

**KLIF(AM), KTCK(AM), KTCK(FM), KPLX(FM), KLIF(FM),  
WBAP(AM), KSCS(FM) and employees at KESN(FM)**

**VACANCY DATA FORM**

<b>Full-Time Job Title:</b> Account Executive #9	<b>Date Filled:</b> 12.03.2013
<b>Recruitment Source ("RS") Referring Hiree:</b> Linked In Website	<b>Total Number of Interviewees:</b> 6

RS#	RS Information	Source Entitled to Vacancy Notification?	Number of Interviewees Referred by RS for the Full-Time Vacancy
1.	<b>Cumulus Business Managers</b> BM@cumulus.com	No	0
2.	<b>Station Website Postings</b> ( <i>one or more SEU stations</i> )	No	2
3.	<b>On-Air Announcements</b> ( <i>one or more SEU stations</i> )	No	1
4.	<b>Word-of-Mouth Referral</b>	No	2
5.	<b>Walk-in/Self-Referral</b>	No	0
6.	<b>SEU Job Fairs/Open Houses</b> ( <i>see Section III</i> )	No	0
7.	<b>Internal Posting</b>	No	0
9.	<b>Ohio Center For Broadcasting</b> 5330 East Main Street, Suite 200 Columbus, OH 43212 614-245-0555 Gary James Placement.columbus@beonair.com	No	0
11.	<b>Greater Asian Chamber of Commerce</b> 11171 Harry Hines Boulevard, #115 Dallas, TX 75229 972-241-8250 Kim Hoyoung (hoyoung@gdaacc.com)	No	0
12.	<b>Dallas Black Chamber of Commerce</b> 2838 MLK Boulevard Dallas, TX 75215 214-421-5200 Carmen Humble (chum@dbcc.org)	No	0

RS#	RS Information	Source Entitled to Vacancy Notification?	Number of Interviewees Referred by RS for the Full-Time Vacancy
13.	<b>Dallas Hispanic Chamber of Commerce</b> 4622 Maple Avenue, #207 Dallas, TX 75219 214-521-6007 Paula Rosas (prosas@gdhcc.com)	No	0
14.	<b>Texas Christian University/tcu.edu</b> PO Box 297300 Ft. Worth, TX 76129 817-257-5572 Mary Beth Grayson- m.b.grayson@tcu.edu Bethany Kilgore- b.kilgore@tcu.edu Ashley Grubbs- ashley.s.grubbs@tcu.edu Jessica Cates- j.cates@tcu.edu	No	0
15.	<b>Southern Methodist University/smu.edu</b> Hegi Family Career Development Center PO Box 750256 Dallas, TX 75275-0256 214-768-2266 214-768-4292 (fax) recruit@smu.edu Alicia Love - atlove@smu.edu	No	0
16.	<b>University of Dallas/udallas.edu</b> 1845 E. Northgate Drive, Carpenter Hall, Room 141 Irving, TX 75062-4736 972-721-5131 972-721-5044 (fax) Harriet H. Cousins career@udallas.edu	No	0
17.	<b>Devry University</b> 4800 Regent Boulevard Irving, TX 75063-2439 972-929-6777 Joan Long- jlong@devry.edu Sandra Lohr- slohr@devry.edu	No	0

RS#	RS Information	Source Entitled to Vacancy Notification?	Number of Interviewees Referred by RS for the Full-Time Vacancy
18.	<b>Dallas County Community College District</b> Notification includes all colleges listed below: DCCCD Dept Email – bhjobs@dcccd.edu El Centro College – elcentrocollege.edu Eastfield College – eastfieldcollege.edu Northlake College - northlakecollege.edu Mountain View College – mountainviewcollege.edu Brookhaven College – brookhavencollege.edu Richland College – richlandcollege.edu Cedar Valley College – cedarvalleycollege.edu Adam Clawson – adamc@dcccd.edu Crystal Larthridge – clarthridge@edu Francienne Amynard – fmaynard@dcccd.edu Juanita Hancock-Dickey – jhancock-dickey@dcccd.edu Mike Alford – malford@dcccd.edu Mike Henderson – mhenderson@dcccd.edu Patsy Caropresi – pcaropresi@dcccd.edu Warren Osby – wosby@dcccd.edu	No	0
19.	<b>Greater Austin Chamber of Commerce</b> 5407 North IH 35, Suite 304 Austin, TX 78723 512-459-1181 www.austinbcc.org admin@austinbcc.org	No	0
21.	<b>All Access Website</b> www.allaccess.com	No	0
23.	<b>University of Texas at Dallas/utdallas.edu</b> UTD Career Center PO Box 830688, MC-16 Richardson, TX 75083-0688 972-883-29443 972-883-2431 (fax) Nakoya Moss recruit@utdallas.edu	No	0

RS#	RS Information	Source Entitled to Vacancy Notification?	Number of Interviewees Referred by RS for the Full-Time Vacancy
24.	<b>University of Texas at Arlington/uta.edu</b> PO Box 19156 Arlington, TX 76019-0156 817-272-2932 817-272-5792 (fax) Barbara Peet, Director of Career Services careers@uta.edu Nicole Caron – caron@uta.edu Nikki Dickens – nikki@uta.edu	No	0
26.	<b>The Art Institute of Dallas</b> Two Northpark East 8080 Park Lane, Suite 100 Dallas, TX 75231 469-587-1213 Nicole Rincon – nrincon@aii.edu	No	0
27.	<b>Texas Women's University</b> 304 Administration Drive PO Box 425589 Denton, TX 76204 940-TWU-2000 Sherri Williams - careers@twu.edu	No	0
28.	<b>University of North Texas</b> 1155 Union Circle #311277 Denton, TX 76203-5017 940-565-2000 Dan Naegeli- naegeli@unt.edu	No	0
29.	<b>Austin College</b> 900 N. Grand Avenue Sherman, TX 75090-4400 903-813-2000 Lance Ott - career@austincollege.edu	No	0
30.	<b>Dallas Baptist University</b> 3000 Mountain Creek Pkwy Dallas, TX 75211 214-333-5360 Marion Hill - Marion@dbu.edu	No	0

RS#	RS Information	Source Entitled to Vacancy Notification?	Number of Interviewees Referred by RS for the Full-Time Vacancy
31.	<b>Tarrant County College</b> 817-515-8223 Northeast Campus (necareerservices@tccd.edu) 828 West Harwood Rd., Hurst, TX 76054-3299 Northwest Campus (nw.ccareerservices@tccd.edu) 1500 Houston St, Ft. Worth, TX 76102 South Campus (monica.bettle@tccd.edu) 5301 Campus Drive, Ft. Worth, TX 76119 Southeast Campus (secareerservices@tccd.edu) Tracy Williams tracy.williams@tccd.edu Gina Maloy - gina.maloy@tccd.edu 2100 Southeast Pkwy, Arlington, TX 76018	No	0
33.	<b>Greater Dallas Indo-American Chamber of Commerce</b> 5930 LBJ Freeway, Suite 350 Dallas, TX 75240 214-346-9559 gdiacc@gdiacc.org	No	0
34.	<b>Texas Association of Broadcasters (TAB)</b> 502 E. 11 <sup>th</sup> Street, Suite 200 Austin, TX 78701 512-322-9944 Craig Bean (craig@tab.org)	No	0
36.	<b>Northwood University</b> 1114 W FM 1382 Cedar Hill, TX 75104-1204 Celeste Lindell - Lindell@northwood.edu	No	0
38.	<b>Dallas Urban League (ulgdnctx.com)</b> 4315 S. Lancaster Road Dallas, TX 75216 214-915-4600 phone 214-915-4601 fax Tonya Berry – tberry@ulgdnctx.com Katrina King – kking@ulgdnctx.com	No	0
40.	<b>American Broadcasting School</b> 712 N Watson Rd, Ste. 200 Arlington, TX 76011 817-695-2474 michelle@radioschool.com	No	0

RS#	RS Information	Source Entitled to Vacancy Notification?	Number of Interviewees Referred by RS for the Full-Time Vacancy
44.	<b>The Campus Special, LLC</b> 3575 Koger Blvd, Suite 150 Duluth, GA 30096 770-807-7474 770-206-2289 (fax) www.Campusspecial.com Allyson@campusspecial.com	No	0
45.	<b>Everest College</b> 300 Six Flags Dr., Suite 100 Arlington, TX 76011 817-652-7790 ext. 192 817-649-6033 (fax) www.everest.edu Kristin Suitors- ksuitors@cci.edu	No	0
47.	<b>Linked In Website</b> www.linkedin.com	No	1
<b>Total Interviewees</b>			6

## Tom Dailey

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**From:** Tom Dailey  
**Sent:** Wednesday, October 09, 2013 4:09 PM  
**To:** Tom Dailey  
**Subject:** Job Posting - Cumulus Dallas - ESPN Sales Represtative  
**Attachments:** Job Posting Account Executive v10.9.13 ESPN.doc

Please post on your job boards. Thanks.

