

the Conclave Presents

THE TATTLER

Since 1975

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NEXT WEDNESDAY (October 12, 2pm CT) - **REVEALING HOLIDAY MUSIC SECRETS USING BDSRADIO**, sponsored by **ENVISION RADIO NETWORKS!** **Andrew Forsyth** and **Adam Foster** from **BDS** examine historic trends from previous seasons to see how top stations manage their holiday rotations to generate big ratings. Join George and Andrew as they present secrets of successfully shifting to holiday music, identifying the most popular titles, revealing stations' ideal library size and more. This webinar is offered free of charge, but preregistration is necessary by clicking on <https://www1.gotomeeting.com/register/913354976>. *COMMENT: "The future belongs to those who prepare for it today." That quote from jolly old Malcolm X pretty much sums up why you'll want to listening in next Wednesday for this unique webinar. If you're going to move in a holiday direction for 2011...or if you're going to compete against it...you'll not want to miss this FREE webinar. Whether you can devote a full hour, or just 60 minutes worth of it, this webinar will be well worth your time. - TK*

"Democracy Now!" host **Amy Goodman** and producer/reporters **Nicole Salazar** and **Sharif Abdel Kouddous** won a \$100k settlement of their lawsuit alleging violation of their First Amendment rights when they were arrested while covering the **Republican Convention** in St. Paul for the public radio show on September 1st, 2008. The cities of Minneapolis and St. Paul will pay \$90k and the federal government will pay \$10k, and the journalists' arrest records will be expunged. The St. Paul police will also change training policy for dealing with the media at public demonstrations. Salazar and Kouddous were arrested on the convention's opening day while taping riot police preparations; they alleged that they were wearing clearly visible press passes and were holding equipment when police pushed them and arrested them, while Goodman was arrested when coming to their aid. All charges have been dropped. *COMMENT: Score one for freedom of the press. - TK*

FCC Commissioner **Michael Copps** told the **Future of Music Coalition** that "Our media is in trouble and America is in trouble - and the plights of both are inter-connected," repeating his opposition to media consolidation and asserting that "getting our journalism and our media right is Step Number One in getting our democracy right." "How about the FCC just saying 'No!' to some of these god-awful media mergers?" Copps asked. "How about an FCC that looks at a radio or TV station's performance for the people before it renews their license - and if we find someone isn't doing their public interest job, we give the license to someone who will? How about positive action on some of the many proposals presented to the Commission to enhance minority and female ownership of America's media properties? I still don't 'get' how we can truly reflect this country's awesome diversity if media is owned and operated mostly by white males." Copps blamed "the entrenched power of incumbent interests with their armies of lobbyists and lawyers. And some of it is a media that so often seems just plain oblivious to what's going on around us." Copps asked the group for activism against consolidation, calling for "Prodding from the heartland. Pressure from citizens who come to see the value of organized, collective action. If we want a media that can help put America back on the right road, we - you and I - have to fight for them. Commit on the issue, put shoulders to the wheel, speak out, sing out, write about, gather people in the tent, march, petition and make yourselves heard as never before." On Monday, at the Forum on Information Needs of Communities in Phoenix, Copps warned that "a deadly poison of financial speculation, bottom-line economics and government abdications of its public interest responsibilities had laid huge swaths of America's media low" and the result is a loss of investigative journalism. Copps also said that "the continuing onslaught of mega-media mergers" needs to be resisted and that the FCC should be "checking a station's performance" and be "really aggressive about safeguarding the public interest." *COMMENT: Actually, we have no comment. Everything Commissioner Copps says reflects what these pages have repeatedly said through the years: the broadcast spectrum is of, by, and for the people. And that would be us. Serve us. That is the sole responsibility of media companies who rent our airspace. Nothing more. Nothing less. - TK*

Hubbard Talk KTMJ/Minneapolis morning co-host and **Premiere Networks** "Coast to Coast AM" weekend host **Ian Punnett** has published his 2nd children's book, "Jackula the Vampire Dog." The book was inspired by Punnett's dog, Jack, and will raise money for children's and animal charities nationwide. "It's important to me to do creative work for a greater purpose," said Punnett. "Children's books can make kids laugh, bring families together and raise money at the same time." Punnett has previously written another children's book, "Dizzy the Mutt with the Propeller Butt," which raised money for the Ronald McDonald House in the Twin Cities, Red Lake Rosie's Rescue of Minnesota and the Human Society of the South Platte Valley in Colorado. Punnett's book for adults is scheduled for a Spring 2013 release by **Crown Books**.

the Conclave Webinars

REVEALING HOLIDAY MUSIC SECRETS!

