

Sales Order

Advertiser **Tennessee Jobs Now (National)**

Agency **Crossroads Media (National)**

Bill To **Crossroads Media (National)**
66 Canal Center Plaza
Suite 555
Alexandria, VA 22314

Account

Executive **Philly Katz**

Contract # **31607562**

Estimate # **3980**

Description **Tennessee Jobs Now**

Stratus # **38506**

Special
Instructions

Contact

New / Revision **New**

Start Date **02/28/18**

End Date **03/06/18**

Month Type **Broadcast**

Billing Cycle **End of Flight**

Agency Comm. **15.000**

Co-op **No**

Co-op Product

Notarized **N**

of Invoices **1**

Make Goods **Ask AE**

Income Type **Political: National Agency Issue/Non "Use" - 42200**

Local Income Type **Political National**

Competitive Code **Political Advt#4096 Agcy#4095**

Order Entered **02/26/18**

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	Tennessee Jobs Now (National)	60 240.00	02/28/18 03/02/18	6:00AM 10:00AM	N				1	1	1			720.00 3 Spots
	Political: National Agency Issue/Non "Use" - 42200 / Political National	504059	All Weeks											
2	Tennessee Jobs Now (National)	60 240.00	03/05/18 03/06/18	6:00AM 10:00AM	N		1	1						480.00 2 Spots
	Political: National Agency Issue/Non "Use" - 42200 / Political National	504060	All Weeks											
3	Tennessee Jobs Now (National)	60 200.00	02/28/18 03/02/18	10:00AM 3:00PM	N				1	1	1			600.00 3 Spots
	Political: National Agency Issue/Non "Use" - 42200 / Political National	504061	All Weeks											
4	Tennessee Jobs Now (National)	60 200.00	03/05/18 03/06/18	10:00AM 3:00PM	N		1	1						400.00 2 Spots
	Political: National Agency Issue/Non "Use" - 42200 / Political National	504062	All Weeks											
5	Tennessee Jobs Now (National)	60 220.00	02/28/18 03/02/18	3:00PM 7:00PM	N				1	1	1			660.00 3 Spots
	Political: National Agency Issue/Non "Use" - 42200 / Political National	504063	All Weeks											
6	Tennessee Jobs Now (National)	60 220.00	03/05/18 03/06/18	3:00PM 7:00PM	N		1	1						440.00 2 Spots
	Political: National Agency Issue/Non "Use" - 42200 / Political National	504064	All Weeks											
7	Tennessee Jobs Now (National)	60 60.00	03/03/18 03/03/18	6:00AM 10:00AM	N							1		60.00 1 Spots
	Political: National Agency Issue/Non "Use" - 42200 / Political National	504065	All Weeks											
8		60	03/03/18	10:00AM										160.00

#	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
	Tennessee Jobs Now (National)	160.00	03/03/18	3:00PM	N							1		1 Spots
	Political: National Agency Issue/Non "Use" - 42200 / Political National	504068	All Weeks											
9	Tennessee Jobs Now (National)	60	03/03/18	3:00PM										110.00
	Tennessee Jobs Now (National)	110.00	03/03/18	7:00PM	N							1		1 Spots
	Political: National Agency Issue/Non "Use" - 42200 / Political National	504069	All Weeks											
10	Tennessee Jobs Now (National)	60	03/04/18	6:00AM										90.00
	Tennessee Jobs Now (National)	45.00	03/04/18	10:00AM	N								2	2 Spots
	Political: National Agency Issue/Non "Use" - 42200 / Political National	504070	All Weeks											
11	Tennessee Jobs Now (National)	60	03/04/18	10:00AM										65.00
	Tennessee Jobs Now (National)	65.00	03/04/18	3:00PM	N							1		1 Spots
	Political: National Agency Issue/Non "Use" - 42200 / Political National	504071	All Weeks											
12	Tennessee Jobs Now (National)	60	03/04/18	3:00PM										55.00
	Tennessee Jobs Now (National)	55.00	03/04/18	7:00PM	N							1		1 Spots
	Political: National Agency Issue/Non "Use" - 42200 / Political National	504072	All Weeks											

