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April 26, 2018

Elizabeth E. Goldin
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VIA POSTING TO FCC ONLINE PUBLIC INSPECTION FILE

Lewis C. Pulley
Assistant Chief, Policy Division
Media Bureau
Federal Communications Commission

Re: **Response to Broadcast EEO Audit Letter
WBTT(FM), Naples Park, FL, Fac. ID No. 55756**

Dear Mr. Pulley:

On behalf of Clear Channel Broadcasting Licenses, Inc., as debtor in possession, licensee of WBTT(FM), Naples Park, FL and the commonly owned stations in the Fort Myers, FL station employment unit ("SEU"), the undersigned submits the SEU's response to your letter of February 26, 2018 concerning compliance with the Commission's Equal Employment Opportunity rules, 47 C.F.R. § 73.2080. Per your request, this submission consists of a sworn statement by Kevin Miskimins, Market President, with copies of documentation responsive to your inquiry.

Should any questions arise concerning this submission, kindly contact the undersigned.

Respectfully submitted,

A handwritten signature in black ink that reads "Elizabeth E. Goldin". The signature is fluid and cursive, with the first name being particularly prominent.

Elizabeth E. Goldin

Counsel to Clear Channel Broadcasting Licenses, Inc., as debtor in possession

DECLARATION OF KEVIN MISKIMINS, MARKET PRESIDENT

I, Kevin Miskimins, hereby declare as follows:

1. I am a Market President for Clear Channel Broadcasting Licenses Inc, as debtor in possession, the licensee of Station WBTT(FM), Naples Park, Florida (FID No. 55756), which is part of a station employment unit based in Fort Myers-Naples-Punta Gorda, Florida and which includes WCCF(AM), Punta Gorda, FL (FID No. 28897), WCVU(FM), Solana, FL (FID No. 71594), WKII(AM), Solana, FL (FID No. 35214), WOLZ(FM), Fort Myers, FL (FID No. 13898), WCKT(FM), Lehigh Acres, FL (FID No. 55755), WZJZ(FM), Port Charlotte, FL (FID No. 35213), WIKX(FM), Charlotte Harbor, FL (FID 28899), WBCG(FM), Murdock, FL (FID No. 82071) (the "SEU" or "Unit"). The stations in this SEU are commonly owned through subsidiaries ultimately owned and controlled by iHeartMedia, Inc., as debtor in possession (collectively, "iHeartMedia"). This Statement and relevant attachments are being submitted in response to the February 26, 2018 letter of Lewis C. Pulley, Assistant Chief of the Policy Division of the Commission's Media Bureau, concerning a random audit of the SEU's EEO compliance (the "EEO Audit Letter").

2. This SEU employs five or more full-time employees as the term is defined in the broadcast EEO rule of the Federal Communication Commission ("FCC" or the "Commission"), 47 C.F.R. § 73.2080(e)(1).

3. In response to Question 3(a) of the EEO Audit Letter, copies of the SEU's two most recent EEO Public File Reports, as described in 47 C.F.R. § 73.2080(c)(6), are appended at Attachment A.

The web addresses of the stations in this SEU are as follows: www.1055thebeat.com (WBTT-FM), www.catcountry1071.com (WCKT-FM), www.953olz.com (WOLZ-FM), www.y100.com (WZJZ-FM), www.989myfm.com (WBCG-FM), www.wccfam.com (WCCF-AM), www.wcvu.com (WCVU-FM), www.1070nbcsports.com (WKII-AM), www.kixcountry929.com (WIKX-FM). A copy of the current EEO Public File Report is included on or linked to each of these websites.

The date of each full-time hire listed in the SEU's two most recent EEO Public File Reports, as required by 47 C.F.R. § 73.2080(c)(5)(vi), is included in the internal business records appended at Attachment B.

4. In response to Question 3(b) of the EEO Audit Letter, the licensee acknowledges that it is required to retain records to document its outreach to the recruitment sources used to fill its full-time positions, including the recruitment reflected in the above EEO Public File Reports. However, pursuant to the EEO Audit Letter, only one such job notice per position is included at Attachment B in addition to announcements sent to those sources that have notified the SEU that they want to be alerted to job openings at the Unit, as described in § 73.2080(c)(1)(ii).

5. In response to Question 3(c) of the EEO Audit Letter, the internal business records appended at Attachment B also provide data concerning (a) the total number of interviewees for

each vacancy and (b) the referral source for each interviewee for each full-time vacancy filled during the period covered by the above EEO Public File Reports.

6. In response to Question 3(d) of the EEO Audit Letter, documentation concerning the Unit's performance of four points worth of recruitment initiative activity as described in § 73.2080(c)(2) during this time period is appended at Attachment C with participating personnel noted therein. This SEU employs a total of 41 full-time employees and at least one of our stations is located in a market with a population of more than 250,000. Accordingly, the SEU is required to perform at least four points worth of recruitment initiative activity during a two-year period measured from the date the stations in the SEU are required to file license renewal applications and the second, fourth or sixth anniversary of that date.

7. In response to Question 3(e) of the EEO Audit Letter, the licensee is aware of the following complaint filed against one or more stations in this SEU:

A complaint alleging sex discrimination and retaliation was filed against the licensee by John Degnan, a Program Director/Music Director and On-Air Personality, on March 8, 2013, at the U.S. Equal Employment Opportunity Commission. See Charge No. 510-2013-02246. The matter was settled by the parties on April 17, 2014. The EEOC issued an acknowledgement of settlement and case closure on June 12, 2014.