Tom Dailey  
Business Manager  
Cumulus Media - Dallas/Fort Worth  
Direct: 214-520-4342  
Fax: 214-520-4363

3090 Olive Street  
West Victory Plaza  
Suite 400  
Dallas, TX 75219

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### Cumulus Media Email Policy

PLEASE NOTE: This message contains confidential information and is intended only for the individual(s) named. Employees of Cumulus Media Inc. and its subsidiaries are prohibited from forwarding this email or otherwise disclosing the contents of this email, or any portion thereof, to any third party, including any non-employee of the respective companies. Failure of an employee to comply with this policy will result in disciplinary action up to and including immediate termination of employment.





**KLIF(AM), KTCK(AM), KTCK(FM), KPLX(FM), KLIF(FM),  
WBAP(AM), KSCS(FM) and employees at KESN(FM)**

**VACANCY DATA FORM**

<b>Full-Time Job Title:</b> Account Executive #10	<b>Date Filled:</b> 12.30.2013
<b>Recruitment Source ("RS") Referring Hiree:</b> Word-of-Mouth Referral	<b>Total Number of Interviewees:</b> 5

<b>RS#</b>	<b>RS Information</b>	<b>Source Entitled to Vacancy Notification?</b>	<b>Number of Interviewees Referred by RS for the Full-Time Vacancy</b>
1.	<b>Cumulus Business Managers</b> BM@cumulus.com	No	0
2.	<b>Station Website Postings</b> (one or more SEU stations)	No	0
3.	<b>On-Air Announcements</b> (one or more SEU stations)	No	3
4.	<b>Word-of-Mouth Referral</b>	No	2
5.	<b>Walk-in/Self-Referral</b>	No	0
7.	<b>Internal Posting</b>	No	0
9.	<b>Ohio Center For Broadcasting</b> 5330 East Main Street, Suite 200 Columbus, OH 43212 614-245-0555 Gary James Placement.columbus@beonair.com	No	0
11.	<b>Greater Asian Chamber of Commerce</b> 11171 Harry Hines Boulevard, #115 Dallas, TX 75229 972-241-8250 Kim Hoyoung (hoyoung@gdaacc.com)	No	0
12.	<b>Dallas Black Chamber of Commerce</b> 2838 MLK Boulevard Dallas, TX 75215 214-421-5200 Carmen Humble (chum@dbcc.org)	No	0
13.	<b>Dallas Hispanic Chamber of Commerce</b> 4622 Maple Avenue, #207 Dallas, TX 75219 214-521-6007 Paula Rosas (prosas@gdhcc.com)	No	0

RS#	RS Information	Source Entitled to Vacancy Notification?	Number of Interviewees Referred by RS for the Full-Time Vacancy
14.	<b>Texas Christian University/tcu.edu</b> PO Box 297300 Ft. Worth, TX 76129 817-257-5572 Mary Beth Grayson- m.b.grayson@tcu.edu Bethany Kilgore- b.kilgore@tcu.edu Ashley Grubbs- ashley.s.grubbs@tcu.edu Jessica Cates- j.cates@tcu.edu	No	0
15.	<b>Southern Methodist University/smu.edu</b> Hegi Family Career Development Center PO Box 750256 Dallas, TX 75275-0256 214-768-2266 214-768-4292 (fax) recruit@smu.edu Alicia Love - atlove@smu.edu	No	0
16.	<b>University of Dallas/udallas.edu</b> 1845 E. Northgate Drive, Carpenter Hall, Room 141 Irving, TX 75062-4736 972-721-5131 972-721-5044 (fax) Harriet H. Cousins career@udallas.edu	No	0
17.	<b>Devry University</b> 4800 Regent Boulevard Irving, TX 75063-2439 972-929-6777 Joan Long- jlong@devry.edu Sandra Lohr- slohr@devry.edu	No	0

RS#	RS Information	Source Entitled to Vacancy Notification?	Number of Interviewees Referred by RS for the Full-Time Vacancy
18.	<b>Dallas County Community College District</b> Notification includes all colleges listed below: DCCCD Dept Email – bhcjobs@dcccd.edu El Centro College – elcentrocollege.edu Eastfield College – eastfieldcollege.edu Northlake College - northlakecollege.edu Mountain View College – mountainviewcollege.edu Brookhaven College – brookhavencollege.edu Richland College – richlandcollege.edu Cedar Valley College – cedarvalleycollege.edu Adam Clawson – adamc@dcccd.edu Crystal Larthridge – clarthridge@edu Francynne Aynard – fmaynard@dcccd.edu Juanita Hancock-Dickey – jhancock-dickey@dcccd.edu Mike Alford – malford@dcccd.edu Mike Henderson – mhenderson@dcccd.edu Patsy Caropresi – pcaropresi@dcccd.edu Warren Osby – wosby@dcccd.edu	No	0
19.	<b>Greater Austin Chamber of Commerce</b> 5407 North IH 35, Suite 304 Austin, TX 78723 512-459-1181 www.austinbcc.org admin@austinbcc.org	No	0
21.	<b>All Access Website</b> www.allaccess.com	No	0
23.	<b>University of Texas at Dallas/utdallas.edu</b> UTD Career Center PO Box 830688, MC-16 Richardson, TX 75083-0688 972-883-29443 972-883-2431 (fax) Nakoya Moss recruit@utdallas.edu	No	0

RS#	RS Information	Source Entitled to Vacancy Notification?	Number of Interviewees Referred by RS for the Full-Time Vacancy
24.	<b>University of Texas at Arlington/uta.edu</b> PO Box 19156 Arlington, TX 76019-0156 817-272-2932 817-272-5792 (fax) Barbara Peet, Director of Career Services careers@uta.edu Nicole Caron – caron@uta.edu Nikki Dickens – nikki@uta.edu	No	0
26.	<b>The Art Institute of Dallas</b> Two Northpark East 8080 Park Lane, Suite 100 Dallas, TX 75231 469-587-1213 Nicole Rincon – nrincon@aia.edu	No	0
27.	<b>Texas Women's University</b> 304 Administration Drive PO Box 425589 Denton, TX 76204 940-TWU-2000 Sherri Williams - careers@twu.edu	No	0
28.	<b>University of North Texas</b> 1155 Union Circle #311277 Denton, TX 76203-5017 940-565-2000 Dan Naegeli- naegeli@unt.edu	No	0
29.	<b>Austin College</b> 900 N. Grand Avenue Sherman, TX 75090-4400 903-813-2000 Lance Ott - career@austincollege.edu	No	0
30.	<b>Dallas Baptist University</b> 3000 Mountain Creek Pkwy Dallas, TX 75211 214-333-5360 Marion Hill - Marion@dbu.edu	No	0