Mar 18 = 3840.00 / 3264.00 Apr 18 = 0.00 / 0.00 May 18 = 0.00 / 0.00 Jun 18 = 0.00 / 0.00 Jul 18 = 0.00 / 0.00 Aug 18 = 0.00 / 0.00
 Sep 18 = 0.00 / 0.00 Oct 18 = 0.00 / 0.00 Nov 18 = 0.00 / 0.00 Dec 18 = 0.00 / 0.00 Jan 19 = 0.00 / 0.00 Feb 19 = 0.00 / 0.00

Gross: 3840.00 Net: 3264.00 Total Due: 3264.00 22 Spots

<p>Client Acceptance: _____ Date: _____</p> <p>Account Executive: 2/26/2018 2:01:35 PM by MELISSA ROTTON</p> <p>Sales / Market Manager: 2/26/2018 2:32:48 PM by LINDA WALKER</p> <p>Business Manager: 2/26/2018 2:35:14 PM by TERI KING</p> <p>Traffic Manager: 2/26/2018 2:38:58 PM by JAN OLIVER</p> <p>ALL ORDERS SUBJECT TO THE STANDARD TERMS AND CONDITIONS ATTACHED HERETO</p>	V 5.3
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STANDARD TERMS AND CONDITIONS

1. PARTIES

For purposes of this agreement:

- (a) "Station" shall refer to radio stations owned and operated by Cumulus Broadcasting LLC and/or Cumulus Media Partners LLC, the licensee(s), which will broadcast the announcements or programs as provided for hereunder.
- (b) "Advertiser" shall mean the person, firm, or corporation whose goods, services, or the like are the subject(s) of the radio time contracted for herein.
- (c) "Agency" shall mean the advertising agency, if any, that authorized the purchase of radio time from the Station.
- (d) "Advertiser/Agency" shall mean "Advertiser" if an agency is not involved with this agreement, and shall mean "Advertiser and/or Agency" if an agency is involved with this agreement.

2. AGENCY AS AGENT FOR ADVERTISER

Agency acknowledges and represents that it is acting as an agent for and on behalf of Advertiser. Agency further acknowledges and represents that it has actual authority to enter into this agreement for and on behalf of Advertiser. If an agency is involved with this agreement, Agency and Advertiser shall be jointly and severally liable for all payments to be made to Station under this agreement.

3. PAYMENT AND BILLING

- (a) Station will invoice Advertiser/Agency not less than monthly.
- (b) Station's invoices for broadcasts, announcements, or other services provided under this agreement shall be deemed correct unless proven otherwise, and shall be, in the case of broadcasts or announcements, based on Station's log.
- (c) Upon Advertiser's/Agency's request, Station shall furnish an affidavit or certification of performance at the time of billing. Unless the request is received prior to billing, the request for an affidavit or certification of performance shall not act as a condition precedent to any payment or the time of any payment called for under this agreement.
- (d) Payment by Advertiser/Agency is due on receipt of invoice and is considered past due at 30 days. Payments not made within 30 days shall bear interest at the rate of 1½ percent per month or the maximum amount permitted by law, if less than 1½ percent per month. If Advertiser/Agency fails to make payments as provided for herein, or if Advertiser/Agency fails to comply with any other provision of this agreement, notwithstanding any other contract provision, Station shall have the right, in addition to any other rights it may have, without notice, to cancel or suspend any broadcasting or to cancel this agreement. Station reserves the right to revoke any agency commission, in whole or in part, in the event that payments are not made as provided for herein.

4. TERMINATION

Either party may terminate this agreement by giving the other party 14 days prior written notice. If Advertiser/Agency so terminates this agreement, it shall pay Station at the rate on which this agreement is based up to the effective date of termination. If Station so terminates this agreement, Advertiser/Agency will either agree with Station on a satisfactory substitute day or time for continuance of the broadcast or announcements covered by this agreement at the rates on which this agreement is based for such substitute time, or if no such agreement can be reached, Advertiser/Agency will pay Station according to the rates specified herein for all broadcasts or announcements previously rendered by Station. Station may terminate this agreement at any time upon breach by Advertiser/Agency. In the event of termination hereunder, neither party shall be liable to the other party otherwise than as specified in this agreement.