8. In response to Question 3(f) of the EEO Audit Letter, the licensee affirms that iHeartMedia deployed an EEO compliance plan, with the assistance of outside communications counsel, known as the Broadcast Diversity Recruitment Plan (the "Recruitment Plan" or "Plan") in conjunction with the effective date of the current EEO regulations. The Plan contains directives as to how iHeartMedia SEUs are to engage in broad recruitment for job vacancies and undertake recruitment initiatives, details the required recordkeeping requirements and provides a quarterly self-assessment program.

At the corporate level, iHeartMedia assists SEUs in understanding and following the Recruitment Plan, employing a team of corporate HR specialists that respond to SEU requests for FCC EEO compliance assistance and/or that call upon outside counsel for additional guidance when warranted. Furthermore, iHeartMedia has a team of internal public inspection file auditors that surveys FCC EEO performance of iHeartMedia SEUs as part of their routine review of overall public file compliance. Finally, in connection with the deployment of HR software throughout the company, iHeartMedia HR's department has conducted training sessions for its SEUs on its hiring policies and procedures, including compliance with the FCC's EEO broad outreach rules, and continues to provide access to training on FCC EEO matters to SEUs via its online HR portal.

At the local level, while this SEU has experienced recent staff turnover, it has used this opportunity to review with all hiring staff the FCC's EEO requirements. The SEU also has reviewed its traditional recruitment initiatives and has encouraged its staff to be on the look-out for new opportunities to engage with our community about jobs in broadcasting. The individual who is responsible for routine recruitment outreach is Rhonda Richey, Executive Assistant, under my supervision. This SEU's compliance efforts include identifying iHeartMedia's efforts

to afford equal employment opportunities to employees through statements disseminated in job applications and posted in conspicuous areas within the workplace.

9. In response to Question 3(g) of the EEO Audit Letter, the licensee affirms that the SEU understands that it must periodically analyze the effectiveness of its EEO recruitment program by reviewing the productivity of sources on its recruitment list and the outcome of its recruitment initiatives. The company's Recruitment Plan, through the quarterly self-assessment mechanism, provides SEUs with a regular opportunity to consult the corporate headquarters about these issues. To boost the effectiveness of outreach efforts on an ongoing basis, the SEU includes language on its station websites encouraging qualified community organizations to contact the SEU to request its job notices. Further, this SEU added some additional local outlets over the past reporting period to bolster our outreach efforts.

10. In response to Question 3(h) of the EEO Audit Letter, this SEU strives to comply with all federal, state and/or local laws regarding pay, benefits, seniority practices, promotions, and selection techniques and tests to ensure that the unit provides equal opportunity and does not discriminate against employees or applicants.

Dated: April 26, 2018

[SIGNATURE PAGE FOLLOWS]

**SIGNATURE PAGE TO
DECLARATION OF Kevin Miskimins, MARKET PRESIDENT**

As of the date set forth above, I hereby declare under penalty of perjury that the foregoing is true and correct to the best of my knowledge, information and belief.

A handwritten signature in black ink, appearing to read 'Kevin Miskimins', written over a horizontal line.

Kevin Miskimins

A

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

EEO PUBLIC FILE REPORT

October 1, 2015 - September 30, 2016¹

I. VACANCY LIST

See Section II, the "Master Recruitment Source List" ("MRSL") for recruitment source data

Job Title	Recruitment Sources ("RS") Used to Fill Vacancy	RS Referring Hiree
Outside Account Exec	1-4, 6-12, 14-21	15
Administrative Support	1-12, 14, 16-21	5
Outside Account Executive	1-4, 6-12, 14, 16-17, 19-21	14
Administrative Support	1-12, 17, 19-21	5
Production Manager	1-4, 6-21	14
Broadcast MIS Director	1-4, 6-21	14
Administrative Support	1-21	14

¹ This report was revised in April 2018 to address minor reporting issues.

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

EEO PUBLIC FILE REPORT

October 1, 2015 - September 30, 2016

II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
1	All Access Music 28955 Pacific Coast Highway Malibu, California Phone : 310-457-8058 Email : jdenver@allaccess.com Joel Denver	N	0
2	Bethune Cookman College Career Planning 640 Dr. Mary McLeod Bethune Rd Boytona Beach, Florida 32114 Phone : 386-481-2143 Url : www.bethune.cookman.edu Email : bonnerd@cookman.edu Fax : 1-386-481-2139 Davita Bonner	N	0
3	Career Source of SW Florida-Ft Myers 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239-931-8200x1220 Email : mcrawford@careersourcesouthwestflorida.com Martha Crawford	N	0
4	Career Source Southwest Florida Naples Jobs 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239.931.8200 x.1220 Email : bbarger@careersourcesouthwestflorida.com Beth Barger	N	0
5	Employee Referral	N	3
6	Florida A&M University Placement Office P.O. Box 14 Tallahassee, Florida 32073 Phone : 850-599-3496 Email : careercenter@famu.edu Melony Washington	N	0
7	Florida Association of Broadcasters Job Bank 201 S. Monroe Street Tallahassee, Florida 32301 Phone : 850-825-5322 Url : www.fab.org Email : intern@fab.org Lindsay Varn	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

