARCH WEBINAR SERIES FOR RADIO PROFESSIONALS** - continues on Wednesday, November 30th at 2P CT with **CHARTING A NEW COURSE: A TOP 10 LIST with Tom Livingston**, highlighting the Top Ten things you should or should not do with regard to getting your next position, from creating the resume to networking to the interview itself. The webinar, sponsored by **ENVISION RADIO NETWORKS**, is free but preregistration is required by clicking on <https://www1.gotomeeting.com/register/513910609>. All Conclave webinars are moderated by Conclave Board Member **Jay Philpott**. This special webinar is presented by [ENVISION RADIO NETWORKS!](#)

**Conclave Webinar!**  
**Wednesday November 30th at 2P CT!**  
**It's free!**  
**Sign up now!!**



**Conclave Webinars are FREE! Visit [www.theconclave.com](http://www.theconclave.com) for details!**

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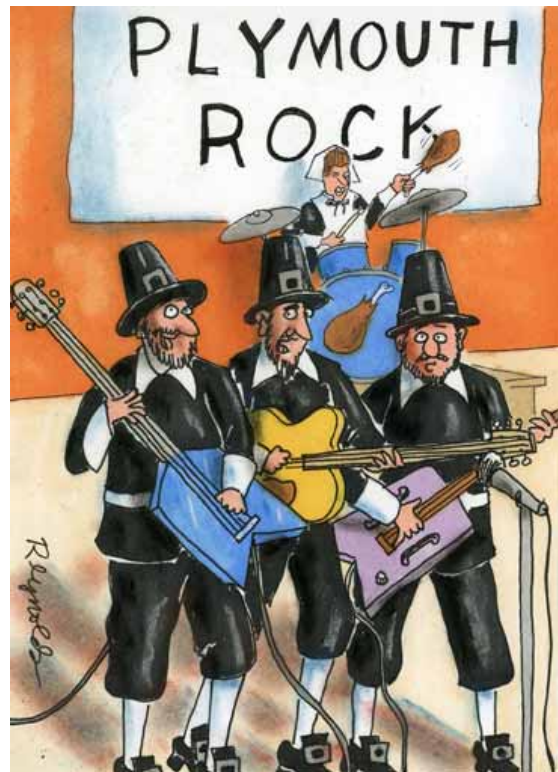


Four music industry groups have joined together and sent a letter to **Congress' Deficit Reduction Supercommittee**, claiming the **National Association of Broadcasters** is resisting incentive spectrum auctions. **The Hill** reports, "**The American Federation of Musicians, The Recording Academy, SoundExchange** and the **Music Managers Forum** wrote that they "strongly support" empowering the **FCC** to hold incentive auctions of spectrum currently used by TV broadcasters. The auctions would raise billions of dollars in revenue for deficit reduction and free up spectrum for wireless broadband devices. The program would be voluntary, and the government would split some of the revenue with the participating stations." "Given the NAB's opposition to radio broadcasters paying their fair share owed to artists for their work, it requires turning a blind eye to irony to embrace the NAB's position that they shouldn't pay their own business costs," the groups wrote in their letter. "It's like a bank robber complaining about his ATM fees." "It would seem to us that the NAB is not entitled to spectrum owned by the public, or costs associated with relinquishing it, and the federal government reclaiming this spectrum for purposes of deficit reduction is the kind of shared sacrifice that is required in these difficult times," the letter continued. NAB EVP **Dennis Wharton** responded, "By coupling a TV spectrum issue with an unrelated performance tax on radio stations, the music industry sets the standard for grasping at straws. This is a Hail Mary pass that deserves to fall incomplete." *COMMENT: Forget (for a moment) the reference to performance fees the music industry groups included in their Supercommittee letter. The meat of the proposal – selling off spectrum to help put money in government coffers, reducing debt – merits some consideration, especially given the fact the spectrum space belongs to the public, in the first place. But like all good ideas, it's probably much too logical to gain any attention in Congress.* - TK

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

grant from **dmr/Direct Marketing Results** (<http://www.dmrinteractive.com/>) the leading provider of strategic marketing consulting and services to the broadcast industry.