Wednesday October 12 at 2pm CT - Revealing Holiday Music Secrets Using BDSradio! Andrew Forsyth and Adam Foster from BDS examine historic trends from previous seasons to see how top stations manage their holiday rotations to generate big ratings. Join Andrew & Adam as they tell participants how to successfully shift to holiday music, identify the most popular titles, reveal stations' ideal library size and more. This webinar is free, but you must pre-register at <https://www1.gotomeeting.com/register/913354976>. Conclave Webinars are coordinated and hosted by Conclave Board member, **Jay Philpott** from The Arch/St. Louis. This special webinar is presented by **ENVISION RADIO NETWORKS!**

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



Conclave Webinar!

Wednesday
October
12th
at
2P CT!
Sign up
now!!

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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!

Former Conclave TalenTrak keynoter **Jonathon Brandmeier** received an initial 10-week commitment from WMAQ-TV/Chicago for a late-night talk show to follow **NBC's** "Late Night with Carson Daly." Brandmeier first hit Chicago at the Loop (then both 1000 AM and 97.9) in 1983. He stayed 14 years, moved briefly to WCKG, tried L.A. at KLSX and KCBS-FM, then came back to Chicago, again at the Loop, in 2005. **Time Out Chicago's Robert Feder** reports Brandmeier "made his unheralded debut" on Channel 5 last Friday. On that show he crammed in "a Wisconsin man who was ticketed for flipping the bird at Governor Scott Walker, an air guitarist, a California taxidermist who advertises on YouTube and the Constitutionalist Party candidate for President."

The onetime **New Northwest Broadcasters** stations in Alaska are now owned by the **Ingstad's** (operating as **Last Frontier Mediaactive**) for an estimated \$2.085 million. The Ingstad's are replacement buyers for an earlier deal. The Fairbanks cluster includes CHR KWLF and Variety Hits KTDZ.

World Radio, Inc. is selling AC KXRV/Cannon Ball-Bismarck, ND to former Conclave Board member **Bob Denver's Radio Bismarck-Mandan, LLC** for \$625,000, subject to adjustment for closing based on option payments and closing dates. Denver took the station over in August under an LMA with option to buy.

Coleman Insights adds **Amy Crosby** as field manager and **Martin Schwartz** as field coordinator.

Townsquare Media appoints **Matt Hanlon** SVP/Sales, formerly **Citadel** Pres./Midwest Region. Hanlon will be responsible for revenue growth, multi-product sales strategy and sales force development across Townsquare's markets.

Merlin Media Classic Rock WLUP/Chicago morning sidekick/news/traffic reporter **Jill Egan** is out.

After more than two decades in broadcast management serving as Market Manager, GM and OM at radio station all over the country, **Charlie Thomas** has been picked by **NRG Media** to run its four-station cluster in Central Wisconsin, including: Country WYTE, Adult Hits WBCV, Classic Rock WGLX and AC WLJY.