EEO PUBLIC FILE REPORT

October 1, 2015 - September 30, 2016

II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
8	Florida Gulf Coast University Career Development Services 10501 FGCU Blvd Ft. Myers, Florida 33965 Phone : 239-590-7833 Url : studentservices.fgcu.edu/careers Email : aparke@fgcu.edu Amanda Parke	N	0
9	Florida Memorial University 15800 NW 42nd Avenue Miami, Florida 33054 Phone : 305-626-3600 Email : ajackson@fmuniv.edu Athena Jackson	N	0
10	Florida Southwestern College Career Placement Center P.O. Box 06210 Ft. Myers, Florida 33906 Phone : 941-637-5693 Email : pschollard@fsw.edu Paul Schollard	N	0
11	Goodwill Job Link Center 2325 Tamiami Trail Port Charlotte, Florida 33952 Phone : 941-255-3884 Email : sabreniamorgan@goodwillswfl.org Fax : 1-941-255-3884 Sabrenia Morgan	Y	0
12	Hispanic Affairs Advisory Board Dept of Human Resources P.O. Box 398 Ft. Myers, Florida 33902 Phone : 239-595-4658 Email : IleanitaRamos@gmail.com Ileana Ramos	N	0
13	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

EEO PUBLIC FILE REPORT

October 1, 2015 - September 30, 2016

II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
14	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	6
15	Indeed 7501 Capital of Texas Hwy Austin, Texas 78731 Phone : 800-462-5842 Url : www.indeed.com Online Source Manual Posting	N	3
16	Internal Posting 13320 Metro Parkway Suite 1 Ft. Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0
17	Southern Technical College Placement Office 1685 Medical Lane, Suite 200 Ft. Myers, Florida 33907 Phone : 239-939-4766x226 Email : cacevedo@southerntech.edu Christy Acevedo	N	0
18	Station Website (one or more SEU stations) 13320 Metro Parkway Ft. Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0
19	SW Florida Hispanic Chamber of Commerce Career Placement Center 3343 Palm Beach Blvd Ft. Myers, Florida 33916 Phone : 239-418-1441 Email : info@hispanicchamberflorida.org Veronica Culbertson	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

EEO PUBLIC FILE REPORT

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II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
20	University of Central Florida Career Resource Center Adm. Building, Room 124 Orlando, Florida 32816 Phone : 407-823-3368 Email : career@mail.ucf.edu Fax : 1-407-823-5909 Genesis Rawls	N	0
21	University of Florida College of Journalism & Communication 1080 Weimer Hall / P.O. Box 118400 Gainesville, Florida 32611 Phone : 352-392-0466 Email : KGraham@jou.ufl.edu Fax : 1-352-845-2484 Katrice Graham	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			12

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

EEO PUBLIC FILE REPORT

October 1, 2015 - September 30, 2016

III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participant	Participant Title
1	1/4/2016	Participation in events sponsored by community groups	Port Charlotte Leadership Class of 2016 Our SEU hosted the Port Charlotte Chamber Leadership Class of 2016. The GSM and on-air talent provided a Building Tour and gave a presentation to about various careers in radio broadcasting.	2	General Sales Manager On-Air Talent
2	2/2/2016	Participation in events sponsored by community groups	Charlotte Chamber Business Expo The SEU participated in a round table discussion with other business leaders on the future of employment in the community during which radio positions and recruiting were discussed.	1	GENERAL SALES MANAGER
3	2/4/2016	Co Sponsoring Job Fair	Punta Gorda Chamber Event Job Expo with Charlotte County Chamber Our SEU co-hosted the Annual Business Expo & Trade show with the Charlotte County Chamber. Our GSM participated in a round table discussion with other business leaders on the future of employment in the community during which radio jobs and recruiting were discussed.	1	General Sales Manager
4	2/10/2016	Participation in events sponsored by community groups	Junior Leadership Cape Coral The SEU hosted Cape Coral Junior Leadership program at our studios. The Junior Leadership program consisting of up and coming leaders of the community. They were given a building tour and participated in discussions with our GSM and On Air Talent about careers in radio broadcasting.	3	EXECUTIVE ASSISTANT PROMOTIONS DIRECTOR MARKET PRESIDENT

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

EEO PUBLIC FILE REPORT

October 1, 2015 - September 30, 2016

III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participant	Participant Title
5	4/14/2016	Participation in events sponsored by community groups	<p>Junior Leadership Charlotte</p> <p>The SEU hosted Leadership Charlotte, a group of up and coming leaders of the community. They were given a building tour and participated in discussions with our GSM and On Air Talent about careers in radio broadcasting.</p>	2	<p>General Sales Manager</p> <p>On-Air Talent</p>

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

EEO PUBLIC FILE REPORT

October 1, 2016 - September 30, 2017¹

I. VACANCY LIST

See Section II, the "Master Recruitment Source List" ("MRSL") for recruitment source data

Job Title	Recruitment Sources ("RS") Used to Fill Vacancy	RS Referring Hiree
Outside Account Executive	1-4, 7-18, 21-23, 25-26	7
Outside Account Executive	1-4, 7-18, 21-23, 25-26	17
Administrative Support	1-4, 7-18, 21-23, 25-26	7
Outside Sales	15-19, 22	19
Administrative Support	1-4, 8-18, 21-23, 25-26	16
Outside Account Executive - Naples, FL	1-4, 6, 8-18, 21-23, 25-26	6
Outside Account Exec	1-5, 7-18, 20-26	7

¹ This report was revised in April 2018 to address minor reporting issues.