In its 8k filing 11/18/11, **Clear Channel** noted that on 11/16/11, **Clear Channel Broadcasting (CCB)**, the subsidiary of **CC Media Holdings**, entered into an aircraft lease agreement with **Yet Again, Inc.**, a Delaware corp. controlled by CC Media CEO **Bob Pittman**. CCB will lease on an exclusive basis a **Dassault-Breguet Mystere Falcon 900** in exchange for a one-time upfront rental payment equal to \$3M to Yet Again. In addition to the lease payment, CCB will pay all taxes and fees which may be assessed or levied as a result of the leasing or operation of the Aircraft by CCB or the payment of the lease payment by CCB. CCB will be responsible for all costs of operating and maintaining the plane for six years, unless, of course, Pittman leaves the company. Also, on 11/14/11, the Executive Performance Subcommittee of the Compensation Committee of the board approved an additional bonus opportunity for **John Hogan**, CC Media Holdings' President and CEO of CC Radio, of between \$0 and \$1M, based on criteria relating to operational performance during 2011 that will be established and approved by the subcommittee at a later date. On 11/14/11, the Subcommittee also approved an increase in the base salary of **Robert Walls, Jr.**, EVP/General Counsel and Secretary of CCMH and CCU, from \$550k to \$750k, effective 10/1. Pursuant to the terms of his employment agreement, the increase in Walls' base salary also results in a corresponding increase in Walls' target bonus amount for 2011. *COMMENT: While we're sure it wasn't intentional, the \$3 M jet deal could certainly be seen by many as rubbing salt in the wounds of those affected by the deep reduction in force just a few weeks ago. The timing of this announcement from Clear Channel, coming days before Thanksgiving, could certainly have been better.* - TK



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The Conclave returns to **The Doubletree Hotel Minneapolis - Park Place** for the 37th annual Learning Conference, July 18-20, 2011! Sleeping rooms are just \$129 (single/double + tax)! Suites available! Reserve yours now. It doesn't cost a thing, as long as you cancel in advance if you change your mind. To secure a room today, call 1-800-245-9190 and ask for the Conclave rate! Or click [HERE](#) to register on-line. In an effort to save attendee's their hard-earned cash, the Conclave's nightly sleeping room rate will be the lowest price for sleeping rooms of any announced industry gathering scheduled for 2011-2012...especially in a luxurious, Class A hotel! Located just 3 miles west of downtown Minneapolis in St. Louis Park, the Doubletree has plenty of FREE parking for those driving to the event and for those flying into Minneapolis, the ultra-convenient light rail can transport registrants downtown where they can be picked up and delivered to the Doubletree courtesy of the hotel's free shuttle service! But perhaps the best feature of the hotel (outside of its plush sleeping rooms and impeccable meeting space) is its proximity to The Shops At West End, an all-new retail and entertainment complex just across the street from the Doubletree. This shopping center offers world-class shopping, a theater complex, and great saloons and eateries including the newest Toby Keith's I Love This Bar & Grill! The hotel's address is 1500 Park Place Boulevard, Minneapolis, MN 55416 (phone 952-542-8600). To learn more about the Doubletree, click on <http://www.emarketing360.com/DoubleTree/MN/DPPM/>. *COMMENT: Here's a way to chase away those winter blah's – reserve a nice summertime room at the Conclave hotel. It doesn't cost a thing and by doing so, you can remove one of those pesky items off your 2012 To Do list! - TK*

**Neil Roberts** steps down as GM at **Heartland Communications** Talk WERL-AM and Oldies WRJO/Eagle River, WI. Roberts leaves to start an advisory firm and signed Heartland as one of his first clients.

**Clear Channel**/Southern Colorado appoints **Adam Burnes** Contemporary Programming Manager for Hot AC KVUU and Rhythmic Top 40 KIBT/Colorado Springs and Country KCCY/Pueblo, CO. Previously, Burnes was PD for sisters Country KSWF and Hot AC KTOZ/Springfield, MO.

**Cumulus** Classic Hits WLAV/Grand Rapids, MI Dir./Station Development and morning host **Kevin Matthews** is out. Afternoon **Tony Gates** moves to mornings, while PD **Rob Brandt** takes over afternoons.

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Congratulations to **Bliss Communications** Country WJVL/Janesville, WI APD/Afternoons **Justin "JB the DJ" Brown** on the birth of his daughter, Abigail Elisabeth on Saturday, November, 19<sup>th</sup>!

Condolences to family and friends of former Michigan Radio Station Manager **Ed Burrows**, who passed Sunday, November 20<sup>th</sup> in Edmunds, WA at 94.