RS#	RS Information	Source Entitled to Vacancy Notification?	Number of Interviewees Referred by RS for the Full-Time Vacancy
31.	<b>Tarrant County College</b> 817-515-8223 Northeast Campus (necareerservices@tccd.edu) 828 West Harwood Rd., Hurst, TX 76054-3299 Northwest Campus (nw.ccarerrservices@tccd.edu) 1500 Houston St, Ft. Worth, TX 76102 South Campus (monica.bettle@tccd.edu) 5301 Campus Drive, Ft. Worth, TX 76119 Southeast Campus (secareerservices@tccd.edu) Tracy Williams tracy.williams@tccd.edu Gina Maloy - gina.maloy@tccd.edu 2100 Southeast Pkwy, Arlington, TX 76018	No	0
33.	<b>Greater Dallas Indo-American Chamber of Commerce</b> 5930 LBJ Freeway, Suite 350 Dallas, TX 75240 214-346-9559 gdiacc@gdiacc.org	No	0
34.	<b>Texas Association of Broadcasters (TAB)</b> 502 E. 11 <sup>th</sup> Street, Suite 200 Austin, TX 78701 512-322-9944 Craig Bean (craig@tab.org)	No	0
36.	<b>Northwood University</b> 1114 W FM 1382 Cedar Hill, TX 75104-1204 Celeste Lindell - Lindell@northwood.edu	No	0
38.	<b>Dallas Urban League</b> (ulgdncctx.com) 4315 S. Lancaster Road Dallas, TX 75216 214-915-4600 phone 214-915-4601 fax Tonya Berry – tberry@ulgdncctx.com Katrina King – kking@ulgdncctx.com	No	0
40.	<b>American Broadcasting School</b> 712 N Watson Rd, Ste. 200 Arlington, TX 76011 817-695-2474 michelle@radioschool.com	No	0

RS#	RS Information	Source Entitled to Vacancy Notification?	Number of Interviewees Referred by RS for the Full-Time Vacancy
44.	<b>The Campus Special, LLC</b> 3575 Koger Blvd, Suite 150 Duluth, GA 30096 770-807-7474 770-206-2289 (fax) www.Campusspecial.com Allyson@campusspecial.com	No	0
45.	<b>Everest College</b> 300 Six Flags Dr., Suite 100 Arlington, TX 76011 817-652-7790 ext. 192 817-649-6033 (fax) www.everest.edu Kristin Suitors- ksuitors@cci.edu	No	0
<b>Total Interviewees</b>			5

**KLIF(AM), KTCK(AM), KTCK(FM), KPLX(FM), KLIF(FM),  
WBAP(AM), KSCS(FM) *and employees at KESN(FM)***

**DOCUMENTATION NOTE**

Please see documentation for the Account Executive position filled on December 3, 2013. The recruitment efforts used to fill that position also apply to this position.

**KLIF(AM), KTCK(AM), KTCK(FM), KPLX(FM), KLIF(FM),  
WBAP(AM), KSCS(FM) and employees at KESN(FM)**

**VACANCY DATA FORM**

<b>Full-Time Job Title:</b> Account Executive #11	<b>Date Filled:</b> 01.13.2014
<b>Recruitment Source ("RS") Referring Hiree:</b> On-Air Announcements	<b>Total Number of Interviewees:</b> 4

<b>RS#</b>	<b>RS Information</b>	<b>Source Entitled to Vacancy Notification?</b>	<b>Number of Interviewees Referred by RS for the Full-Time Vacancy</b>
1.	<b>Cumulus Business Managers</b> BM@cumulus.com	No	0
2.	<b>Station Website Postings</b> <i>(one or more SEU stations)</i>	No	0
3.	<b>On-Air Announcements</b> <i>(one or more SEU stations)</i>	No	2
4.	<b>Word-of-Mouth Referral</b>	No	2
5.	<b>Walk-in/Self-Referral</b>	No	0
7.	<b>Internal Posting</b>	No	0
9.	<b>Ohio Center For Broadcasting</b> 5330 East Main Street, Suite 200 Columbus, OH 43212 614-245-0555 Gary James Placement.columbus@beonair.com	No	0
11.	<b>Greater Asian Chamber of Commerce</b> 11171 Harry Hines Boulevard, #115 Dallas, TX 75229 972-241-8250 Kim Hoyoung (hoyoung@gdaacc.com)	No	0
12.	<b>Dallas Black Chamber of Commerce</b> 2838 MLK Boulevard Dallas, TX 75215 214-421-5200 Carmen Humble (chum@dbcc.org)	No	0
13.	<b>Dallas Hispanic Chamber of Commerce</b> 4622 Maple Avenue, #207 Dallas, TX 75219 214-521-6007 Paula Rosas (prosas@gdhcc.com)	No	0



RS#	RS Information	Source Entitled to Vacancy Notification?	Number of Interviewees Referred by RS for the Full-Time Vacancy
14.	<b>Texas Christian University/tcu.edu</b> PO Box 297300 Ft. Worth, TX 76129 817-257-5572 Mary Beth Grayson- m.b.grayson@tcu.edu Bethany Kilgore- b.kilgore@tcu.edu Ashley Grubbs- ashley.s.grubbs@tcu.edu Jessica Cates- j.cates@tcu.edu	No	0
15.	<b>Southern Methodist University/smu.edu</b> Hegi Family Career Development Center PO Box 750256 Dallas, TX 75275-0256 214-768-2266 214-768-4292 (fax) recruit@smu.edu Alicia Love - atlove@smu.edu	No	0
16.	<b>University of Dallas/udallas.edu</b> 1845 E. Northgate Drive, Carpenter Hall, Room 141 Irving, TX 75062-4736 972-721-5131 972-721-5044 (fax) Harriet H. Cousins career@udallas.edu	No	0
17.	<b>Devry University</b> 4800 Regent Boulevard Irving, TX 75063-2439 972-929-6777 Joan Long- jlong@devry.edu Sandra Lohr- slohr@devry.edu	No	0

RS#	RS Information	Source Entitled to Vacancy Notification?	Number of Interviewees Referred by RS for the Full-Time Vacancy
18.	<b>Dallas County Community College District</b> Notification includes all colleges listed below: DCCCD Dept Email – bhjobs@dcccd.edu El Centro College – elcentrocollege.edu Eastfield College – eastfieldcollege.edu Northlake College - northlakecollege.edu Mountain View College – mountainviewcollege.edu Brookhaven College – brookhavencollege.edu Richland College – richlandcollege.edu Cedar Valley College – cedarvalleycollege.edu Adam Clawson – adamc@dcccd.edu Crystal Larthridge – clarthridge@edu Francienne Aymard – fmaynard@dcccd.edu Juanita Hancock-Dickey – jhancock-dickey@dcccd.edu Mike Alford – malford@dcccd.edu Mike Henderson – mhenderson@dcccd.edu Patsy Caropresi – pcaropresi@dcccd.edu Warren Osby – wosby@dcccd.edu	No	0
19.	<b>Greater Austin Chamber of Commerce</b> 5407 North IH 35, Suite 304 Austin, TX 78723 512-459-1181 www.austinbcc.org admin@austinbcc.org	No	0
21.	<b>All Access Website</b> www.allaccess.com	No	0
23.	<b>University of Texas at Dallas/utdallas.edu</b> UTD Career Center PO Box 830688, MC-16 Richardson, TX 75083-0688 972-883-29443 972-883-2431 (fax) Nakoya Moss recruit@utdallas.edu	No	0

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24.	<b>University of Texas at Arlington/uta.edu</b> PO Box 19156 Arlington, TX 76019-0156 817-272-2932 817-272-5792 (fax) Barbara Peet, Director of Career Services careers@uta.edu Nicole Caron – caron@uta.edu Nikki Dickens – nikki@uta.edu	No	0
26.	<b>The Art Institute of Dallas</b> Two Northpark East 8080 Park Lane, Suite 100 Dallas, TX 75231 469-587-1213 Nicole Rincon – nrincon@aai.edu	No	0
27.	<b>Texas Women's University</b> 304 Administration Drive PO Box 425589 Denton, TX 76204 940-TWU-2000 Sherri Williams - careers@twu.edu	No	0
28.	<b>University of North Texas</b> 1155 Union Circle #311277 Denton, TX 76203-5017 940-565-2000 Dan Naegeli- naegeli@unt.edu	No	0
29.	<b>Austin College</b> 900 N. Grand Avenue Sherman, TX 75090-4400 903-813-2000 Lance Ott - career@austincollege.edu	No	0
30.	<b>Dallas Baptist University</b> 3000 Mountain Creek Pkwy Dallas, TX 75211 214-333-5360 Marion Hill - Marion@dbu.edu	No	0