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

EEO PUBLIC FILE REPORT

October 1, 2016 - September 30, 2017

II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
1	All Access Music 28955 Pacific Coast Highway Malibu, California Phone : 310-457-8058 Email : jdenver@allaccess.com Joel Denver	N	0
2	Bethune Cookman College Career Planning 640 Dr. Mary McLeod Bethune Rd Boytona Beach, Florida 32114 Phone : 386-481-2143 Url : www.bethune.cookman.edu Email : bonnerd@cookman.edu Fax : 1-386-481-2139 Davita Bonner	N	0
3	Career Source of SW Florida-Ft Myers 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239-931-8200x1220 Email : mcrawford@careersourcesouthwestflorida.com Martha Crawford	N	0
4	Career Source Southwest Florida Naples Jobs 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239.931.8200 x.1220 Email : bbarger@careersourcesouthwestflorida.com Beth Barger	N	0
5	Craig's List Ft Myers/SW Florida P.O. Box 225159 San Francisco, California 94122 Url : https://fortmyers.craigslist.org/ Career Services Manual Posting	N	0
6	Current Employee - Transfer/Promotion	N	1
7	Employee Referral	N	3
8	Florida A&M University Placement Office P.O. Box 14 Tallahassee, Florida 32073 Phone : 850-599-3496 Email : careercenter@famu.edu Melony Washington	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

EEO PUBLIC FILE REPORT

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II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
9	Florida Association of Broadcasters Job Bank 201 S. Monroe Street Tallahassee, Florida 32301 Phone : 850-825-5322 Url : www.fab.org Email : intern@fab.org Lindsay Varn	N	0
10	Florida Gulf Coast University Career Development Services 10501 FGCU Blvd Ft. Myers, Florida 33965 Phone : 239-590-7833 Url : studentservices.fgcu.edu/careers Email : aparke@fgcu.edu Amanda Parke	N	0
11	Florida Memorial University 15800 NW 42nd Avenue Miami, Florida 33054 Phone : 305-626-3600 Email : ajackson@fmuniv.edu Athena Jackson	N	0
12	Florida Southwestern College Career Placement Center P.O. Box 06210 Ft. Myers, Florida 33906 Phone : 941-637-5693 Email : pschollard@fsw.edu Paul Schollard	N	0
13	Goodwill Job Link Center 2325 Tamiami Trail Port Charlotte, Florida 33952 Phone : 941-255-3884 Email : sabreniamorgan@goodwillswfl.org Fax : 1-941-255-3884 Sabrenia Morgan	Y	0
14	Hispanic Affairs Advisory Board Dept of Human Resources P.O. Box 398 Ft. Myers, Florida 33902 Phone : 239-595-4658 Email : ileanitaRamos@gmail.com Ileana Ramos	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

EEO PUBLIC FILE REPORT

October 1, 2016 - September 30, 2017

II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
15	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
16	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	3
17	Indeed 7501 Capital of Texas Hwy Austin, Texas 78731 Phone : 800-462-5842 Url : www.indeed.com Online Source Manual Posting	N	2
18	Internal Posting 13320 Metro Parkway Suite 1 Ft. Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0
19	Non-Employee Referral	N	1
20	On-Air Announcements (one or more SEU stations) 13320 Metro Parkway Ft Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0
21	Southern Technical College Placement Office 1685 Medical Lane, Suite 200 Ft. Myers, Florida 33907 Phone : 239-939-4766x226 Email : cacevedo@southerntech.edu Christy Acevedo	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

EEO PUBLIC FILE REPORT

October 1, 2016 - September 30, 2017

II. MASTER RECRUITMENT SOURCE LIST ("MRSLS")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
22	Station Website (one or more SEU stations) 13320 Metro Parkway Ft. Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0
23	SW Florida Hispanic Chamber of Commerce Career Placement Center 3343 Palm Beach Blvd Ft. Myers, Florida 33916 Phone : 239-418-1441 Email : info@hispanicchamberflorida.org Veronica Culbertson	N	0
24	The News Press 2442 Dr. Martin Luther King Jr. Blvd. Ft. Myers, Florida 33901 Phone : 239-335-0335 Career Services Manual Posting	N	0
25	University of Central Florida Career Resource Center Adm. Building, Room 124 Orlando, Florida 32816 Phone : 407-823-3368 Email : career@mail.ucf.edu Fax : 1-407-823-5909 Genesis Rawls	N	0
26	University of Florida College of Journalism & Communication 1080 Weimer Hall / P.O. Box 118400 Gainesville, Florida 32611 Phone : 352-392-0466 Email : KGraham@jou.ufl.edu Fax : 1-352-845-2484 Katrice Graham	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			10

