

the
Conclave Presents

THE TATTLER

Since 1975

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Cartoons Suggested by Lenny Bronstein & Jay Philpott

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Next month, the **Conclave** will be saluting the lives and careers of two industry icons – **CBS Radio** President **Dan Mason** and legendary programmer **Steve Rivers**. They will be receiving the Conclave's highest honor, The Rockwell Award, during the 36th annual Learning Conference in Minneapolis. To accommodate the many requests for personal acknowledgements for these two revered industry figures, the Conclave is making available an opportunity to insert a written tribute to either or both Rockwell recipients inside the Learning Conference's printed program, a commemorative keepsake for all who attend the event. Tribute advertisements may be purchased and placed inside the program for a nominal cost. Proceeds from the ad sales will go to further the Conclave's educational programs. To download a Tribute Ad order form, visit www.theconclave.com or download a form by clicking on <http://www.theconclave.com/upload/masonrivertributespecsratecard2011.pdf>. *COMMENT: We know there are many fans of both Dan Mason and Steve Rivers who will simply not be able to be on site next month at the Learning Conference to convey their personal congratulations. These Tribute Ads are one way to convey recognition for the accomplishments of Dan and Steve while helping the Conclave. It's definitely a 'win-win' proposition for all concerned. The Conclave thanks all tribute-makers for their generosity of spirit! - TK*

Emmis reached an agreement to transfer Alternative WKQX and Classic Rock WLUP/Chicago and Alternative WRXP/New York to **Merlin Media, LLC**, a controlling interest of which will be acquired by Chicago-based private equity firm **GTCR** and (drum roll please...) **Randy Michaels**. Emmis will own a significant minority stake. According to the filing with the **SEC**, "Under the Purchase Agreement, Emmis may elect at closing to receive aggregate cash proceeds in the transaction of between \$110 million and \$130 million. Upon consummation of the transaction, Emmis will retain equity interests

in Merlin Media, the level of which will depend on the aggregate amount of cash proceeds Emmis elects to receive." Also in the SEC filing, Emmis noted, "Merlin Media and affiliates of Emmis entered into a Local Programming and Marketing Agreement pursuant to which LMA Merlin will commence providing programming and selling advertising at the stations held by Merlin Media within 45 days from the signing date, pending satisfaction of closing conditions including regulatory approvals for closing under the Purchase Agreement. Emmis will retain ownership of the stations during the term of the Local Marketing Agreement and will receive a fee from LMA Merlin of \$200k a month."

Rumor: **Time Out/Chicago's Roger Feder** reports that WKQX will flip from alternative to News after the sale closes in the next 45 days.

Merlin Media is quickly adding staff, welcoming **John Gehron** as Chairman, Advisory Board, and **Liz Aiello**, former SVP/Broadcast at **Martha Stewart Living Omnimedia**, as VP/New York. The company has also appointed **Andy Friedman** VP/Internet Initiatives. Friedman was most recently VP/Interactive Content at **Tribune**.

DID YOU KNOW: Conclave Learning Conference tuition rises on July 1st? Save money, register now at <http://www.theconclave.com!>

Former **Tribune** exec **Jim O'Shea** writes about **Sam Zell** and **Randy Michaels** in a new book, "The Deal from Hell – How Moguls and Wall Street Plundered Great American Newspapers." O'Shea was one of the editors that walked out of the **Los Angeles Times** over cuts ordered from Chicago. **Shia Kapos** of **Crain's Chicago Business** pulled details from the book where O'Shea calls Zell "an uncouth clown." O'Shea also knows which Zell associate (attorney **William Pate**) suggested the **Employee Stock Ownership Plan** that set Tribune up for so much agony. Major shots are taken at Tribune execs like **Dennis Fitzsimons** ("petty, mean-spirited...a meddling micro-manager") Fitzsimons got almost \$40 million when the Zell group closed on Tribune. As for former **Clear Channel** radio exec **Randy Michaels**, he was simply from another world compared to the newspaper folks. O'Shea tells a story about the "million dollar idea." Randy loves to shake people out of their comfort zones and get them thinking, and he brought in a **Brink's** armored truck with \$1 million in cash – so staffers could literally "roll around in it and get their pictures taken." Not exactly what newspaper people are accustomed to.