Since 1989, the Conclave has presented **The Rockwell Award** - an annual lifetime achievement award - to an individual of unquestioned accomplishment inside the radio industry. At this July's Learning Conference, the Conclave recognized CBS Radio President **Dan Mason** and legendary programmer **Steve Rivers** with their Rockwell's. This coming year, the Conclave is reaching out to the entire industry throughout the nation to help select nominees for this important recognition. Do you know of a deserving industry contributor? Let us know who YOU believe to be deserving of this special honor. Nominations must be made in writing, and sent to the Conclave office via mail (4517 Minnetonka Blvd #104, Minneapolis, MN 55416), email ([tomk@theconclave.com](mailto:tomk@theconclave.com)), or fax (952-927-4487) no later than 6PM CST Friday, February 10th, 2012. Anyone can nominate or be nominated, and all nominations must be accompanied by supporting evidence sufficiently detailed for the Conclave Board to render a decision (e.g., a resume; accounts of industry accomplishment; testimonials from individuals or organizations regarding the nominee's body of work and contribution, etc.).

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

**the**  
**Conclave**  
2012 Learning  
Conference

July 18-21, 2012  
Doubletree Park Place Hotel/Minneapolis  
EarlyBird Tuition \$199  
Details at <http://www.theconclave.com>

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# TATTLER Jobs

**MusicMaster** is expanding rapidly and in need of bilingual individuals who can provide sales and technical assistance in Spanish. Work from home, no relocation required! Must be a fluent speaker in both English and Spanish and capable of written translation. Previous music programming experience with scheduling and automation software preferred. Advanced computer aptitude helpful but not required. Cover letter, resume (including references), and salary requirements should be forwarded to: **Mark Bolke** - [mark@musicmaster.com](mailto:mark@musicmaster.com).

**Three Eagles Communications** (TEC) has a unique sales opportunity for a seasoned radio sales professional. To be considered you need at least five years of successful radio and internet SALES experience. This position will require full time travel across all TEC stations in South Dakota, Nebraska, Iowa and Minnesota. You will have the freedom to call on any and all local clients in each markets service area. Your skills to present and close must be exceptional. Your follow-up and continued client support even stronger. TEC will offer an above average commission structure to cover the cost on the road. To best serve the client base, you will be required to live in one of the TEC markets and report direct to the company President. Do you have what it takes?? Make me a presentation as to why you should be considered! [gbuchanan@threeeagles.com](mailto:gbuchanan@threeeagles.com).

If you live in the Cincinnati area, we are in need of sports producers for weekends and evenings. Please send your materials to [rick.ucchino@cbsradio.com](mailto:rick.ucchino@cbsradio.com) to be considered.

How much money are you going to make next year? You tell us. **Cumulus Cincinnati**, the home of WARM 98, WGRR, 96 ROCK, 92.5 The Fox and Journey 94.1 continues to grow and is currently hiring sales representatives. Not just any sales representatives, but those who are creative, ambitious and dependable – in practice, not just on paper. If that's your skill-set then the broadcast, internet and event sales opportunities that await you are going to give you an opportunity that most sales jobs won't; write your own ticket, and have a great time doing it. Quick learners and performance driven candidates are who we're looking for. If that's you, then we've got what you're looking for. This is a sales position and business to business sales experience is preferred. How quickly can you turn a cold call into a hot prospect? Are you ready to get out there and create, develop and maintain new business relationships? If so, email your resume to [sales@cincyradio.com](mailto:sales@cincyradio.com) or fax it to 513-357-2945

KYGO is looking for an experienced Sales Manager who has the talent and skills to maximize revenue and marketing partnership opportunities. The successful candidate thrives on the challenge of leading a winning team, has the ability to set clear and measurable expectations, has key relationships with client decision makers and must be an effective communicator. The next KYGO Sales Manager will directly lead the local sales team, maximizing revenue by serving customers needs through developing unique, creative solutions for our clients utilizing all of our sales assets including digital media . The successful candidate

will demonstrate the ability to develop client relationships at the highest level, achieve sales goals and possess experience in, and a passion for Country radios biggest brand. The candidate must maintain systems for monitoring performance, evaluating local account executives, inventory management and pricing strategies. We are looking for a special sales leader to join the team. Please send your resume and any supporting materials to: [denverjobs@lincolnfinancialmedia.com](mailto:denverjobs@lincolnfinancialmedia.com).