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

EEO PUBLIC FILE REPORT

October 1, 2016 - September 30, 2017

III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participant	Participant Title
1	1/3/2017	Participation in events sponsored by community groups	<p>Junior Leadership Charlotte</p> <p>Our SEU hosted the Junior Leadership Charlotte Class of 2017 – the class consists of High School students of up and coming leaders. We provided a tour of the SEU stations along with presentations made by Sales management and on air talent discussing their careers in radio.</p>	2	GENERAL SALES MANAGER ON-AIR TALENT
2	2/2/2017	Co Sponsoring Job Fair	<p>Charlotte Chamber Business Expo</p> <p>Our SEU Co-Sponsored the Annual Business Expo and Tradeshow with the Charlotte County Chamber. The General Sales Manager participated in a round table discussion with other business leaders on the future of employment in the community during which radio positions and recruiting were discussed.</p>	2	GENERAL SALES MANAGER ON-AIR TALENT
3	2/8/2017	Participation in events sponsored by community groups	<p>Jr. Leadership of Cape Coral</p> <p>: The SEU hosted Junior Leadership Cape Coral consisting of up and coming leaders of the community for a building tour along with presentations made by the General Sales Manager and On Air Talent discussing careers in radio broadcasting.</p>	4	Promotions Director Program Director Market President Executive Assistant
4	4/13/2017	Participation in events sponsored by community groups	<p>Leadership Port Charlotte</p> <p>The SEU hosted a tour of facility and presentation to the 2017 Port Charlotte Leadership class consisting of Local Business leaders and decision makers. The on air talent also presented about on air careers in radio.</p>	2	GENERAL SALES MANAGER ON-AIR TALENT

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

EEO PUBLIC FILE REPORT

October 1, 2016 - September 30, 2017

III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participant	Participant Title
5	7/27/2017	Participation in events or programs sponsored by educational institutions	<p>DJ FOR A DAY</p> <p>Students from Cape Coral High School had the opportunity to shadow our On-Air DJ from WCKT. During their visit the SEU gave a tour of the broadcast facility, discussed the various employment opportunities in broadcasting.</p>	4	EXECUTIVE ASSISTANT PD WCKT PROMOTIONS DIRECTOR
6	7/27/2017	Participation in events sponsored by community groups	The student who won the WBTT - DUNKIN BRANDS SCHOLARSHIP PROGRAM visited the SEU. After the scholarship award ceremony, which was live-streamed on the SEU Facebook page, the scholarship recipient job shadowed our DJ and learned how a live show is put together.	3	PROMOTIONS MANAGER ON-AIR TALENT NSA, EXECUTIVE ASSISTANT
7	8/3/2017	Participation in events sponsored by community groups	The second student who won the WBTT - DUNKIN BRANDS SCHOLARSHIP PROGRAM visited the SEU. After the scholarship award ceremony, which was live-streamed on the SEU Facebook page, the scholarship recipient job shadowed our DJ and learned how a live show is put together.	4	MARKET PRESIDENT PROGRAM DIRECTOR ON-AIR TALENT EXECUTIVE ASSISTANT

B

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Outside Account Exec

Recruitment source referring hiree: Indeed
Date of hire: 3/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	All Access Music 28955 Pacific Coast Highway Malibu, California Phone : 310-457-8058 Email : jdenver@allaccess.com Joel Denver	N	0
2	Bethune Cookman College Career Planning 640 Dr. Mary McLeod Bethune Rd Boytona Beach, Florida 32114 Phone : 386-481-2143 Url : www.bethune.cookman.edu Email : bonnerd@cookman.edu Fax : 1-386-481-2139 Davita Bonner	N	0
3	Career Source of SW Florida-Ft Myers 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239-931-8200x1220 Email : mcrawford@careersourcesouthwestflorida.com Martha Crawford	N	0
4	Career Source Southwest Florida Naples Jobs 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239.931.8200 x.1220 Email : bbarger@careersourcesouthwestflorida.com Beth Barger	N	0
6	Florida A&M University Placement Office P.O. Box 14 Tallahassee, Florida 32073 Phone : 850-599-3496 Email : careercenter@famu.edu Melony Washington	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Outside Account Exec

Recruitment source referring hire: Indeed

Date of hire: 3/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Florida Association of Broadcasters Job Bank 201 S. Monroe Street Tallahassee, Florida 32301 Phone : 850-825-5322 Url : www.fab.org Email : intern@fab.org Lindsay Varn	N	0
8	Florida Gulf Coast University Career Development Services 10501 FGCU Blvd Ft. Myers, Florida 33965 Phone : 239-590-7833 Url : studentservices.fgcu.edu/careers Email : aparke@fgcu.edu Amanda Parke	N	0
9	Florida Memorial University 15800 NW 42nd Avenue Miami, Florida 33054 Phone : 305-626-3600 Email : ajackson@fmuniv.edu Athena Jackson	N	0
10	Florida Southwestern College Career Placement Center P.O. Box 06210 Ft. Myers, Florida 33906 Phone : 941-637-5693 Email : pschollard@fsw.edu Paul Schollard	N	0
11	Goodwill Job Link Center 2325 Tamiami Trail Port Charlotte, Florida 33952 Phone : 941-255-3884 Email : sabreniamorgan@goodwillswfl.org Fax : 1-941-255-3884 Sabrenia Morgan	Y	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Outside Account Exec