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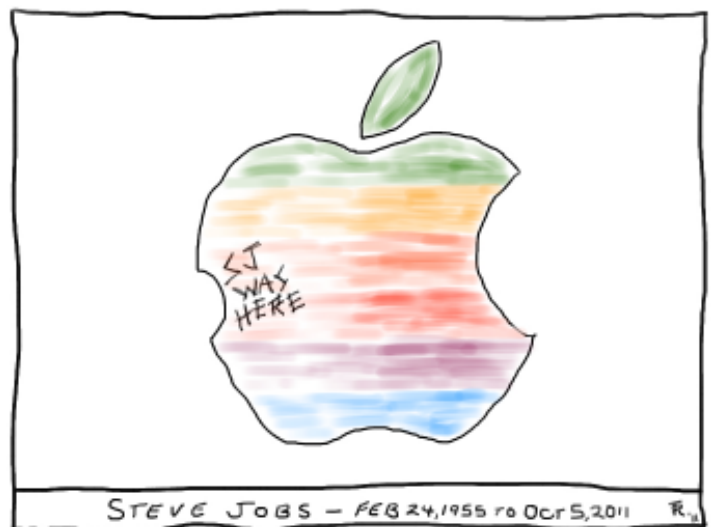
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Matt Spaulding has been promoted to VP/Market Manager for **Cumulus/Ann Arbor, MI**. Spaulding has been with the company since August 2009 as GSM and not takes on full responsibility for Country WWWW, AAA WQKL, Sports WTKA-AM and Business WLBY-AM.

knowDigital announces FREE registration for the "6 Ways to Deepen Your Fan Connection on Facebook" online presentation Friday, October 14th. This webinar replicates the original live presentation of this eye-opening study delivered at the **RAIN Summit** last month. The online session will be Friday, October 14th at 1p CT. It will be roughly 30 minutes long and will include the presentation and a question and answer session with Sam Milkman. Register by [Clicking Here](#).

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.



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Midwest Communications Digital Media Division has an immediate opening for a web designer. The candidate for this position will be working on the design and implementation of radio station websites, as well as updating and maintenance. This position is based in Green Bay, WI. Knowledge of graphic design and web design is a must, as well as HTML and Java Script. Interpersonal and organizational skills are imperative to the success of this position. The qualified candidate will be familiar with the Adobe Photoshop on a pc platform, knowledge of open source platforms is also a plus when applying. Some travel to Wausau and possibly other Midwest markets will be required. We offer a competitive salary and a full benefits package. Send your cover letter and resume TODAY to Director of Websites, Midwest Communications, Inc., 557 Scott Street, Wausau, WI 54403 or e-mail brad.ludwig@mwcradio.com.

Are you a top 20% performer? Do you have the drive it takes to be successful? Are you goal orientated? Legendary Midwest Top 40 95.5 WIFC is looking for a dynamic, team orientated self-starter. WIFC, based in Central Wisconsin, is part of **Midwest Communications Radio Group**, a long established, family owned company; ranked one of the best companies in the industry to work for per Radio Ink. We are looking for an experienced Marketing Consultant/Sales Rep who has a proven track record of achieving goals, creating ideas, and solving their customer's most pressing needs. Ability to grow relationships and high levels of customer service a must. You will receive continual training and development and are surrounded by a team to help you succeed and be the best in the industry. Two years sales experience is preferred but we are willing to train the right person. We offer a competitive compensation package as well as a full benefits package. Valid driver's license and vehicle required. Apply by sending cover letter and resume to dawn.pruddomme@mwcradio.com; fax to **Dawn Prudhomme**, General Sales Manager at 715-848-3158 or snail mail to Dawn Prudhomme, General Sales Manager, WIFC Radio, 557 Scott Street, Wausau, WI 54403.

Are you a news, sports, talk radio enthusiast? Do you have successful outside sales experience? Are you a top performer? Are you aggressive? Do you like to compete as part of a team? Are you self-motivated? Do you attain your goals? If you answered "yes" to all of these questions, we have the job you've been looking for. We're looking for a news, sports and talk radio enthusiast who is an aggressive, self-motivated professional to join our team. Duties include growing sales and attaining sales goals by developing strong customer relationships, providing promotional ideas and co-op opportunities and presenting ideas to customers. Exceptional follow through and service a must. Experience with PowerPoint and Microsoft Word needed. 1-2 years outside sales experience preferred. We offer a competitive Base plus commission, full benefits package. Valid driver's license and vehicle required. If you thrive on accountability and you want to work in a top performing atmosphere, you'll enjoy great benefits, unlimited earning potential and upward mobility opportunities. Send your resume TODAY to **Mike**

Rasmusson, Director of Sales, **Midwest Communications, Inc.**, 715 East Central Entrance, Duluth, MN 55811 or email mike.rasmusson@mwcradio.com or fax to 218-722-5423.