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

FROM NUTS & BOLTS TO BITS & BYTES • Doubletree Park Place • Minneapolis, MN • July 14-16, 2011
Tuition rises on July 1st! Details at www.theconclave.com

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

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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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 15th at 7:10PM. **Joe Mauer**, **Justin Morneau**, 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** (Radio & Music Pros). *COMMENT: Like last year, game tickets are not guaranteed to Conference attendees, but the Conclave was able to secure more tickets for this year's game, so more folks will be able to take in the game. Tickets for larger groups like ours can be a problem for a stadium that sells out every game, but we think we'll be able to send registrants away happy with their Target Field experience...and, of course, the legendary Conclave bus ride! - TK*

Almost three quarters of Americans have heard one or more network radio commercials, according to **Arbitron's** June 2011 **RADAR** (Radio's All Dimension Audience Research) 109 Radio Network Ratings survey. Approximately 191.9 million 12+ - 74% - heard one or more network radio commercials in an average week of the survey, an increase of nearly 1.9 million versus the June 2010 report. Commercials aired on the 56 radio networks measure reached: 74% of Persons 12+ (191,891,000), 74.3% of Persons 18+ (174,299,000), 73.4% of Persons 35+ (120,238,000), 77% of Persons 18-49 (103,841,000) and 77.2% of Persons 25-54 (97,992,000).

With all the noise from the **Pandora IPO** last week, the **San Francisco Chronicle** found one more interesting point to make. In it's "Number of the day," the paper notes, "\$2.14 billion. That's the market value of **Pandora Media**, the Oakland internet radio company. Even after losing 16% of its value in its first week of trading, Pandora is still worth almost as much as 10 of the biggest traditional radio broadcasters combined, including **Clear Channel**. Pandora has more than 90 million registered users, though it's had a tough time persuading them to sign up for the subscription service. The company, which makes most of its money from advertising, lost \$1.8 million in the last fiscal year."

The **US Senate Judiciary Committee** approved a bill introduced May 12th by Senators **Amy Klobuchar** (D-MN), **John Cornyn** (R-TX) and **Christopher Coons** (D-NE) that will make illegal streaming of video over the Internet a felony. The bill, according to **Bloomberg**, "would make illegal video streaming for commercial purposes a felony punishable by as much as five years in prison if it involves 10 or more instances of streaming copyrighted works over a 180-day

period. The retail value of the video must exceed \$2,500, or the licenses to the material must be worth more than \$5,000." "This isn't about individuals or families streaming movies at home," Klobuchar wrote in an e-mail. "It's about criminals streaming thousands of dollars worth of stolen digital content and profiting from it."

The **Recording Industry Association of America** (RIAA) spent \$2.1 million in the first quarter to lobby the federal government, according to **Businessweek.com**. The money was spent "on protecting intellectual property rights in various countries and on a proposal by radio station owners to compel cellphone makers to include FM radio chips in handsets, according to a disclosure report." The RIAA supported a performance royalty levied on radio stations and opposed an **NAB** proposal that FM chips be mandated for mobile devices sold in the US. RIAA lobbying is up \$700k from what was spent in the same period a year ago. \$1.5 million was spent in Q4 of 2010.

Legendary British rocker **Paul Rodgers** will be appearing at next month's 2011 Learning Conference – FROM NUTS & BOLTS TO BITS & BYTES - on Thursday, July 14th 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 NOW at http://www.theconclave.com/register/clc_register.php.

Citadel Talk WJR-AM/Detroit host **Frank Beckmann** won't be making a run for the **US Senate** in 2012. **The Detroit News** reports that Beckmann told listeners Tuesday that he will not challenge incumbent Sen. **Debbie Stabenow** (D-MI) for the seat, a run which would have required him to come off the air to avoid triggering equal time requirements. "I gave it serious thought," Beckmann said. "I got a ton of encouragement to do it, which was a little bit surprising to me. I kept coming back to the reality, he said. "I love what I'm doing so much. I would have to give up so much and risk so much."