Recruitment source referring hiree: Indeed
Date of hire: 3/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
12	Hispanic Affairs Advisory Board Dept of Human Resources P.O. Box 398 Ft. Myers, Florida 33902 Phone : 239-595-4658 Email : IleanitaRamos@gmail.com Ileana Ramos	N	0
14	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
15	Indeed 7501 Capital of Texas Hwy Austin, Texas 78731 Phone : 800-462-5842 Url : www.indeed.com Online Source Manual Posting	N	2
16	Internal Posting 13320 Metro Parkway Suite 1 Ft. Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0
18	Southern Technical College Placement Office 1685 Medical Lane, Suite 200 Ft. Myers, Florida 33907 Phone : 239-939-4766x226 Email : cacevedo@southern.tech.edu Christy Acevedo	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Outside Account Exec

Recruitment source referring hiree: Indeed

Date of hire: 3/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
19	Station Website (one or more SEU stations) 13320 Metro Parkway Ft. Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0
20	SW Florida Hispanic Chamber of Commerce Career Placement Center 3343 Palm Beach Blvd Ft. Myers, Florida 33916 Phone : 239-418-1441 Email : info@hispanicchamberflorida.org Veronica Culbertson	N	0
21	University of Central Florida Career Resource Center Adm. Building, Room 124 Orlando, Florida 32816 Phone : 407-823-3368 Email : career@mail.ucf.edu Fax : 1-407-823-5909 Genesis Rawls	N	0
22	University of Florida College of Journalism & Communication 1080 Weimer Hall / P.O. Box 118400 Gainesville, Florida 32611 Phone : 352-392-0466 Email : KGraham@jou.ufl.edu Fax : 1-352-845-2484 Katrice Graham	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			2

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Outside Account Exec

Position: Outside Account Exec

Hire Date: March 1, 2016

This report, generated by Broadcast1Source, verifies that WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

iHeartMedia Stations

Job Summary:

Identifies and develops new business opportunities; keeps and grows existing client relationships; offers solutions that help clients achieve their business goals; closes business; meets set sales target.

Responsibilities

- Identifies and solicits new business; builds and maintains a full pipeline of sales prospects.
- Services and grows relationships in existing base of clients.
- Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.
- Delivers effective sales presentations.
- Steers clients based on market, platform and station information.
- Maintains client communication and ensures client satisfaction.
- Monitors competition to continually find new account leads.
- Negotiates rates based on iHeartMedia's budgets.
- Works collaboratively with internal partners to drive revenue.
- Ensures prompt payments.

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Outside Account Exec

- Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.
- Creates effective marketing campaigns in cooperation with iHeartMedia resources.
- Generates revenue and meets/exceeds established sales targets.
- Candidate must drive their own vehicle with a valid driver's license and state-mandated auto insurance

Qualifications

- Proficient in Microsoft Office suite and social networking platforms
- Adept at prospecting and using effective consultative selling principles and practices
- Strong client service relationship -building skills
- Ability to plan and organize, set priorities and multi task in a fast-paced environment
- Negotiation and closing proficiency
- Persuasive communication skills: verbal, written and presentation
- Independent; self-motivated; competitive; assertive
- Strong problem-solving and analytical skills
- Understanding of market dynamics including demographics
- Stress tolerance especially with tight deadlines and financial pressures
- Flexibility and creativity
- Professional appearance
- Strong interpersonal skills

Work Experience

- 2+ years in media/advertising sales is preferred, but not required

Education

- High school diploma, college degree preferred

Certifications

- None required

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Outside Account Exec

Location

PUNTA GORDA, FL: 3151 COOPER ST, SUITE 56, 33950

Position Type

Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/job/PUNTA-GORDA-FL/Outside-Account-Exec_Req1556

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

*****IMPORTANT*****

This fax or email has been sent using the services provided by BroadcastSource. If you want to change your contact details, please email Peter Fulton at peterfulton@iheartmedia.com

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Outside Account Exec

RS Number	Recruiting Source	Date and Time
1	All Access Music E-mail: jdenver@allaccess.com	Sent: 1/19/2016 3:38:30 PM
2	Bethune Cookman College E-mail: bonnerd@cookman.edu	Sent: 1/19/2016 3:38:24 PM
3	Career Source of SW Florida-Ft Myers E-mail: asoto@careersourcesouthwestflorida.com	Sent: 1/19/2016 3:38:31 PM
4	Career Source Southwest Florida Naples Jobs E-mail: bbarger@careersourcesouthwestflorida.com	Sent: 1/19/2016 3:38:30 PM
6	Florida A&M University E-mail: careercenter@famu.edu	Sent: 1/19/2016 3:38:25 PM
7	Florida Association of Broadcasters E-mail: intern@fab.org	Sent: 1/19/2016 3:38:28 PM
8	Florida Gulf Coast University E-mail: aparke@fgcu.edu	Sent: 1/19/2016 3:38:25 PM
9	Florida Memorial University E-mail: ajackson@fmuniv.edu	Sent: 1/19/2016 3:38:26 PM
10	Florida Southwestern College E-mail: pschollard@fsw.edu	Sent: 1/19/2016 3:38:23 PM
11	Goodwill Job Link Center E-mail: sabreniamorgan@goodwillswfl.org	Sent: 1/19/2016 3:38:29 PM
12	Hispanic Affairs Advisory Board E-mail: IleanitaRamos@gmail.com	Sent: 1/19/2016 3:38:26 PM
18	Southern Technical College E-mail: cacevedo@southerntech.edu	Sent: 1/19/2016 3:38:27 PM
20	SW Florida Hispanic Chamber of Commerce E-mail: info@hispanicchamberflorida.org	Sent: 1/19/2016 3:38:27 PM
21	University of Central Florida E-mail: career@mail.ucf.edu	Sent: 1/19/2016 3:38:28 PM
22	University of Florida E-mail: KGraham@jou.ufl.edu	Sent: 1/19/2016 3:38:29 PM