RS#	RS Information	Source Entitled to Vacancy Notification?	Number of Interviewees Referred by RS for the Full-Time Vacancy
31.	<b>Tarrant County College</b> 817-515-8223 Northeast Campus (necareerservices@tccd.edu) 828 West Harwood Rd., Hurst, TX 76054-3299 Northwest Campus (nw.ccareerservices@tccd.edu) 1500 Houston St, Ft. Worth, TX 76102 South Campus (monica.bettle@tccd.edu) 5301 Campus Drive, Ft. Worth, TX 76119 Southeast Campus (secareerservices@tccd.edu) Tracy Williams tracy.williams@tccd.edu Gina Maloy - gina.maloy@tccd.edu 2100 Southeast Pkwy, Arlington, TX 76018	No	0
33.	<b>Greater Dallas Indo-American Chamber of Commerce</b> 5930 LBJ Freeway, Suite 350 Dallas, TX 75240 214-346-9559 gdiacc@gdiacc.org	No	0
34.	<b>Texas Association of Broadcasters (TAB)</b> 502 E. 11 <sup>th</sup> Street, Suite 200 Austin, TX 78701 512-322-9944 Craig Bean (craig@tab.org)	No	0
36.	<b>Northwood University</b> 1114 W FM 1382 Cedar Hill, TX 75104-1204 Celeste Lindell - Lindell@northwood.edu	No	0
38.	<b>Dallas Urban League (ulgdncctx.com)</b> 4315 S. Lancaster Road Dallas, TX 75216 214-915-4600 phone 214-915-4601 fax Tonya Berry – tberry@ulgdncctx.com Katrina King – kking@ulgdncctx.com	No	0
40.	<b>American Broadcasting School</b> 712 N Watson Rd, Ste. 200 Arlington, TX 76011 817-695-2474 michelle@radioschool.com	No	0

RS#	RS Information	Source Entitled to Vacancy Notification?	Number of Interviewees Referred by RS for the Full-Time Vacancy
44.	<b>The Campus Special, LLC</b> 3575 Koger Blvd, Suite 150 Duluth, GA 30096 770-807-7474 770-206-2289 (fax) www.Campusspecial.com Allyson@campusspecial.com	No	0
45.	<b>Everest College</b> 300 Six Flags Dr., Suite 100 Arlington, TX 76011 817-652-7790 ext. 192 817-649-6033 (fax) www.everest.edu Kristin Suitors- ksuitors@cci.edu	No	0
<b>Total Interviewees</b>			4

**KLIF(AM), KTCK(AM), KTCK(FM), KPLX(FM), KLIF(FM),  
WBAP(AM), KSCS(FM) *and employees at KESN(FM)***

**DOCUMENTATION NOTE**

Please see documentation for the Account Executive position filled on December 3, 2013. The recruitment efforts used to fill that position also apply to this position.

## FOR INTERNAL BUSINESS RECORDS ONLY

**KLIF(AM), KTCK(AM), KTCK(FM), KPLX(FM), KLIF(FM),  
WBAP(AM), KSCS(FM) and employees at KESN(FM)**

## VACANCY DATA FORM

<b>Full-Time Job Title:</b> Account Executive #12	<b>Date Filled:</b> 01.27.2014
<b>Recruitment Source ("RS") Referring Hiree:</b> Word-of-Mouth Referral	<b>Total Number of Interviewees:</b> 10

RS#	RS Information	Source Entitled to Vacancy Notification?	Number of Interviewees Referred by RS for the Full-Time Vacancy
1	<b>Cumulus Business Managers</b> BM@cumulus.com	No	0
2.	<b>Station Website Postings</b> ( <i>one or more SEU stations</i> )	No	3
3.	<b>On-Air Announcements</b> ( <i>one or more SEU stations</i> )	No	2
4.	<b>Word-of-Mouth Referral</b>	No	3
5.	<b>Walk-in/Self-Referral</b>	No	0
7.	<b>Internal Posting</b>	No	0
9.	<b>Ohio Center For Broadcasting</b> 5330 East Main Street, Suite 200 Columbus, OH 43212 614-245-0555 Gary James Placement.columbus@beonair.com	No	0
11.	<b>Greater Asian Chamber of Commerce</b> 11171 Harry Hines Boulevard, #115 Dallas, TX 75229 972-241-8250 Kim Hoyoung (hoyoung@gdaacc.com)	No	0
12.	<b>Dallas Black Chamber of Commerce</b> 2838 MLK Boulevard Dallas, TX 75215 214-421-5200 Carmen Humble (chum@dbcc.org)	No	0
13.	<b>Dallas Hispanic Chamber of Commerce</b> 4622 Maple Avenue, #207 Dallas, TX 75219 214-521-6007 Paula Rosas (prosas@gdhcc.com)	No	0

RS#	RS Information	Source Entitled to Vacancy Notification?	Number of Interviewees Referred by RS for the Full-Time Vacancy
14.	<b>Texas Christian University/tcu.edu</b> PO Box 297300 Ft. Worth, TX 76129 817-257-5572 Mary Beth Grayson- m.b.grayson@tcu.edu Bethany Kilgore- b.kilgore@tcu.edu Ashley Grubbs- ashley.s.grubbs@tcu.edu Jessica Cates- j.cates@tcu.edu	No	0
15.	<b>Southern Methodist University/smu.edu</b> Hegi Family Career Development Center PO Box 750256 Dallas, TX 75275-0256 214-768-2266 214-768-4292 (fax) recruit@smu.edu Alicia Love - atlove@smu.edu	No	0
16.	<b>University of Dallas/udallas.edu</b> 1845 E. Northgate Drive, Carpenter Hall, Room 141 Irving, TX 75062-4736 972-721-5131 972-721-5044 (fax) Harriet H. Cousins career@udallas.edu	No	0
17.	<b>Devry University</b> 4800 Regent Boulevard Irving, TX 75063-2439 972-929-6777 Joan Long- jlong@devry.edu Sandra Lohr- slohr@devry.edu	No	0



RS#	RS Information	Source Entitled to Vacancy Notification?	Number of Interviewees Referred by RS for the Full-Time Vacancy
18.	<b>Dallas County Community College District</b> Notification includes all colleges listed below: DCCCD Dept Email – bhjobs@dcccd.edu El Centro College – elcentrocollege.edu Eastfield College – eastfieldcollege.edu Northlake College - northlakecollege.edu Mountain View College – mountainviewcollege.edu Brookhaven College – brookhavencollege.edu Richland College – richlandcollege.edu Cedar Valley College – cedarvalleycollege.edu Adam Clawson – adamc@dcccd.edu Crystal Larthridge – clarthridge@edu Francienne Aynard – fmaynard@dcccd.edu Juanita Hancock-Dickey – jhancock-dickey@dcccd.edu Mike Alford – malford@dcccd.edu Mike Henderson – mhenderson@dcccd.edu Patsy Caropresi – pcaropresi@dcccd.edu Warren Osby – wosby@dcccd.edu	No	0
19.	<b>Greater Austin Chamber of Commerce</b> 5407 North IH 35, Suite 304 Austin, TX 78723 512-459-1181 www.austinbcc.org admin@austinbcc.org	No	0
21.	<b>All Access Website</b> www.allaccess.com	No	0
23.	<b>University of Texas at Dallas/utdallas.edu</b> UTD Career Center PO Box 830688, MC-16 Richardson, TX 75083-0688 972-883-29443 972-883-2431 (fax) Nakoya Moss recruit@utdallas.edu	No	0