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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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Envision Radio Networks and **Tom Cunningham's Bruce Brunch** are paying tribute to the considerable legacy of iconic sax player **Clarence Clemons** with a FREE one-hour radio special that is now available for download. The tribute features an hour's worth of some of the very best Clemons moments recorded with **Bruce Springsteen and the E Street Band**. Contact **Matt Wardlaw** at 216.831.3761 for broadcast details.

Clear Channel Progressive Talker KKZN-AM/Denver celebrates Colorado's same-sex couples with the AM 760 **Pridefest** wedding chapel. This Saturday in Civic Center Park, couples will be able to express their love by walking down the aisle, exchanging rings and posing for wedding photos in from of family and friends. AM 760 will provide couples with a marriage certificate to commemorate the big day. While the union may not be legal, AM 760 is giving same-sex couples the chance to express their love and commitment publicly and with pride. All brides and grooms can peruse their wedding photos on the front page of am760.net.

Minneapolis suburban KQSP-AM/Shakopee drops Spanish tropical for R&B as "Magic 1530", leaving just a couple of Spanish-language stations in the metro. The station's website says, "Thank you very much to all who were involved in **The La Picoso Project**...We all gave our best. Nothing else could be asked."

Scott A. Lopas, President and CEO of **Kettle Moraine Broadcasting Company, Inc.** announced today that a contract has been signed for the sale of radio stations WTKM-AM (1540 kHz) and WTKM-FM (104.9 MHz) to **Tomsun Media, LLC**, owned by **David and Connie Stout** of West Bend, WI. Lopas will remain with the stations as a consultant and continue to operate **WTKM Tours**, which will change its name to **Kettle Moraine Tours**. David Stout, Manager of Tomsun Media, LLC, said he is thrilled to acquire and operate radio stations near the area in which he was born and raised.

With a focus on pioneering digital audience and online revenue growth on radio stations throughout the Midwest, **NRG Media, LLC**, adds Digital Media Directors to its executive team. Chief Operating Officer **Chuck DuCoty**, named two of its highest performing digital platform Market Managers to new ranks within the organization. **Andy Ruback**, Market Manager of NRG Media in Lincoln, NE and **Bruce Kropp**, Market Manager of NRG Media in Salem, IL have been named to the newly created posts.

Drake Donovan is proud to announce the addition of CBS Radio's WDSY/Y108 in Pittsburgh to his client roster. Drake has been the creative services director for Y108 for the last six years, and will be a featured faculty member at next month's Learning Conference.

Detroit radio vet **Dick Wallace** is calling it quits after 40 years in the biz. Wallace has hosted classical music on the radio since 1971. He was the midday voice for years at what was then Detroit's classical station WQRS. Before coming to **Interlochen Public Radio**, he was MD/Senior Program Host at WGTE/Toledo.

Entercom Sports WSSP/Milwaukee morning co-host and Sports Director **Doug Russel** is out.

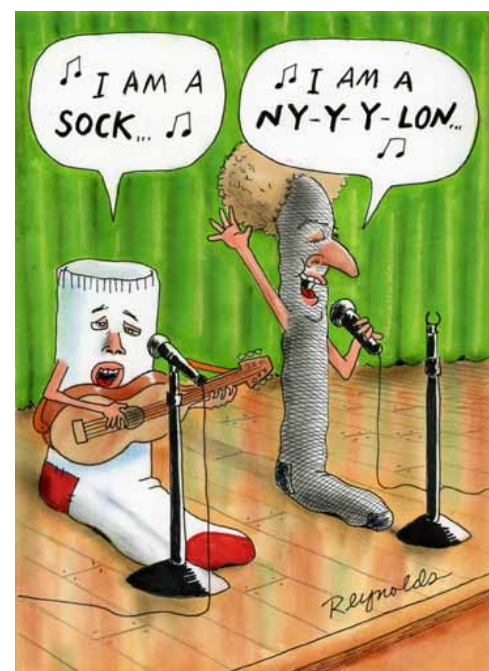
Programming vet **Ray Massie** exits **Townsquare Media** Country KCTR/Billings as PD. Ray was also PD for Classic Rock sister KMHK. Massie will continue his consulting role with **Albright and O'Malley**.