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Administrative Support

Recruitment source referring hiree: Employee Referral

Date of hire: 2/8/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	All Access Music 28955 Pacific Coast Highway Malibu, California Phone : 310-457-8058 Email : jdenver@allaccess.com Joel Denver	N	0
2	Bethune Cookman College Career Planning 640 Dr. Mary McLeod Bethune Rd Boytona Beach, Florida 32114 Phone : 386-481-2143 Url : www.bethune.cookman.edu Email : bonnerd@cookman.edu Fax : 1-386-481-2139 Davita Bonner	N	0
3	Career Source of SW Florida-Ft Myers 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239-931-8200x1220 Email : mcrawford@careersourcesouthwestflorida.com Martha Crawford	N	0
4	Career Source Southwest Florida Naples Jobs 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239.931.8200 x.1220 Email : bbarger@careersourcesouthwestflorida.com Beth Barger	N	0
5	Employee Referral	N	1
6	Florida A&M University Placement Office P.O. Box 14 Tallahassee, Florida 32073 Phone : 850-599-3496 Email : careercenter@famu.edu Melony Washington	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Administrative Support

Recruitment source referring hire: Employee Referral

Date of hire: 2/8/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Florida Association of Broadcasters Job Bank 201 S. Monroe Street Tallahassee, Florida 32301 Phone : 850-825-5322 Url : www.fab.org Email : intern@fab.org Lindsay Varn	N	0
8	Florida Gulf Coast University Career Development Services 10501 FGCU Blvd Ft. Myers, Florida 33965 Phone : 239-590-7833 Url : studentservices.fgcu.edu/careers Email : aparke@fgcu.edu Amanda Parke	N	0
9	Florida Memorial University 15800 NW 42nd Avenue Miami, Florida 33054 Phone : 305-626-3600 Email : ajackson@fmuniv.edu Athena Jackson	N	0
10	Florida Southwestern College Career Placement Center P.O. Box 06210 Ft. Myers, Florida 33906 Phone : 941-637-5693 Email : pschollard@fsw.edu Paul Schollard	N	0
11	Goodwill Job Link Center 2325 Tamiami Trail Port Charlotte, Florida 33952 Phone : 941-255-3884 Email : sabreniamorgan@goodwillswfl.org Fax : 1-941-255-3884 Sabrenia Morgan	Y	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Administrative Support

Recruitment source referring hiree: Employee Referral

Date of hire: 2/8/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
12	Hispanic Affairs Advisory Board Dept of Human Resources P.O. Box 398 Ft. Myers, Florida 33902 Phone : 239-595-4658 Email : IleanitaRamos@gmail.com Ileana Ramos	N	0
14	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
16	Internal Posting 13320 Metro Parkway Suite 1 Ft. Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0
18	Southern Technical College Placement Office 1685 Medical Lane, Suite 200 Ft. Myers, Florida 33907 Phone : 239-939-4766x226 Email : cacevedo@southerntech.edu Christy Acevedo	N	0
19	Station Website (one or more SEU stations) 13320 Metro Parkway Ft. Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Administrative Support

Recruitment source referring hiree: Employee Referral

Date of hire: 2/8/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
20	SW Florida Hispanic Chamber of Commerce Career Placement Center 3343 Palm Beach Blvd Ft. Myers, Florida 33916 Phone : 239-418-1441 Email : info@hispanicchamberflorida.org Veronica Culbertson	N	0
21	University of Central Florida Career Resource Center Adm. Building, Room 124 Orlando, Florida 32816 Phone : 407-823-3368 Email : career@mail.ucf.edu Fax : 1-407-823-5909 Genesis Rawls	N	0
22	University of Florida College of Journalism & Communication 1080 Weimer Hall / P.O. Box 118400 Gainesville, Florida 32611 Phone : 352-392-0466 Email : KGraham@jou.ufl.edu Fax : 1-352-845-2484 Katrice Graham	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Administrative Support

Position: Administrative Support

Hire Date: February 8, 2016

This report, generated by Broadcast1Source, verifies that WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

iHeartMedia Stations

Job Summary:

Provides general administrative and project or process support.

Responsibilities

- Maintains inventory of office supplies, sorts and distributes mail, makes travel arrangements, prepares itineraries, schedules meetings, etc.
- Actively manages managers' daily schedules and calendars.
- Processes expense reports.
- Prepares reports as needed, e.g., for sales, research and data analysis projects.
- Interacts with company personnel at all organizational levels.
- Sets up and breaks down meeting spaces, arranges for WebEx as needed.
- Coordinates activities between departments and/or outside entities.
- May require handling confidential matters.