5. SUBSTITUTION OF PROGRAMS OF PUBLIC IMPORTANCE OR IN THE PUBLIC INTEREST

- (a) Station shall have the right to cancel any broadcast or announcement or any portion thereof covered by this agreement in order to broadcast any program that Station, in its absolute discretion, deems to be of public importance or in the public interest. In such case, Station will notify Advertiser/Agency in advance, if reasonably possible, but if not, within a reasonable time after such broadcast or announcement has been canceled.
- (b) In the event that any broadcast or announcement is canceled under paragraph 5(a) above, Advertiser/Agency and Station will agree on a satisfactory substitute day and time for the broadcast or announcement, or if no such agreement can be reached within 7 days after notice of cancellation, the broadcast or announcement will be considered canceled without affecting the rates or rights provided under this agreement, except that Advertiser/Agency shall not be required to pay for the cancelled broadcast or announcement.

6. FAILURE TO BROADCAST

If, due to public emergency or necessity, restrictions imposed by law, acts of God, labor disputes, or for any other cause, including mechanical, electronic or technical breakdowns beyond Station's control, there is an interruption or omission of any program or commercial announcement contracted to be broadcast hereunder, Station shall not be in breach hereof, but upon agreement with Advertiser/Agency, Station shall substitute a reasonable equivalent date and time for the broadcast of the interrupted or omitted program or commercial announcement. If no such substitute time is available or agreed upon between the parties, the time charges allocable to the interrupted or omitted program or commercial announcement will be waived.

7. RATE PROTECTION

Station reserves the right at any time, upon 30-days written notice, to change the rates, discounts, or charges hereunder.

8. COMMERCIAL MATERIALS; INDEMNIFICATION

- (a) This agreement is not exclusive as to Advertiser's business, products, or services and Station remains free to solicit and broadcast programs or announcements of other advertisers whether or not they are in competition with Advertiser's business, products, or services. All commercial materials, audio or video tapes, programs, or other similar materials shall be furnished and delivered to Station at Advertiser's/Agency's sole expense. Such materials, together with any instructions pertaining thereto, shall be delivered at least 48 hours in advance of the scheduled broadcast or announcement. All materials furnished for broadcast shall not be contrary to the public interest and shall conform to Station's then-existing program and operating policy and quality standards, and are subject to Station's prior approval and continuing right to reject or require editing of such materials. No advertising matter, announcement, or program that may be deemed, in the Station's sole discretion, injurious or prejudicial to the public's interest the Station, or honest advertising and reputable business in general will be accepted. Station may destroy or dispose of any commercial material 60 days after the last broadcast hereunder, unless otherwise instructed in writing by Advertiser/Agency.
- (b) Notwithstanding Station's approval rights in paragraph 8(a), Advertiser/ Agency shall indemnify and hold Station, its agents, employees, and officers harmless from and against all claims, damages, obligations, liabilities, costs and expenses, including attorneys' fees, that arise out of or result from any broadcast, preparation of any broadcast, or contemplated broadcast of materials furnished by or on behalf of Advertiser/Agency, or furnished by Station at Advertiser's/ Agency's request for use in connection with commercial material, including but not limited to those arising out of or that result from libel, slander, invasion of privacy rights, or infringement of any proprietary rights. Advertiser/Agency warrants that all materials furnished to Station truly represent Advertiser's business, products, or services and will be free from false claims or assertions. This paragraph 8(b) shall survive cancellation or termination of this agreement.

9. DISPUTES

Any discrepancy, dispute, or disagreement by Advertiser/Agency with any broadcast, announcement, program, or other service provided by Station hereunder or related to the amount charged by Station for same shall be reported to Station in writing within 20 days from the date of the invoice relating to same, time being of the essence. Failure to report such discrepancy, dispute, or disagreement in writing within such time shall constitute a waiver of all claims by Advertiser/Agency arising out of or related to such discrepancy, dispute, or disagreement.