RS#	RS Information	Source Entitled to Vacancy Notification?	Number of Interviewees Referred by RS for the Full-Time Vacancy
24.	<b>University of Texas at Arlington/uta.edu</b> PO Box 19156 Arlington, TX 76019-0156 817-272-2932 817-272-5792 (fax) Barbara Peet, Director of Career Services careers@uta.edu Nicole Caron – caron@uta.edu Nikki Dickens – nikki@uta.edu	No	0
26.	<b>The Art Institute of Dallas</b> Two Northpark East 8080 Park Lane, Suite 100 Dallas, TX 75231 469-587-1213 Nicole Rincon – nrincon@aai.edu	No	0
27.	<b>Texas Women's University</b> 304 Administration Drive PO Box 425589 Denton, TX 76204 940-TWU-2000 Sherri Williams - careers@twu.edu	No	0
28.	<b>University of North Texas</b> 1155 Union Circle #311277 Denton, TX 76203-5017 940-565-2000 Dan Naegeli- naegeli@unt.edu	No	0
29.	<b>Austin College</b> 900 N. Grand Avenue Sherman, TX 75090-4400 903-813-2000 Lance Ott - career@austincollege.edu	No	0
30.	<b>Dallas Baptist University</b> 3000 Mountain Creek Pkwy Dallas, TX 75211 214-333-5360 Marion Hill - Marion@dbu.edu	No	0

RS#	RS Information	Source Entitled to Vacancy Notification?	Number of Interviewees Referred by RS for the Full-Time Vacancy
31.	<b>Tarrant County College</b> 817-515-8223 Northeast Campus (necareerservices@tccd.edu) 828 West Harwood Rd., Hurst, TX 76054-3299 Northwest Campus (nw.ccareerservices@tccd.edu) 1500 Houston St, Ft. Worth, TX 76102 South Campus (monica.bettle@tccd.edu) 5301 Campus Drive, Ft. Worth, TX 76119 Southeast Campus (secareerservices@tccd.edu) Tracy Williams tracy.williams@tccd.edu Gina Maloy - gina.maloy@tccd.edu 2100 Southeast Pkwy, Arlington, TX 76018	No	0
33.	<b>Greater Dallas Indo-American Chamber of Commerce</b> 5930 LBJ Freeway, Suite 350 Dallas, TX 75240 214-346-9559 gdiacc@gdiacc.org	No	0
34.	<b>Texas Association of Broadcasters (TAB)</b> 502 E. 11 <sup>th</sup> Street, Suite 200 Austin, TX 78701 512-322-9944 Craig Bean (craig@tab.org)	No	0
36.	<b>Northwood University</b> 1114 W FM 1382 Cedar Hill, TX 75104-1204 Celeste Lindell - Lindell@northwood.edu	No	0
37.	<b>Association for Women in Communications</b> www.womcom.org pvalenzuela@womcom.org	No	0
38.	<b>Dallas Urban League (ulgdnctx.com)</b> 4315 S. Lancaster Road Dallas, TX 75216 214-915-4600 phone 214-915-4601 fax Tonya Berry – tberry@ulgdnctx.com Katrina King – kking@ulgdnctx.com	No	0

RS#	RS Information	Source Entitled to Vacancy Notification?	Number of Interviewees Referred by RS for the Full-Time Vacancy
40.	<b>American Broadcasting School</b> 712 N Watson Rd, Ste. 200 Arlington, TX 76011 817-695-2474 michelle@radioschool.com	No	0
42.	<b>Indeed Website</b> www.indeed.com	No	1
44.	<b>The Campus Special, LLC</b> 3575 Koger Blvd, Suite 150 Duluth, GA 30096 770-807-7474 770-206-2289 (fax) www.Campusspecial.com Allyson@campusspecial.com	No	0
45.	<b>Everest College</b> 300 Six Flags Dr., Suite 100 Arlington, TX 76011 817-652-7790 ext. 192 817-649-6033 (fax) www.everest.edu Kristin Suitors- ksuitors@cci.edu	No	0
47.	<b>Linked In Website</b> www.linkedin.com	No	1
<b>Total Interviewees</b>			10

**KLIF(AM), KTCK(AM), KTCK(FM), KPLX(FM), KLIF(FM),  
WBAP(AM), KSCS(FM) *and employees at KESN(FM)***

**DOCUMENTATION NOTE**

Please see documentation for the Account Executive position filled on December 3, 2013. The recruitment efforts used to fill that position also apply to this position as well as posting to the Association for Women in Communications job board and the KLIK(AM) and WBAP(AM) Facebook Pages.

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- My Candidates
- My Company
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- Help

ShareThis

Welcome Thomas Dailey - log out

**Job Posting: Sales Representatives WBAP-AM/KLIF-AM**

Job Posting Settings / Overview			
Job Overview / Settings		Candidate Screening	
Created:	10/23/2013	Pre-screen Filter:	None
Applicants:	0 View Applicants	<a href="#">Add a Filter</a>	
Allow Online Application:	<input type="radio"/> Yes <input checked="" type="radio"/> No		

Posted On			
This job is currently posted to the following sites.			
Job Board	Starts	Expires	Status
Association for Women in Communications (AWC)	Oct 23-13	Nov 22-13	active [ Stop ]

[Edit Job Posting](#) | [Print This Job](#) | [Delete Job Posting](#)
**Job Posting**

Job ID:	15346988	Job Type:	Full-time
Position Title:	Sales Representatives WBAP-AM/KLIF-AM	Job Duration:	Indefinite
Company Name:	Cumulus Media Dallas	Min Education:	BA/BS/Undergraduate
Industry:	Radio	Min Experience:	1-2 Years
Job Function:	Advertising Executive	Required Travel:	0-10%
Entry Level:	No	Location(s):	Dallas, Texas, United States

**CONTACT INFORMATION**

Contact Person: David Smith Phone: 214-526-2400  
 Email Address: david.smith@cumulus.com Fax: —  
 Apply URL: <http://www.wbap.com>; [www.klif.com](http://www.klif.com)

**Job Description****Dynamic Sales Representatives – WBAP-AM/KLIF-AM**

Would you like to sell Talk Radio in Dallas? Are you a hunter? Do you like working with like-minded sales professionals and managers whose sole focus is finding and closing new customers? If so, read on.

We provide our teams with a great product to sell, superior training tools, and a sales management system that supports business development and rewards performance.

Responsibilities include: prospecting/cold calling, setting appointments with prospects, creative client presentations, and achieving a sales quota. Because Cumulus has a systems approach to sales, you must have a deep appreciation for process, performance measurement, employee development, and a results-oriented sales approach.

**Job Requirements****Job Requirements**

- New business to business experience preferred with recognition as top-performer
- Minimum of 1 year outside sales experience required; 2 or more years preferred with ability to penetrate new business categories
- Strong understanding of lead generation, CRM and account management
- Cultivation of long standing client relationships

- Media sales background preferred, not required
- Knowledgeable in Microsoft Office applications (including Outlook, Word, Excel, PowerPoint, Internet/Intranet)
- Bachelors degree preferred

Our Sales Representative positions enjoy:

- Competitive Pay
- Medical, Dental & Vision Insurance Package
- Paid Vacation & Holidays
- Career Advancement Opportunities

Reply by emailing resume and salary requirement to: David Smith, GSM (820 WBAP-AM/570 KLIF-AM),  
David.smith@cumulus.com

[www.wbap.com](http://www.wbap.com) [www.klif.com](http://www.klif.com)

Cumulus Radio Dallas maintains a Drug-Free Workplace and is an Equal Opportunity Employer. Applicants must be eligible to work in the U.S.

3090 Olive Street, West Victory Plaza, Suite #400, Dallas, Texas 75219 Telephone: 214-526-2400 Fax: 214-523-2746

[Edit Job Posting](#)

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The Association for Women in Communications is a professional organization that champions the advancement of women across all communications disciplines by recognizing excellence, promoting leadership and positioning its members at the forefront of the evolving communications era.