Cumulus AAA WQKL/Ann Arbor MD/mids **Mark Copeland** is out after six-plus years with the station. PD **Chris Ammel** said Copeland was laid off as a downsizing move.

NRG Media promotes Lincoln, NE Market Manager **Andy Ruback** and Salem, IL Market Manager **Bruce Kropp** to Digital Media Directors.

WideOrbit Inc. names **Sean Trigony** as GM of WO Central.

Radio One Top 40 WNOU/Indianapolis taps market vet **Deacon** for late nights (10-2a) effective July 11th.



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Tribune Talk WGN-AM/Chicago News Director **Charlie Meyerson** exits after two years. PD **Bill White** will serve as Interim Dir./News and Programming while a replacement is found.

Radio One filled their programming vacancies in Detroit, tapping **MacDonald Broadcasting** Urban WQHH/Lansing, MI PD **Jay Hicks** to program Urban WHTD and **Armondo Rivera**, former APD/MD at **Clear Channel** Urban AC WVAZ/Chicago, to lead the programming of Urban AC WDMK and Black NT WCHB-AM. They will fill the vacancy left with the departure of **Ms. Smiley**, who exited in March.

George Wolf, former PD at **Wilks** Country WHOK/Columbus, is now PT at **Saga** AC WSNY/Columbus.

Townsquare Top 40 WBNQ/Bloomington, IL afternoon **Tim Taylor** adds PD duties.

Bahakel Communications Alternative KRXP/Colorado Springs, CO names Interim PD **Aaron Zytke** as its new PD replacing **Jason Janc**, who exited two months ago.

Great Plains Country KMXN/Topeka, KS PM driver **Ian Rambo** moves to mornings at **Haugo** Country KIQK/Rapid City, SD. He will take over for **Marty Brooks**, who is now at **New Rushmore Radio** Top 40 KRCS/Rapid City.

Warm and fuzzes to **CBS** Top 40/Rhythmic WBBM and Classic Hits WMJK/Chicago PD **Todd Cavanah** and wife Erin on the birth of Connor Lee Cavanah!

EMAIL TO THE EDITOR. In response to last week's KTCZ commentary, **Jim Robinson** – a former PD of that station – shared these thoughts: *Or, stations could choose to ignore the handwringers in the victim minority that try to incite something when there's no there there. Should we run disclaimers that we think gay people and gay marriage are OK? How about a food drive? Should we call it off because we may inspire a community back-fire from the vegan community? Trust me, Tom, no one is boycotting Target because of a Lady Gaga publicity stunt. I can't stand Tom Emmer's politics, but I still shop there and invariably leave \$50 lighter on each and every visit; it's always crowded too. And I'm a strong proponent of gay rights and gay marriage. How many of those "6000" Facebook members would have attended the party anyway? Responding to the PC ravings of any interest group only encourages them and makes American society more repressed and dysfunctional. One only has to travel abroad to realize it. Everyone has a right to an opinion...the church, the gays, me. We also have a right to turn a deaf ear. (Can you hear me now?)*



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MusicMaster will be conducting a *Genius Workshop* on Wednesday July 13th from 1-5P just prior to the start of the Conclave Learning Conference. This training workshop is an opportunity to really refine your MusicMaster skills, and take advantage of many hidden treasures you may not have discovered yet in the software. The curriculum will be beneficial to the beginner as well as an experienced user. If you are a current client or just interested in sitting in and learning more about MusicMaster, RSVP to **Mark Bolke** at <mailto:mark@mmwin.com> or 651-405-9119.

Brown College's Radio Department will now be offering Continuing Education courses! A great way to sharpen your radio related skills or create a new skill set for your job or resume! For 2011- Brown will be offering both a Talk Radio/Producer course with former WCCO producer- **Dan Geiger**, and a Play by Play course with **Dan Terhaar** of the Minnesota Wild. Cost per course is \$200, that includes 15 hours of instruction! Courses start in June and October. To register- contact **Lisa Wright**- Brown College Radio Chair- 651-905-3432 or <mailto:LWright@browncollege.edu>.