In today's online world, Digital Advertising is an essential component of every marketing campaign. **Townsquare Media** had exciting positions in Digital Media Sales and General Radio Sales. Townsquare Media has considerable resources to find new and innovative ways for local business' to reach our highly connected audience across our broad array of digital brands and platforms. We are looking for honest, highly motivated business-minded individuals. As a Digital Media Sales Representative and General Sales Representative, you will contact potential clients, present our new and innovative products and services. Townsquare Media is a 6 station radio group in Central MN and an Equal Opportunity Employer. Please send resume to: Steve Lahr, 640 Lincoln Ave SE, St. Cloud, MN 56304, Email: stcloudcareers@townsquaremedia.com, Fax - 1-888-380-0565

WVON Chicago's Urban Talker is Looking For a News Anchor. Duties include a 7 hour Mon-Fri shift consisting of local news gathering and a newscast twice an hour, Traffic and weather four times an hour. Ideal candidates will be familiar with TTN and Metrosource software, Cart-O-Matic, Gold Wave and adobe audition software. News room experience is required. Send Resume and mp3 to Todd@wvon.com with the subject line "News Anchor". This is a freelance position.

Account Executives/Experienced: All Stations. Develop new business accounts; service & maintain account list. Establish working relationships with individuals in the business community. Previous media sales experience and excellent interpersonal skills required. Must be willing to develop an account list of new clients. BA/BS preferred. Send resume to: **Entercom Wichita**, 2120 N. Woodlawn, Ste 352, Wichita, KS 67208, Attn: Sales Manager. No phone calls please. To be considered for this position, please apply online at www.entercom.com and click on "Careers."

7pm-12mid at Today's Best and Most Country B100...that's right, we're Live and Local! Need someone who...has at least two-years on-air experience, knows the music and lifestyle of the country listener, is relatable and interactive, uses social media, is creative, can provide content, is a road warrior, loves to have fun! If who is you then send your cover letter, resume, and mp3 to **Jesse Garcia** at jesse@b100.com.

Three Eagles Communications in Mankato Minnesota is looking for an Account Executive. Previous radio sales experience is preferred but not necessary. If you are currently selling for another radio station in our area your inquiry will be held in strict confidence. Come join a team that really cares about local radio and the success of our clients. Send resume to **Brad Leggett**: bleggett@threeeagles.com

The advertisement for 'the Conclave 2012 Learning Conference' features the text 'the Conclave' in a large, blue, serif font, with '2012' in a large, blue, sans-serif font below it. To the right of '2012' is the text 'Learning Conference' in a smaller, blue, sans-serif font. Below this is the date 'July 18-21, 2012', the location 'Doubletree Park Place Hotel/Minneapolis', and the price 'EarlyBird Tuition \$199'. At the bottom, it says 'Details at <http://www.theconclave.com>'. The background is a dark, textured grey.

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Entercom Indianapolis WZPL, WNTR and WXNT radio stations are accepting applications for openings in our media sales department. If you're a self-starter, motivated, creative and goal driven, why not consider joining our team! We've got the brands, tools, training and market heritage to put you on the road to success. Candidates must possess exceptional communication, presentation and negotiation skills. One year previous broadcast experience preferred. To be considered for this position, please apply online at www.entercom.com and click on "Careers."

Big Broadcasting Company Inc has an immediate opening for a highly motivated General Sales Manager in the Chicago suburban Market for our Sports/Talk radio Station. We are looking for someone with prior media sales management experience. Strong sales background required. Qualified candidates must be results driven, are expected to be high achievers, task masters and coach and mentor to a staff of 8-10 sales professionals. Social network marketing experience a plus. Strong communications and presentation skills required. WBIG is an Equal Opportunity Employer. Send resumes and cover letter to stevemarten@wbig1280.com

Channel 9-5-7 (WLHT) is looking for an afternoon drive personality. We're rebuilding a Hot AC station in a very competitive, crowded market and you could be the next piece of the puzzle.