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Mike Rhyner

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**Dynamic Sales Representatives**  
evan333.com

Would you like to sell talk, Radio in Dallas? Are you a hunter? Do you like dealing with the hardest sales professionals and managers whose sole focus is finding and closing their customers? If so, read on.

Like Comment Share

Boost Post

Recent Posts by Others on 570 KLIF

570 KLIF - Mozilla Firefox

- Tyler

**From:** Tom Dailey  
**Sent:** Wednesday, October 23, 2013 11:00 AM  
**To:** Tyler Cox  
**Cc:** David Smith  
**Subject:** FW: Job Posting - Cumulus Dallas - Account Executive WBAP-AM/KLIF-AM



WBAP 820AM

WBAP Timeline Recent Admin Panel

**WBAP**  
NEWS-TALK 820AM

4,755 likes · 134 talking about this · 76 were here

Update Page Info ▾ Liked ★ Review ✖

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WBAP is the leading news and talk station serving Dallas-Fort Worth for 80 years. WBAP is the home of engaging local personalities like Hal Jay & Brian Estridge.

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WBAP NEWS-TALK

Richardson Irving Dallas

Highlights

Status Photo / Video Offer, Event +

What have you been up to?

WBAP 820AM

WBAP shared a link.  
3 seconds ago · 17

**WBAP**  
NEWS-TALK 820AM

Dynamic Sales Representatives  
www.wbap.com

Would you like to call talk radio in Dallas? Are you a hunter? Do you like working with like-minded sales professionals and managers whose sole focus is finding and closing new customers? If so,

29 Friends  
Connected to WBAP

29 friends like this

3 friends were here

Invite Your Friends to Like This Page

Type a friend's name

Julie Kyna Grogan-Julie Mac

Invite

See All

Like Comment Share

**KLIF(AM), KTCK(AM), KTCK(FM), KPLX(FM), KLIF(FM),  
WBAP(AM), KSCS(FM) and employees at KESN(FM)**

**VACANCY DATA FORM**

<b>Full-Time Job Title:</b> Promotions Director	<b>Date Filled:</b> 01.15.2014
<b>Recruitment Source ("RS") Referring Hiree:</b> Indeed Website	<b>Total Number of Interviewees:</b> 6

<b>RS#</b>	<b>RS Information</b>	<b>Source Entitled to Vacancy Notification?</b>	<b>Number of Interviewees Referred by RS for the Full-Time Vacancy</b>
1.	<b>Cumulus Business Managers</b> BM@cumulus.com	No	0
2.	<b>Station Website Postings</b> (one or more SEU stations)	No	0
3.	<b>On-Air Announcements</b> (one or more SEU stations)	No	0
4.	<b>Word-of-Mouth Referral</b>	No	1
5.	<b>Walk-in/Self-Referral</b>	No	0
7.	<b>Internal Posting</b>	No	0
9.	<b>Ohio Center For Broadcasting</b> 5330 East Main Street, Suite 200 Columbus, OH 43212 614-245-0555 Gary James Placement.columbus@beonair.com	No	0
11.	<b>Greater Asian Chamber of Commerce</b> 11171 Harry Hines Boulevard, #115 Dallas, TX 75229 972-241-8250 Kim Hoyoung (hoyoung@gdaacc.com)	No	0
12.	<b>Dallas Black Chamber of Commerce</b> 2838 MLK Boulevard Dallas, TX 75215 214-421-5200 Carmen Humble (chum@dbcc.org)	No	0
13.	<b>Dallas Hispanic Chamber of Commerce</b> 4622 Maple Avenue, #207 Dallas, TX 75219 214-521-6007 Paula Rosas (prosas@gdhcc.com)	No	0

RS#	RS Information	Source Entitled to Vacancy Notification?	Number of Interviewees Referred by RS for the Full-Time Vacancy
14.	<b>Texas Christian University/tcu.edu</b> PO Box 297300 Ft. Worth, TX 76129 817-257-5572 Mary Beth Grayson- m.b.grayson@tcu.edu Bethany Kilgore- b.kilgore@tcu.edu Ashley Grubbs- ashley.s.grubbs@tcu.edu Jessica Cates- j.cates@tcu.edu	No	0
15.	<b>Southern Methodist University/smu.edu</b> Hegi Family Career Development Center PO Box 750256 Dallas, TX 75275-0256 214-768-2266 214-768-4292 (fax) recruit@smu.edu Alicia Love - atlove@smu.edu	No	0
16.	<b>University of Dallas/udallas.edu</b> 1845 E. Northgate Drive, Carpenter Hall, Room 141 Irving, TX 75062-4736 972-721-5131 972-721-5044 (fax) Harriet H. Cousins career@udallas.edu	No	0
17.	<b>Devry University</b> 4800 Regent Boulevard Irving, TX 75063-2439 972-929-6777 Joan Long- jlong@devry.edu Sandra Lohr- slohr@devry.edu	No	0

RS#	RS Information	Source Entitled to Vacancy Notification?	Number of Interviewees Referred by RS for the Full-Time Vacancy
18.	<b>Dallas County Community College District</b> Notification includes all colleges listed below: DCCCD Dept Email – bhjobs@dcccd.edu El Centro College – elcentrocollege.edu Eastfield College – eastfieldcollege.edu Northlake College - northlakecollege.edu Mountain View College – mountainviewcollege.edu Brookhaven College – brookhavencollege.edu Richland College – richlandcollege.edu Cedar Valley College – cedarvalleycollege.edu Adam Clawson – adamc@dcccd.edu Crystal Larthridge – clarthridge@edu Francienne Aynard – fmaynard@dcccd.edu Juanita Hancock-Dickey – jhancock-dickey@dcccd.edu Mike Alford – malford@dcccd.edu Mike Henderson – mhenderson@dcccd.edu Patsy Caropresi – pcaropresi@dcccd.edu Warren Osby – wosby@dcccd.edu	No	0
19.	<b>Greater Austin Chamber of Commerce</b> 5407 North IH 35, Suite 304 Austin, TX 78723 512-459-1181 www.austinbcc.org admin@austinbcc.org	No	0
21.	<b>All Access Website</b> www.allaccess.com	No	1
23.	<b>University of Texas at Dallas/utdallas.edu</b> UTD Career Center PO Box 830688, MC-16 Richardson, TX 75083-0688 972-883-29443 972-883-2431 (fax) Nakoya Moss recruit@utdallas.edu	No	0

RS#	RS Information	Source Entitled to Vacancy Notification?	Number of Interviewees Referred by RS for the Full-Time Vacancy
24.	<b>University of Texas at Arlington/uta.edu</b> PO Box 19156 Arlington, TX 76019-0156 817-272-2932 817-272-5792 (fax) Barbara Peet, Director of Career Services careers@uta.edu Nicole Caron – caron@uta.edu Nikki Dickens – nikki@uta.edu	No	0
26.	<b>The Art Institute of Dallas</b> Two Northpark East 8080 Park Lane, Suite 100 Dallas, TX 75231 469-587-1213 Nicole Rincon – nrincon@aai.edu	No	0
27.	<b>Texas Women's University</b> 304 Administration Drive PO Box 425589 Denton, TX 76204 940-TWU-2000 Sherri Williams - careers@twu.edu	No	0
28.	<b>University of North Texas</b> 1155 Union Circle #311277 Denton, TX 76203-5017 940-565-2000 Dan Naegeli- naegeli@unt.edu	No	0
29.	<b>Austin College</b> 900 N. Grand Avenue Sherman, TX 75090-4400 903-813-2000 Lance Ott - career@austincollege.edu	No	0
30.	<b>Dallas Baptist University</b> 3000 Mountain Creek Pkwy Dallas, TX 75211 214-333-5360 Marion Hill - Marion@dbu.edu	No	0