10. GENERAL

- (a) This agreement is subject to the terms of the licenses held by Station and is further subject to all federal, state, and municipal laws and regulations now in force or that may be enacted in the future, including but not limited to the Rules and Regulations of the Federal Communications Commission and its decisions, actions, and orders when acting under its quasi-legislative powers.
- (b) This agreement, including the rights and obligations under it, may not be assigned or transferred without first obtaining Station's written consent, nor may Station be required to broadcast hereunder for the benefit of any Advertiser/ Agency other than those named on the face of this agreement.
- (c) In the event of a breach by Station, Advertiser's/Agency's exclusive remedy therefore shall be a credit for substituted advertising time of equal value, and in no event shall Station be liable for any consequential, incidental, or punitive damages, or monetary damages of any type.
- (d) This agreement shall be construed under and according to the laws of the State in which the Station's main studio is located. All parties hereto agree that in any action brought to enforce the obligation or right of any party hereunder, each party consents to personal jurisdiction and venue in any court of appropriate jurisdiction in the county or parish where the Station's main studio is located.
- (e) If it becomes necessary for Station to place Advertiser's/Agency's account with an attorney or collection agency for the purpose of enforcing its rights hereunder, Advertiser/Agency shall be liable to Station for reasonable attorneys' fees, costs, and expenses.
- (f) All notices hereunder shall be in writing and delivered by hand or registered or certified mail and shall be deemed given when delivered in person or, if mailed, on the second business day after the date of the mailing. Any notice hereunder shall be sufficient if given to either Advertiser or Agency.
- (g) If any provision of this agreement shall be adjudged by a court to be void or unenforceable, such adjudication shall not affect the validity or enforceability of any other provision of this agreement.
- (h) The provisions hereof constitute the entire agreement between the parties and supersede any and all other transactions, negotiations, or representations whatsoever as to the broadcast or announcements, or the parties' rights and obligations hereunder, and shall not be modified except in writing.
- (i) This Station does not discriminate in the sale of advertising time, and will accept no advertising which is placed with an intent to discriminate on the basis of race, gender or ethnicity. Advertiser hereby certifies that it is not buying broadcasting air time under this advertising sales agreement for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race, gender, national origin or ancestry.

STANDARD TERMS AND CONDITIONS

5/3/2011

Feb 26, 18
 CONT# 31607562 Mod# Ver# 1 (Last =)
 REP WW1 National
 TO WIVK-FM (Knoxville, TN)
 FM LATONYA CHENAULT
 OFF PHILADELPHIA
 AGY CROSSROADS MEDIA
 ADDR 66 CANAL CENTER PLAZA, SUITE 555
 ALEXANDRIA, VA 22314

DDS CONT# 0
 C/P/E: / / 3980

SALESPERSON FAX#

PH # 703-299-1760

BYR PATTI HECK
 ADV TENNESSEE JOBS NOW
 PDT Tennessee Jobs Now
 FLT Feb 28, 18 - Mar 06, 18

* REP ORDER COMMENT *

** 2/26/2018 11:43:00 AM: ISSUE/POLITICAL: THIS IS A NEW ISSUE/POLITICAL ORDER. PLEASE NOTE THERE IS A 24-HOUR CANCELLATION POLICY ON ALL ISSUE/POLITICAL ORDERS. PLEASE CONFIRM IN THE SYSTEM. EMMA.RUSNAK@KATZMEDIA.COM 215-557-4230. THANK YOU!

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF Day	NPD	RATE	TOT SPTS
		<u>FLIGHT 1</u>							
	1.1	..W....	6A - 10A	60	02/28/2018 - 02/28/2018	1D	1	\$240.00	1
	1.2	..W....	10A - 3P	60	02/28/2018 - 02/28/2018	1D	1	\$200.00	1
	1.3	..W....	3P - 7P	60	02/28/2018 - 02/28/2018	1D	1	\$220.00	1
					** FLIGHT TOTALS **		3	\$660.00	
		<u>FLIGHT 2</u>							
	2.1	...T...	6A - 10A	60	03/01/2018 - 03/01/2018	1D	1	\$240.00	1
	2.2	...T...	10A - 3P	60	03/01/2018 - 03/01/2018	1D	1	\$200.00	1
	2.3	...T...	3P - 7P	60	03/01/2018 - 03/01/2018	1D	1	\$220.00	1
					** FLIGHT TOTALS **		3	\$660.00	
		<u>FLIGHT 3</u>							
	3.1	....F..	6A - 10A	60	03/02/2018 - 03/02/2018	1D	1	\$240.00	1
	3.2	....F..	10A - 3P	60	03/02/2018 - 03/02/2018	1D	1	\$200.00	1
	3.3	....F..	3P - 7P	60	03/02/2018 - 03/02/2018	1D	1	\$220.00	1
					** FLIGHT TOTALS **		3	\$660.00	
		<u>FLIGHT 4</u>							
	4.1	.....S.	6A - 10A	60	03/03/2018 - 03/03/2018	1D	1	\$60.00	1
	4.2	.....S.	10A - 3P	60	03/03/2018 - 03/03/2018	1D	1	\$160.00	1
	4.3	.....S.	3P - 7P	60	03/03/2018 - 03/03/2018	1D	1	\$110.00	1
					** FLIGHT TOTALS **		3	\$330.00	