You: Have great energy and on-air presence (a CHR background would be ideal) . Want to do a fun, phone-intensive show focused on 25-39 year old women. Understand how to "turn the mirror on the audience" and make them the star. Want to get out & meet your audience via promotions, community events and live broadcasts . Are great with Facebook, Twitter, Google+ and can write and create content that will drive traffic to your page on the station website We: Have pretty decent bucks for the right person, plus the usual; medical, dental, vision, 401k. Give you the freedom to do a great show and the tools to get it done. May give APD/MD stripes if you have that experience and ability. Offer the opportunity to join a company that's growing and attracting the best in our industry Grand Rapids is a fantastic city with a great quality of life; an active downtown and nightlife, vibrant arts scene, a growing medical and research community, a major concert venue (right across the street from the station), and we're less than 40 minutes from the beautiful shore of Lake Michigan. Interested? Email your stuff (preferred, 6MB max) to channelonair@hotmail.com or snail mail to: Channel Afternoons, Attn: **Tom Cook**, 50 Monroe NW, Suite 500, Grand Rapids, MI 49503.

Midwest Communications has an immediate opening for a General Sales Manager for top-rated KTCO-FM based in Duluth, MN. Work and live on the shoreline of gorgeous Lake Superior. This position requires a proven track record of sales success. We are looking for an individual with prior management and sales experience with the ability to lead people. We need someone who can recruit and train the very best people

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and who can listen, coach, and provide feedback to motivate our talented, growing sales staff. We need someone who is an IDEA GENERATOR who will provide our Marketing Consultants with a multitude of revenue creating ideas. We need a coach who is ready to hit the streets with our team members and coach in the field. We need a coach who likes to make money and is ready to work hard. We offer a challenging position on a strategic management TEAM who never say die, some of the best training in the industry, competitive salary and bonus structure, a full benefits package and unlimited opportunity for the right individual! If you're ready to work hard on a winning team, send your resume TODAY via e-mail to susan.nash@mwcradio.com, Fax it to 218-722-5423 or mail it **Susan Nash**, Market Manager, Midwest Communications, Inc., 715 East Central Entrance, Duluth, MN 55811.

North American Broadcasting Company is in search of a dedicated individual to serve as a PART TIME Promotions Assistant for its 3 radio station cluster – WRKZ, 99.7 The Blitz; WTDA, 103.9 Classic Hits; and AM920 WMNI. This position will be responsible for the promotional event execution including prep, set-up, tear down of station equipment and interacting with listeners. This position requires someone with a positive attitude, outgoing personality, and the ability to work in a fast-paced environment. Must have excellent driving record and be able to lift 50-60 lbs of multiple items differing in size and shape. Some technical ability with sound, cameras, video and computers is a definite plus. Must be able to work up to 29 hours a week including evenings, late nights, early mornings and weekends. Qualified candidate must be at least 21 years old. Radio/Promotion experience preferred. If you're ready to have the most fun you've ever had working really hard, please send your resume to **Mandy Davis** at Mdavis@nabco-inc.com.

Withers Broadcasting is searching for a full-time on-air announcer. Duties include on-air shift, production, remote broadcasts, and personal appearances. Please send your package to onairjobs@withersradio.net or to: On Air Jobs, 901 South Kingshighway, Cape Girardeau, MO 63701.

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Cumulus is the second largest radio company in the United States. We operate eight successful radio stations and the Chiefs Radio Network here in Kansas City. Currently, we have openings for exceptional candidates to help manage client relationships and develop new business relationships. We provide our teams with great products to sell, superior training tools, and a sales management system that supports business development and rewards performance. Development of these key client relations and retention is a critical component to our success. Cumulus places particular emphasis on account analysis, determining client needs, and implementing innovative strategies to ensure clients receive premium customer service. Responsibilities: Responsible for managing and servicing a substantial list of key regional and local agency station accounts. Present innovative solutions both verbally and written. Build relationship and rapport with key accounts while advancing share and maintaining higher rates along with lengthening account lifecycle. Meet or exceed targets and revenue across present and prospective accounts. Provide consultation on the value of radio to new prospects. Manage and coordinate projects related to key accounts. On-site client visits. Media sales background preferred, not required. Bachelors degree preferred. To be considered for an outside sales position with Cumulus Kansas City, qualified candidates must have a valid driver's license and a satisfactory driving history Our Key Account Managers enjoy: Competitive Pay . Medical, Dental & Vision Insurance Package . Paid Vacation & Holidays . Career Advancement Opportunities CONTACT: **John Gallagher**, Vice President of Sales, Cumulus Media Partners, Kansas City, 5800 Foxridge Drive, #600, Mission, KS 66202, (913) 514-3130. John.Gallagher@cumulus.com. Information on Cumulus Media Partners Kansas City is available at <http://www.cumulus.com>