AVAILZ. **Kate Fetterly** kmfetterly@yahoo.com <<mailto:kmfetterly@yahoo.com>> 920-279-9758 News Reporter seeking small or medium market.

DAILY TUITION AT THE CONCLAVE! Did you know you could attend the **2011 Conclave Learning Conference** for as little as \$99? That's all you need to take in either the **Jacobs Media Summer School** on Thursday 7/14 (morning only) or the **RAIN Summit Midwest** on Saturday 7/16 (afternoon only)! Don't have time to take in all 3 days of the conference, but still want to participate in the learning? Come for an entire day of the 36th annual Learning Conference for \$199...just \$129 for daily admission, without meals or special event tickets. Full tuition is still the best bargain: All 3 days, all 40+ sessions, keynotes, *every* meal, *every* special event, The Jacobs Media Summer School, the RAIN Summit Midwest - just \$349. Groups of 3 or more, just \$299! For details, and to register, click on Visit http://www.theconclave.com/register/clc_register.php!

Are you following the Conclave on *Twitter*? [@Conclave](https://twitter.com/Conclave)

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>.



CBS Radio Minneapolis's WCCO-AM, is searching for an experienced News Director. The news director must demonstrate many skills, including writing, editing, interviewing and announcing news coverage of all types that meets the highest ethical standards for editorial integrity, content quality, and relevance. The news director produces and meets deadlines for breaking news, sports, entertainment and local government updates and serves as a liaison between other news production agencies. Successful candidate will be responsible for all newsroom operations. Bachelor's degree in journalism or a closely related field plus five years relevant experience in a minimum of two of four content organizations (radio, television, newspaper, or multimedia/internet) as a practicing journalist. Knowledge of audio and video production techniques including nonlinear story telling skills necessary. Excellent communication and presentation skills, including ability to edit and coach the work of others, required. Valid driver's license and good driving record. Must work assigned shifts. Perform other duties as needed and assigned. ALSO...CBS Radio Minneapolis (104.1 Jack FM, 102.9 Lite FM, and WCCO 830) is currently searching for a Web Content Administrator. This position requires a strategic thinker with broad digital experience to collaborate with program and sales managers in achieving the corporate directed goals. Duties include managing contributors to ensure the completion of the weekly radio web content requirements; and to define and enforce best practices on CBS Radio websites. Journalism, blogging, and/or web design backgrounds are a plus. Interested applicants please apply to <http://www.cbsradio.com>.

This is a great career opportunity to join an employee-owned Communication Company and be part of the team shaping a product start up. **Woodward Radio** is adding a 7th station to its Fox Valley Group to serve the Appleton/Oshkosh market. The new signal will launch in August. We are currently recruiting for a Music Director/Announcer and Account Executives. All interested parties should apply on-line at wcinet.com.

Due to rapid growth, **Virtual News Center**, America's LOCAL Newsroom, is seeking more great newscasters. Can you turn any topic into a concise, meaningful, compelling story? Let's talk. Pleasant but authoritative voice? Even better. Work-from-home opportunity, part-time to start. Send your MP3 and a current :30 news copy sample (with source material) to kippermcgee@gmail.com, or call 312-402-4667. Closing date: July 1st, 2011.

With over 6 millions listeners every week, K-LOVE Radio is looking for a proven Morning Show team! You'll have the chance to be a part of a Radio Network that is impacting lives for Christ, and engaging and connecting with millions of listeners across the country in more than 250 markets, including: New York, Chicago, and Denver, all while broadcasting from our Indianapolis studio! We are looking for proven teams with a winning track record, who are passionate, creative, and can deliver an extraordinary product reflecting your faith while impacting listeners for **Christ**. While connecting with our nationwide audience,

Building strong brands.
Developing great content.

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you will also need to operate honestly and authentically in a Pledge Drive environment-helping meet the financial goals of the Ministry. To be considered for this opportunity, please send a video introducing the team, and tell us your story as to why this incredible opportunity should be yours. Also send an mp3 of your current show and your resume to Jobs@RandyLane.net. For a complete job description and additional details please visit <http://www.klove.com/about/jobs.aspx#Job341>.