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! You will be representing a great locally owned broadcast group selling advertising on seven unique radio stations including: WJJO 94.1FM Rock WMGN 98.1FM Adult Contemporary WWQM 106.3FM County JAMZ 93.1FM Rhythmic CHR WHIT 1550AM Oldies WLMV 1480 Spanish WTDY 1670AM/106.7FM Newstalk NAFB Agri-business network The Wisconsin Farm Report Digital Media, Social Media sponsorships, Event Sponsorships Primary Job 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. Salary and Benefits: • Base salary • Quarterly performance bonuses • Full benefits package including healthcare, dental, and 401K Contact: **Ted Waldbillig** - Director of Sales 1-608-441-3644 (direct) 1-608-271-0400 (fax) [ted.w@midwestfamilybroadcasting.com](mailto:ted.w@midwestfamilybroadcasting.com)

The **Radio Group/LaSalle-Peru, IL** (Market 249) has an immediate opening for a broadcast radio engineer. Successful candidate will be responsible for repairing and maintaining transmitters, studio equipment, computers and computer network equipment. Full time position with benefits. Salary based on experience. Please email resume to [employment@theradiogroup.net](mailto:employment@theradiogroup.net)

Here are the 3 most common reasons that We probably don't want You to work for us. #1. Genuine talent is really rare. (Lots of people think they have it, but lots of them are wrong.) #2. Most people just don't want to work as hard as we do. And, #3. It takes guts and vision to work here, and we've found there's far too little of both out there. If you're still reading this ad and wondering what makes us so cocky. Here it is – We set our own strategies, we create our own products, and we connect with our audience in ways other companies don't even comprehend. If you're passionate, like to work like a maniac, and have just enough crazy ideas to keep people engaged - - all the time, then maybe you are the one-in-a-million we do want. If so, send your resume and audio samples (and anything else that will help us spot your genius among the plebes who are also applying.) Send it off, right now, to [myfuture@oasisradiogroup.com](mailto:myfuture@oasisradiogroup.com) . Currently, we're looking for on-air talent for all dayparts at our exceptional country station, U.S. 9?.3 (We'll explain the ? if you manage to land an interview.)

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**Listener Driven Radio** ([listenerdrivenradio.com](http://listenerdrivenradio.com)) creates social music experiences for listeners around the world. LDR software for broadcast radio stations combines the power of crowdsourcing with the reach of broadcasting, allowing audiences to take over radio stations using their web browsers and mobile devices. We call it "crowdcasting." With over 115 stations and networks using LDR around the world, we have had an outstanding two years of growth. Our partners include Clear Channel Radio, Cumulus Media, CBS, Greater Media, Radio One, Hubbard, Bonneville, and other leaders in the entertainment business. Now, we have an opening for a **SUPPORT ENGINEER** on our evolving team. Our company, support team, and engineering team has been expanding this year, and we are looking for a dedicated, hard-working and technically savvy person who is passionate about customer satisfaction and leads by example for this position. LDR SUPPORT ENGINEERS work with radio stations to provide outstanding customer support and technical guidance in using the LDR platform. Required: · A basic understanding of web applications and/or PHP, CSS · Demonstrated experience in learning/using radio related systems and software. · Excellent interpersonal skills. · Excellent time management, communications, decision-making, presentation, human relations, and organization skills. · Ability to communicate technical info and ideas so others will understand. · Demonstrated experience in quick problem solving. Not required but Preferred: · Some Experience with radio station automation systems. · Experience as a webmaster and/or content manager · Enjoy learning about new technologies · A love of music and/or radio! LDR is a fast-paced, upbeat, exciting, and demanding startup environment. Our team is energetic and focused. The company is based in Rocky River, Ohio. Launched in 2009, Listener Driven Radio has received exceptional market response and significant press coverage, including press in the Wall Street Journal, MSNBC, and a number of entertainment and music related press outlets. If using your talent to pioneer a cutting-edge innovative social music platform excites you, LDR is the place for you to be. This is an exciting opportunity to join a team that is revolutionizing media! Perks! LDR offers exceptional compensation, great benefits, a 401(K) retirement plan, and a fun start-up culture and environment located in Rocky River, Ohio. You'll never be bored. We're always up to exciting new projects with major broadcasters and music partners around the world. Please send a resume and cover letter to **Daniel Anstandig**, President/CEO of Listener Driven Radio at [daniel@listenerdrivenradio.com](mailto:daniel@listenerdrivenradio.com)