Feb 26, 18

CONT# 31607562 Mod# Ver# 1 (Last =)
 REP WW1 National

DDS CONT# 0
 C/P/E: / / 3980

FLIGHT 5									
5.1	.....S	6A - 10A	60	03/04/2018 - 03/04/2018	1D	2	\$45.00	2	
5.2	.....S	10A - 3P	60	03/04/2018 - 03/04/2018	1D	1	\$65.00	1	
5.3	.....S	3P - 7P	60	03/04/2018 - 03/04/2018	1D	1	\$55.00	1	
** FLIGHT TOTALS **						4	\$210.00		
FLIGHT 6									
6.1	M.....	6A - 10A	60	03/05/2018 - 03/05/2018	1D	1	\$240.00	1	
6.2	M.....	10A - 3P	60	03/05/2018 - 03/05/2018	1D	1	\$200.00	1	
6.3	M.....	3P - 7P	60	03/05/2018 - 03/05/2018	1D	1	\$220.00	1	
** FLIGHT TOTALS **						3	\$660.00		
FLIGHT 7									
7.1	.T.....	6A - 10A	60	03/06/2018 - 03/06/2018	1D	1	\$240.00	1	
7.2	.T.....	10A - 3P	60	03/06/2018 - 03/06/2018	1D	1	\$200.00	1	
7.3	.T.....	3P - 7P	60	03/06/2018 - 03/06/2018	1D	1	\$220.00	1	
** FLIGHT TOTALS **						3	\$660.00		

	Mar 18					
SPOTS	22					
CASH	3840.00					
TRADE	0.00					
NSL	0.00					
TOTAL	3840.00					

						TOTAL
SPOTS						22
CASH						3,840.00
TRADE						0.00
NSL						0.00
TOTAL						3,840.00

**** Competitive Comments ****

SVC: FA99 MSA CustRadio
 Demo Adults 35+

Nondiscrimination -Paragraphs 49 and 50 of the United States Federal Communications Commission's Report and Order No. 07-217 provides that broadcast stations' advertising contracts will not discriminate on the basis of race or ethnicity, and must contain nondiscrimination clauses. Consistent with this order, Katz Communications, Inc. (including any subsidiary or division of Katz) does not discriminate in any broadcast advertising contract on the basis of race or ethnicity and evaluates, negotiates and completes its broadcast advertising contracts without regard to race or ethnicity.

AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

Station and Location:	Date:
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I, **Crossroads Media**

do hereby request station time concerning the following issue:

Tennessee Jobs Now 6339 Charlotte Pike #621 Nashville, TN 37209 (832) 236-3994

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
5:00-6:00 PM (832) 236-3994					

This broadcast time will be used by: Tennessee Jobs Now

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT
"COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE."
FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.**

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?"
 Yes No

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

I represent that the payment for the above described broadcast time has been furnished by (name and address):

Tennessee Jobs Now
6339 Charlotte Pike #621
Nashville, TN 37209

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

Treasurer: Maria Wojciechowski

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)

TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS

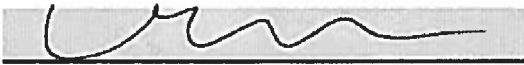
THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or tape, which will be delivered to the station at least _____ before the time of the scheduled broadcasts.

TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)

01/12/2018

Date



Signature

(703) 299-1760

Contact Phone Number

TO BE SIGNED BY STATION REPRESENTATIVE

Accepted

Accepted in Part

Rejected

Signature

Printed Name

Title

***Any handwritten information included on this form was not provided by the agency and was included without their knowledge or consent. ***

AGREED UPON SCHEDULE

For All Issue Advertisements That Communicate a Message Relating to Any Political Matter of National Importance

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks

Attach proposed schedule with charges (if available):

AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- (1) actual air time and charges for each spot;
- (2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- (3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

Note: Because the FCC requires that the political file contain the actual time the rate for spots "communicating a political matter of national importance" air, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that and rates for specific spots aired. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.