Rich Broadcasting/Pocatello, ID seeks a PD for rock KPXY. Download an application from <http://www.richbroadcasting.com>.

Mid-West Family Broadcasting has an opening in our brand new Interactive/Website/New Media Company. We are looking for 1 individual to join our current staff to help support our 7 radio stations thru interactive marketing and act as project coordinator on website design and development. We are looking for an energetic individual looking to get in on the ground floor of being a part of a start-up company/division. We need an individual with a strong attention to detail, deadline oriented and able to manage multiple projects. Experience with database management, e-mail and text marketing, website design, web and analytics interface are preferred. This position will act as a project coordinator on all interactive projects including website design and development. This position will monitor station sites and current marketing campaigns to ensure campaign integration and promotion accuracy. The ability to work with many layers of both internal and external contacts is a must. This position will work as a liaison between our Sales and Programming Departments as well as a main contact to our Advertisers. Additionally, this position will use a customer's database to define targets for e-mails, texting and other marketing communication pieces. Our Interactive Marketing Specialist will also be involved in conducting thorough analysis of customer behaviors and initiative results in order to make additional recommendations for improving interactive and online experiences for the listeners. This may be accomplished thru client or listener feedback sessions, site & campaign analytics, analyzing competitor behaviors, reading industry & news publications, attending webinars or any other means deemed necessary. Salary & Benefits: Mid-West Family Broadcasting offers a competitive starting salary, including a potential bonus for meeting performance goals. Additionally, a full benefits package is available. Contact: Mid-West Family Broadcasting, Attn: NTR Director, 730 Rayovac Dr. Madison, WI 53711. eo@midwestfamilybroadcasting.com

Nights in La Crosse, Wisconsin **Mid-West Family Broadcasting** La Crosse has an immediate opening on our 100,000 watt, heritage CHR, Z93 WIZM-FM. We're looking for more than a warm body. If you've got phone skills and the desire to build your personality, we want you. This position demands a strong work ethic and will involve frequent contact with the public. At least one year of live radio experience is required. Knowing your way around a prod studio is a bonus. We're in a great college town on the banks of the mighty Mississippi. What are you waiting for? Send submissions ASAP to jeno@z933.com

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WMAD, Madison (96.3 Star Country) is seeking our next great morning drive host or team. Qualified candidates will have 5+ years of on air broadcasting experience. Proven track record of morning show success is required. Web and social-network skills are a necessity. Be brilliant in public, engaging on-air, and motivated to embrace the future of radio, with a "whatever it takes" mentality. WMAD is a top 3 Adults 25-54 station that is active in the community, and aggressive in this competitive market. Madison is a top 100 market, and regularly ranks in the top 10 best places to live. Send Mp3 and resume to: mikeferris@clearchannel.com

Are you highly motivated? Can you close deals? Than Magic 1530 is looking for you. Immediate openings for the right sales reps. Great new station in MN with a great new sound for the Twin Cities area. Please send cover letter and resume to mailto:magic1530jobs@gmail.com or mail to Magic 1530 - 1107 Hazeltine Blvd - Suite 301 - Chaska, MN 55318. Prior sales experience is a plus.

FM-FM combo of Star 105.5(McHenry county's #1 station) and Y103.9 seeks a highly organized, experienced General Sales Manager. Life is great in beautiful Crystal Lake! Join our group of talented radio pros who know how to have fun on the air, in public and in the building. This is real radio at a high energy level so, please, *no cpp computer-jockeys!* Medical benefits and company 401K. Contact: **Jack Taddeo**/GM - 815.459.7000 or email resume to jtaddeo@nextmediagroup.net

Mid-West Family broadcasting has been locally owned and operated based in Madison, Wisconsin for over 50 years. This job will require a minimum of 40 hours a week, Monday through Friday 8am-5pm. Additional hours will be required in support of station promotions and appearances. Primary responsibilities will include prospecting local direct business owners and managers selling them radio advertising campaigns, digital media and special event sponsorships, as well as special promotions on all of our stations. 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 Newstalk, NAFB Agri-business network The Wisconsin Farm Report, Digital Media, Social Media sponsorships, Event Sponsorships. Primary Job Requirements: Very strong work ethic. This is not a 9 to 5! * 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. * Creative problem solving and idea development. Money flows to good ideas! Salary and Benefits: Base salary plus Commissions on net sales • Quarterly Bonuses to reach and exceed revenue and new business targets. • Health/Dental/401K. Contact: Director of Sales eoe@midwestfamilybroadcasting.com www.madisonradioadvertising.com