RS#	RS Information	Source Entitled to Vacancy Notification?	Number of Interviewees Referred by RS for the Full-Time Vacancy
31.	<b>Tarrant County College</b> 817-515-8223 Northeast Campus (necareerservices@tccd.edu) 828 West Harwood Rd., Hurst, TX 76054-3299 Northwest Campus (nw.ccarerrservices@tccd.edu) 1500 Houston St, Ft. Worth, TX 76102 South Campus (monica.bettle@tccd.edu) 5301 Campus Drive, Ft. Worth, TX 76119 Southeast Campus (secareerservices@tccd.edu) Tracy Williams tracy.williams@tccd.edu Gina Maloy - gina.maloy@tccd.edu 2100 Southeast Pkwy, Arlington, TX 76018	No	0
33.	<b>Greater Dallas Indo-American Chamber of Commerce</b> 5930 LBJ Freeway, Suite 350 Dallas, TX 75240 214-346-9559 gdiacc@gdiacc.org	No	0
34.	<b>Texas Association of Broadcasters (TAB)</b> 502 E. 11 <sup>th</sup> Street, Suite 200 Austin, TX 78701 512-322-9944 Craig Bean (craig@tab.org)	No	1
36.	<b>Northwood University</b> 1114 W FM 1382 Cedar Hill, TX 75104-1204 Celeste Lindell - Lindell@northwood.edu	No	0
38.	<b>Dallas Urban League (ulgdnctx.com)</b> 4315 S. Lancaster Road Dallas, TX 75216 214-915-4600 phone 214-915-4601 fax Tonya Berry – tberry@ulgdnctx.com Katrina King – kking@ulgdnctx.com	No	0
40.	<b>American Broadcasting School</b> 712 N Watson Rd, Ste. 200 Arlington, TX 76011 817-695-2474 michelle@radioschool.com	No	0

RS#	RS Information	Source Entitled to Vacancy Notification?	Number of Interviewees Referred by RS for the Full-Time Vacancy
42.	<b>Indeed Website</b> www.indeed.com	No	3
44.	<b>The Campus Special, LLC</b> 3575 Koger Blvd, Suite 150 Duluth, GA 30096 770-807-7474 770-206-2289 (fax) www.Campusspecial.com Allyson@campusspecial.com	No	0
45.	<b>Everest College</b> 300 Six Flags Dr., Suite 100 Arlington, TX 76011 817-652-7790 ext. 192 817-649-6033 (fax) www.everest.edu Kristin Suitors- ksuitors@cci.edu	No	0
47.	<b>Linked In Website</b> www.linkedin.com	No	0
<b>Total Interviewees</b>			6

## Sales Order

Advertiser **KSCS - HOUSE (D)**

Agency

Bill To **KSCS - HOUSE (D)**

West Victory Plaza

3090 Olive Street, Ste 400

Dallas, TX 75219

Account

Executive **Dallas KSCS House**

Contract #

Estimate #

Description **TICKET/193 PROMO DIR AD**Stratus # **405369**Special  
Instructions

Contact

New / Revision **New**Start Date **12/10/13**End Date **12/29/13**Month Type **Broadcast**Billing Cycle **End of Flight**Co-op **No**

Co-op Product

Notarized **N**# of Invoices **1**Make Goods **Ask AE**Income Type **Promo / PSA**Local Income Type **Promo/PSA**Competitive Code **Various / Other** Adv#285286Order Entered **12/09/13**

## Schedule

#	Sponsor Log Name Revenue Types	Length Rate Line#	Start Date End Date	Start time End time	Auto Weekly	#/Wk	M	T	W	T	F	S	S	Total
1		60	12/10/13	6:00AM										0.00
	TICKET/193 PROMO DIR AD	0.00	12/29/13	11:59PM	Y	30	X	X	X	X	X			90 Spots
	Promo / PSA / Promo/PSA	2771221	All Weeks											REVISED

Dec 13 = 0.00	Jan 14 = 0.00	Feb 14 = 0.00	Mar 14 = 0.00	Apr 14 = 0.00	May 14 = 0.00
Jun 14 = 0.00	Jul 14 = 0.00	Aug 14 = 0.00	Sep 14 = 0.00	Oct 14 = 0.00	Nov 14 = 0.00

Total Contract Value: 0.00 Total Due: 0.00 90 Spots

Client Acceptance: \_\_\_\_\_

Date: \_\_\_\_\_

Account Executive: 12/9/2013 11:22:15 AM by Michelle McNeely

Sales / Market Manager: 12/9/2013 11:25:32 AM by Tony King

Business Manager:

Traffic Manager:

V5.2

ALL ORDERS SUBJECT TO THE STANDARD TERMS AND CONDITIONS ATTACHED HERETO



## Sales Order

Advertiser **KPLX - HOUSE (D)**

Agency

Bill To **KPLX - HOUSE (D)****3500 MAPLE STE 1600****DALLAS, TX 75219**

Account

Executive **Dallas KPLX House**

Contract #

Estimate #

Description **TICKET/i93 PROMO DIR AD**Stratus # **405370**Special  
Instructions

Contact

New / Revision **New**Start Date **12/10/13**End Date **12/29/13**Month Type **Broadcast**Billing Cycle **End of Flight**Co-op **No**

Co-op Product

Notarized **N**# of Invoices **1**Make Goods **Ask AE**Income Type **Promo / PSA**Local Income Type **Promo/PSA**Competitive Code **Various / Other** Adv#260566Order Entered **12/09/13**

## Schedule

#	Sponsor Log Name Revenue Types	Length Rate Line#	Start Date End Date	Start time End time	Auto Weekly	#/Wk	M	T	W	T	F	S	S	Total
1		60	12/10/13	8:00AM										0.00
	TICKET/i93 PROMO DIR AD	0.00	12/29/13	11:59PM	Y	30	X	X	X	X	X			90 Spots
	Promo / PSA / Promo/PSA	2771222	All Weeks											REVISED

Dec 13 = 0.00	Jan 14 = 0.00	Feb 14 = 0.00	Mar 14 = 0.00	Apr 14 = 0.00	May 14 = 0.00
Jun 14 = 0.00	Jul 14 = 0.00	Aug 14 = 0.00	Sep 14 = 0.00	Oct 14 = 0.00	Nov 14 = 0.00

**Total Contract Value: 0.00    Total Due: 0.00    90 Spots**

**Client Acceptance:** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Account Executive:** 12/9/2013 11:23:04 AM by Michelle McNeely

**Sales / Market Manager:**

**Business Manager:**

**Traffic Manager:**

V 5.2

**ALL ORDERS SUBJECT TO THE STANDARD TERMS AND CONDITIONS ATTACHED HERETO**

## Sales Order

Advertiser **WBAP - HOUSE (D)**

Agency

Bill To **WBAP - HOUSE (D)**

West Victory Plaza

3090 Olive Street, Ste 400

Dallas, TX 75219

Account

Executive **Dallas WBAP House**

Contract #

Estimate #

Description **TICKET/I93 PROMO DIR AD**Stratus # **405367**Special  
Instructions

Contact

New / Revision **New**Start Date **12/10/13**End Date **12/29/13**Month Type **Broadcast**Billing Cycle **End of Flight**Co-op **No**

Co-op Product

Notarized **N**# of Invoices **1**Make Goods **Ask AE**Income Type **Promo / PSA**Local Income Type **Promo/PSA**Competitive Code **Various / Other** Adv#285285Order Entered **12/09/13**

## Schedule

#	Sponsor Log Name Revenue Types	Length Rate Line#	Start Date End Date	Start time End time	Auto Weekly	#/Wk	M	T	W	T	F	S	S	Total
1	TICKET/I93 PROMO DIR AD	60	12/10/13	6:00AM										0.00
	Promo / PSA / Promo/PSA	0.00	12/29/13	11:59PM	Y	30	X	X	X	X	X			90 Spots
		2771219	All Weeks											REVISED

Dec 13 = 0.00	Jan 14 = 0.00	Feb 14 = 0.00	Mar 14 = 0.00	Apr 14 = 0.00	May 14 = 0.00
Jun 14 = 0.00	Jul 14 = 0.00	Aug 14 = 0.00	Sep 14 = 0.00	Oct 14 = 0.00	Nov 14 = 0.00