Wanted: Director of Marketing and Promotions- a management position with responsibilities for collaboration among programming, sales, digital and integrated media departments in creation and execution of marketing campaigns that grow on-air and on-line audiences as well as promotional campaigns that produce results for our advertising partners. Successful promotional campaigns will utilize **Clear Channel's** multiple platforms; on-air, on-line, on-site and through mobile devices. At a minimum, this position will include the following: Active leader in Ideation to capitalize on programming or sales concepts to realize increased revenue and profitability. Oversee and manage all event sponsorships. Maximize all opportunities between programming, digital, promotions and sales. Work in cooperation with Business/Communications staff and Operations Manager for all execution of reciprocal trade agreements with media partners. Manage all rewards programs. Work with programming and sales department to maximize integration with on-air and on-line. Oversee the scheduling of promotion coordinators and additional staff for the execution and activities of all events and appearances. Work with Program Directors and Operations Manager (Market Manager) to conceptualize and create all outside marketing. Design and develop creative and coordinate production. Plan and execute specific campaigns for all mediums (television, print, outdoor, direct mail, social media, etc) including placement, production and traffic. Provide visual representation of campaigns for on-line integration This position requires a close working relationship with the Director of Sales and Sales Management team, Programming and Content team within Clear Channel Radio Milwaukee to ensure that we are always striving for integrated media solutions for our advertisers. Skills and qualifications for this position at a minimum will include the following: Working effectively as an individual . Knowledge of Promo Suite. Computer literacy (MS Word, Power Point, Excel, Outlook a must). Availability to be present at events. Excellent organizational, written and oral communication skills. Valid Driver's License This is a full-time position with full benefits. May require non-standard work hours. Please email your cover letter and professional resume to: milwaukeejobs@clearchannel.com, Subject Line: Director of Marketing and Promotions.

Hot 96-7-Mankato, MN. Southern Minnesota's #1 CHR station, is looking for it's next morning show! Are you in a small market successfully doing mornings? Large market doing afternoons, or nights, and want a shot? You'll need to be: topical, effectively use phones, up on pop culture and social media, with great productions skills. You'll build esteem, and growth with our vast 18-34 female audience. You will have a great attitude, and make plenty of appearances. Great college town in Southern Minnesota! Email your short 90 second MP3 with production, cover and resume to: jobs@radiomankato.com

Wanted: Continuity Director to assist the Traffic Directors. At a minimum, this position will include the following: Administrative duties. Handling of coordination of copy. Assisting Traffic Director's in proper rotation/assignment of commercial matter. Interfacing with Accounting on co-op billing each month to insure co-op script is matching billing. Facilitation of copy. Follow up with clients on routine traffic instructions. Provide commercial assistance as requested or necessary. Keep accurate records on all copy This position requires a close working relationship with the Sales Management team and Account Executives, as well as the Production Department. Skills and qualifications for this position at a minimum will include the following: Working effectively as an individual . Computer literacy (MS Word, Excel, Outlook a must). Excellent organizational, written and oral communication skills. Valid Driver's License. 2+ years experience with previous advertising agency or media experience preferred. Ability to read and interpret documents such as operating and maintenance instruction/procedure manuals. *This is a full-time (32 -40 hours per week) position with full-time benefits.* Wages: \$26,000-\$28,000. Please submit your cover letter and professional resume to madisonjobs@clearchannel.com, Subject Line: Continuity Director.

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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