Do you naturally build trust and relationships with the people you meet? Can you be direct and convincing when you know it's right for the client? Do you pride yourself on doing things other people can't? Are you a highly disciplined individual who always meets and exceeds set goals? Do you have an excellent track record in outside sales? If so, we would like to talk to you! T-100 and WCLT Radio has an immediate opening for an account executive to develop business in the East-Central Ohio area (Fairfield, Licking, Franklin, Knox, and Muskingum counties). Our local, family-owned radio company offers a competitive compensation plan and benefits. Visit our website at WCLT.com to learn more about us. Send your resume today to tbunyard@wclt.com or to the attention of **Tom Bunyard**, P.O. Box 5150 Newark, OH 43058.

WE: An entertainment interview and talk show is re-launching soon and we're looking for one sales exec to bring sponsors on board. This is not a gossip or Hollywood scandal type of show, it's an actual talk show, but on an Internet talk network, not on a radio station. The show has been on since last year, but will be re-launching with a new name. This is a LIVE show, not a podcast. We have the numbers and the contacts for you. **YOU:** Are between jobs or could use some extra commission checks. Are willing to work for 20% commission, not as a salaried employee. Understand that this is a temporary role. There may be a need for a full time sales person in the future, and you will receive first and full consideration when that time comes. Are professional and experienced with digital media sales and promotions. Can work from your home or home office. No need to commute or even be in the same city. If you think this is you, send a letter of introduction and a resume to henry@geekspeakradioshow.com

A New Kind of Country Radio Station that changed how Country Stations were formed is back for more...Kickin Country is back and we are about to KICK IT IN HIGH GEAR. Playing 90's and Today's New Country with a Twist, and we are looking for a whole new Kickin team. Mornings (Solo or a Team), Midday's, Afternoon, Evening (Solo or Team), Overnights, and Weekend spots for are station. Must have own microphone and mixer or access to a studio daily. You will voicetrack your show (about an hour a day) It will be what you make it, so bring it every day. Prep, bits, it's your baby and we want you to design it your way. Everything is done on the internet with are programs. Kickin Country is a fully licensed internet media company. All our staff are volunteers that LOVE radio and want to take it to the next level. Must love Country and must love to have fun and want to provide a Kickin show everyday. This is a great opportunity for anyone who wants to get their foot in the door, start their career in radio, gain more experience, and/or want to just stay current in this new media avenue. If you want to do your own show your way, be a little crazy, but still bring a Kickin show everyday to the table then email your aircheck and a short resume to tyson@mainlandradio.com

NEEDED NOW!! Promotions Director-Boise. Responsibilities: Manage all aspects of the Promotions Department of Peak Broadcasting-Boise, Idaho. Work closely with the sales department and program management to create/implement station promotional campaigns. • Must have knowledge of and experience with computer programs, i.e. Explorer, Microsoft Excel, Microsoft Outlook, Microsoft PowerPoint, Microsoft Word, etc. • Must have good knowledge of social media, pop culture, and related trends. • Must be able to manage and coach entry level part time staff with passion and the "let's crush the competition" winning attitude. • Must have enthusiasm for the broadcast business. • Must be proactive and a problem solver. Send Packages to...**Monchai Pungaew**, Peak Broadcasting, 827 E. Park Blvd. #100, Boise, ID 83712. monchai.pungaew@peakbroadcasting.com <http://www.peakbroadcasting.com>

WRBR in South Bend is accepting demo's and resume's for future full time and part time positions for on air. WRBR is looking for solid air talent with good phone, production, promotional, social media and multi media skills. This is a great opportunity for new skilled talent looking for their break or experienced talent looking to get back behind the mic . Send resume with references, on air, production and interview demo to tommy@1039thebear.com. If you have video demos, please include links in your email.

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

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