**Total Contract Value: 0.00    Total Due: 0.00    90 Spots**

Client Acceptance: \_\_\_\_\_ Date: \_\_\_\_\_

Account Executive: **12/9/2013 11:20:43 AM by Michelle McNeely**

Sales / Market Manager:

Business Manager:

Traffic Manager:

V 5.2

**ALL ORDERS SUBJECT TO THE STANDARD TERMS AND CONDITIONS ATTACHED HERETO**

## Sales Order

Advertiser **KLIF FM - HOUSE (D)**

Agency

Bill To **KLIF FM - HOUSE (D)**New / Revision **New**Start Date **12/10/13**End Date **12/29/13**Month Type **Broadcast**Billing Cycle **End of Flight**Co-op **No**

Co-op Product

Notarized **N**# of Invoices **1**Make Goods **Ask AE**Income Type **Promo / PSA**Local Income Type **Promo/PSA**Competitive Code **Various / Other** Advt#286543

Account

Executive **Dallas KLIF-FM House**

Contract #

Estimate #

Description **TICKET/193 PROMO DIR AD**Stratus # **405372**Special  
Instructions

Contact

Order Entered **12/09/13**

## Schedule

#	Sponsor Log Name Revenue Types	Length Rate Line#	Start Date End Date	Start time End time	Auto Weekly	#/Wk	M	T	W	T	F	S	S	Total
1		60	12/10/13	6:00AM										0.00
	TICKET/193 PROMO DIR AD	0.00	12/29/13	11:59PM	Y	30	X	X	X	X	X			90 Spots
	Promo / PSA / Promo/PSA	2771224	All Weeks											REVISED

Dec 13 = 0.00	Jan 14 = 0.00	Feb 14 = 0.00	Mar 14 = 0.00	Apr 14 = 0.00	May 14 = 0.00
Jun 14 = 0.00	Jul 14 = 0.00	Aug 14 = 0.00	Sep 14 = 0.00	Oct 14 = 0.00	Nov 14 = 0.00

**Total Contract Value: 0.00    Total Due: 0.00    90 Spots**

**Client Acceptance:** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Account Executive:** 12/9/2013 11:25:02 AM by Michelle McNeely

**Sales / Market Manager:**

**Business Manager:**

**Traffic Manager:**

V5.2

**ALL ORDERS SUBJECT TO THE STANDARD TERMS AND CONDITIONS ATTACHED HERETO**

## Sales Order

Advertiser **KLIF-AM - HOUSE (D)**

Agency

Bill To **KLIF-AM - HOUSE (D)**  
**3500 MAPLE AVE****DALLAS, TX 75219**

Account

Executive **Dallas KLIF-AM House**

Contract #

Estimate #

Description **TICKET/i93 PROMO DIR AD**Stratus # **405366**Special  
Instructions

Contact

New / Revision **New**Start Date **12/10/13**End Date **12/29/13**Month Type **Broadcast**Billing Cycle **End of Flight**Co-op **No**

Co-op Product

Notarized **N**# of Invoices **1**Make Goods **Ask AE**Income Type **Promo / PSA**Local Income Type **Promo/PSA**Competitive Code **Various / Other** Advt#**279173**Order Entered **12/09/13**

## Schedule

#	Sponsor Log Name Revenue Types	Length Rate Line#	Start Date End Date	Start time End time	Auto Weekly	#/Wk	M	T	W	T	F	S	S	Total
1	TICKET/i93 PROMO DIR AD	60	12/10/13	6:00AM										0.00
	Promo / PSA / Promo/PSA	0.00	12/29/13	11:59PM	Y	30	X	X	X	X	X			90 Spots
		2771218	All Weeks											REVISED

Dec 13 = 0.00	Jan 14 = 0.00	Feb 14 = 0.00	Mar 14 = 0.00	Apr 14 = 0.00	May 14 = 0.00
Jun 14 = 0.00	Jul 14 = 0.00	Aug 14 = 0.00	Sep 14 = 0.00	Oct 14 = 0.00	Nov 14 = 0.00

**Total Contract Value: 0.00    Total Due: 0.00    90 Spots**

Client Acceptance: \_\_\_\_\_ Date: \_\_\_\_\_

Account Executive: **12/9/2013 11:19:44 AM by Michelle McNeely**

Sales / Market Manager:

Business Manager:

Traffic Manager:

V 5.2

**ALL ORDERS SUBJECT TO THE STANDARD TERMS AND CONDITIONS ATTACHED HERETO**

## Sales Order

Advertiser **KTCK - HOUSE (D)**

Agency

Bill To **KTCK - HOUSE (D)****3500 MAPLE AVE STE 1310****DALLAS, TX 75219**

Account

Executive **Dallas KTCK House**

Contract #

Estimate #

Description **TICKET/I93 PROMO DIR AD**Stratus # **405368**Special  
Instructions

Contact

New / Revision **New**Start Date **12/10/13**End Date **12/29/13**Month Type **Broadcast**Billing Cycle **End of Flight**Co-op **No**

Co-op Product

Notarized **N**# of Invoices **1**Make Goods **Ask AE**Income Type **Promo / PSA**Local Income Type **Promo/PSA**Competitive Code **Various / Other** Advt#**279169**Order Entered **12/09/13**

## Schedule

#	Sponsor Log Name Revenue Types	Length Rate Line#	Start Date End Date	Start time End time	Auto Weekly	#/ Wk	M	T	W	T	F	S	S	Total
1	TICKET/I93 PROMO DIR AD	60	12/10/13	6:00AM										0.00
	Promo / PSA / Promo/PSA	0.00	12/29/13	11:59PM	Y	30	X	X	X	X	X			90 Spots
		2771220	All Weeks											REVISED

Dec 13 = 0.00	Jan 14 = 0.00	Feb 14 = 0.00	Mar 14 = 0.00	Apr 14 = 0.00	May 14 = 0.00
Jun 14 = 0.00	Jul 14 = 0.00	Aug 14 = 0.00	Sep 14 = 0.00	Oct 14 = 0.00	Nov 14 = 0.00

**Total Contract Value: 0.00    Total Due: 0.00    90 Spots**

Client Acceptance: \_\_\_\_\_ Date: \_\_\_\_\_

Account Executive: **12/9/2013 11:21:29 AM by Michelle McNeely**

Sales / Market Manager:

Business Manager:

Traffic Manager:

V 5.2

**ALL ORDERS SUBJECT TO THE STANDARD TERMS AND CONDITIONS ATTACHED HERETO**

## FOR INTERNAL BUSINESS RECORDS ONLY

**KLIF(AM), KTCK(AM), KTCK(FM), KPLX(FM), KLIF(FM),  
WBAP(AM), KSCS(FM) and employees at KESN(FM)**

## VACANCY DATA FORM

<b>Full-Time Job Title:</b> Talk Show Host	<b>Date Filled:</b> 02.17.2014
<b>Recruitment Source ("RS") Referring Hiree:</b> Word-of-Mouth Referral	<b>Total Number of Interviewees:</b> 4

RS#	RS Information*	Source Entitled to Vacancy Notification?	Number of Interviewees Referred by RS for the Full-Time Vacancy
4.	Word-of-Mouth Referral	No	1
5.	Walk-in/Self-Referral	No	1
21.	All Access Website www.allaccess.com	No	1
42.	Indeed Website www.indeed.com	No	1
<b>Total Interviewees</b>			<b>4</b>

\*Exigent Circumstances

## MEMORANDUM

**TO:** Station Internal Files

**RE:** Circumstances concerning Talk Show Host hire

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To fill the position of Talk Show Host on February 17, 2014, this station employment unit ("SEU") did not widely disseminate the vacancy notice because it needed to quietly and confidentially replace its current talk show host. A former local newscaster had been creating and placing advertisements on one of our stations, which demonstrated his unique talents and also capitalized on his local celebrity status. As a result, we took advantage of this unique opportunity to have him join our SEU as a talk show host.