We are looking for a new Air Talent for our Rock Station. Must be a whiz with Adobe Audition, have good rock music knowledge (beginning with The Beatles), and have experience doing remotes. This is a night shift and will include producing football and basketball games. For hours and market info, email us at: [2012.newjob@gmail.com](mailto:2012.newjob@gmail.com)

**Entercom Kansas City** is seeking an experienced Promotions Director for 99.7 The Point and 106.5 The Wolf. You should have proven ratings and revenue generating ideas to share. Attention to detail should be second to none. Great interpersonal skills are a must, as this position requires a high degree of interaction with all departments, including the sales department and our clients. Ideal candidate will also have experience in event planning, basic graphics/video editing skills along with advanced knowledge of all forms of social media and how to use them to promote the brand. Ideal candidate will have at least 2 years of Top 25 market Promotion Director and working experience within the Radio Industry. To be considered for this position, please apply online at [www.entercom.com](http://www.entercom.com) and click on "Careers".

After almost seven years, KZIA, Z102.9 Cedar Rapids needs a new 7-to-midnight superstar. Here is what we are: Locally owned; staffed live 24 hours a day seven days a week; programming-focused; a veteran on-air staff without a lot of turnover; promotionally active. Radio is Show Business. It's supposed to be work that's fun. That's what we're going for. You should be: A pro with a great attitude, that loves radio, wants to be part of a team, and can make Eastern Iowa ooze from the speakers.

Good chance you'll help do imaging, music scheduling, and other cool radio stuff, so if you have the skills, so much the better. Contact me via email or regular mail, and I'll get you all the details: **Greg Runyon**, Operations Manager, Z102.9, 1110 26th Ave. SW, Cedar Rapids, Iowa 52404, [Greg@KZIA.com](mailto:Greg@KZIA.com).

Active Rocker "The Blitz" in Columbus, Ohio is accepting applications for announcers in all major day parts. No, we're not firing everyone. We do however, anticipate adding one, possibly two, full-time announcers to our staff. Qualified applicants must have at least two years experience, be social media savvy and skilled in all aspects of digital production typical to the industry. Wages and benefits are competitive. Electronic submissions only to [hfish@nabco-inc.com](mailto:hfish@nabco-inc.com).

**Journal Broadcast Group - Wichita, KS** Promotions Manager KFDI-FM / KFTI-FM / KLIO-AM / KICT-FM / KFXJ-FM / KYQQ-FM Posted: 2011-11-18 Employment Status: Full-time Education: College degree in related field preferred. Skills: Excellent written and verbal communication skills; strong organizational and problem solving abilities; individual must be able to exercise sound judgment and be detail oriented; knowledge of production and printing industry; knowledge of marketing principles and media buying; working knowledge of Microsoft Word, Excel, Outlook, PowerPoint, Photoshop, PromoSuite; ability to lift/move boxes and set-up display units up to 30 lbs; solid on-air experience. Experience: Minimum two years experience working in radio station promotions or special events preferred. Previous on-air personality experience required. Duties: Develop and implement station remotes, appearances, contests & events in collaboration with programming; work with sales staff to develop and execute promotions for clients; work with outside vendors/partners to execute marketing programs; create and implement revenue-generating programs and contests; work closely with Web Coordinator to provide promotional content, manage web site contests and Listener Database Program; develop and maintain community partnerships; write, edit and produce advertisement and promotional material; create and maintain station marketing plan for all stations and manage associated budget; maintain inventory of promotional materials associated with station contesting; assure maintenance of company vehicles; recruit, train and retain talented promotions employees; on-air talent work may be required to provide vacation coverage, voice tracking and commercial production as assigned. Send cover letter and resume to: **Eric McCart** Vice President & General Manager 4200 N. Old Lawrence Rd Wichita, KS 67219 [emccart@journalbroadcastgroup.com](mailto:emccart@journalbroadcastgroup.com)

If you live in the Cincinnati Tri-State area and would like to make some extra \$\$\$ on weekends producing live sports broadcasts, **CBSL Radio** has a place for you! We broadcast live local sports broadcasts throughout the year and we have immediate openings for producers. Must be available weekend evenings. Send resume and contact info to [rick.ucchino@cbslradio.com](mailto:rick.ucchino@cbslradio.com)

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

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