Qualifications

Competencies/Skills

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Administrative Support

- Proficient in Microsoft Office suite and social networking platforms
- Strong time management skills; adept at setting priorities and managing deadlines
- Ability to plan and organize, manage projects and multi task in a fast-paced environment
- High degree of attention to detail, optimal work standards, and process improvement ability
- Stress tolerance especially with tight deadlines
- Effective collaborator with multiple levels within an organization, in person or over the phone
- Strong interpersonal skills
- Excellent oral and written communication skills; excellent grammar

Work Experience

- 2-3+ years' experience in a fast-paced environment

Education

- Four-year Bachelor's degree preferred

Certifications

- None required

Location

FORT MYERS, FL: 13320 METRO PARKWAY, SUITE 1, 33912

Position Type

Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

Requirements:

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Administrative Support

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/job/FORT-MYERS-FL/Administrative-Support_Req1568

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

*****IMPORTANT*****

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WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Administrative Support

RS Number	Recruiting Source	Date and Time
1	All Access Music E-mail: jdenver@allaccess.com	Sent: 1/19/2016 3:18:47 PM
2	Bethune Cookman College E-mail: bonnerd@cookman.edu	Sent: 1/19/2016 3:18:43 PM
3	Career Source of SW Florida-Ft Myers E-mail: asoto@careersourcesouthwestflorida.com	Sent: 1/19/2016 3:18:48 PM
4	Career Source Southwest Florida Naples Jobs E-mail: bbarger@careersourcesouthwestflorida.com	Sent: 1/19/2016 3:18:47 PM
6	Florida A&M University E-mail: careercenter@famu.edu	Sent: 1/19/2016 3:18:43 PM
7	Florida Association of Broadcasters E-mail: intern@fab.org	Sent: 1/19/2016 3:18:45 PM
8	Florida Gulf Coast University E-mail: aparke@fgcu.edu	Sent: 1/19/2016 3:18:44 PM
9	Florida Memorial University E-mail: ajackson@fmuniv.edu	Sent: 1/19/2016 3:18:44 PM
10	Florida Southwestern College E-mail: pschollard@fsw.edu	Sent: 1/19/2016 3:18:42 PM
11	Goodwill Job Link Center E-mail: sabreniamorgan@goodwillswfl.org	Sent: 1/19/2016 3:18:47 PM
12	Hispanic Affairs Advisory Board E-mail: IleanitaRamos@gmail.com	Sent: 1/19/2016 3:18:44 PM
18	Southern Technical College E-mail: cacevedo@southerntech.edu	Sent: 1/19/2016 3:18:45 PM
20	SW Florida Hispanic Chamber of Commerce E-mail: info@hispanicchamberflorida.org	Sent: 1/19/2016 3:18:45 PM
21	University of Central Florida E-mail: career@mail.ucf.edu	Sent: 1/19/2016 3:18:46 PM
22	University of Florida E-mail: KGraham@jou.ufl.edu	Sent: 1/19/2016 3:18:46 PM

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 3/7/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	All Access Music 28955 Pacific Coast Highway Malibu, California Phone : 310-457-8058 Email : jdenver@allaccess.com Joel Denver	N	0
2	Bethune Cookman College Career Planning 640 Dr. Mary McLeod Bethune Rd Boytona Beach, Florida 32114 Phone : 386-481-2143 Url : www.bethune.cookman.edu Email : bonnerd@cookman.edu Fax : 1-386-481-2139 Davita Bonner	N	0
3	Career Source of SW Florida-Ft Myers 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239-931-8200x1220 Email : mcrawford@careersourcesouthwestflorida.com Martha Crawford	N	0
4	Career Source Southwest Florida Naples Jobs 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239.931.8200 x.1220 Email : bbarger@careersourcesouthwestflorida.com Beth Barger	N	0
6	Florida A&M University Placement Office P.O. Box 14 Tallahassee, Florida 32073 Phone : 850-599-3496 Email : careercenter@famu.edu Melony Washington	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 3/7/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Florida Association of Broadcasters Job Bank 201 S. Monroe Street Tallahassee, Florida 32301 Phone : 850-825-5322 Url : www.fab.org Email : intern@fab.org Lindsay Varn	N	0
8	Florida Gulf Coast University Career Development Services 10501 FGCU Blvd Ft. Myers, Florida 33965 Phone : 239-590-7833 Url : studentservices.fgcu.edu/careers Email : aparke@fgcu.edu Amanda Parke	N	0
9	Florida Memorial University 15800 NW 42nd Avenue Miami, Florida 33054 Phone : 305-626-3600 Email : ajackson@fmuniv.edu Athena Jackson	N	0
10	Florida Southwestern College Career Placement Center P.O. Box 06210 Ft. Myers, Florida 33906 Phone : 941-637-5693 Email : pschollard@fsw.edu Paul Schollard	N	0
11	Goodwill Job Link Center 2325 Tamiami Trail Port Charlotte, Florida 33952 Phone : 941-255-3884 Email : sabreniamorgan@goodwillswfl.org Fax : 1-941-255-3884 Sabrenia Morgan	Y	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 3/7/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
12	Hispanic Affairs Advisory Board Dept of Human Resources P.O. Box 398 Ft. Myers, Florida 33902 Phone : 239-595-4658 Email : IleanitaRamos@gmail.com Ileana Ramos	N	0
14	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	1
16	Internal Posting 13320 Metro Parkway Suite 1 Ft. Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0
17	Internet Ad	N	0
18	Southern Technical College Placement Office 1685 Medical Lane, Suite 200 Ft. Myers, Florida 33907 Phone : 239-939-4766x226 Email : cacevedo@southernstech.edu Christy Acevedo	N	0
20	SW Florida Hispanic Chamber of Commerce Career Placement Center 3343 Palm Beach Blvd Ft. Myers, Florida 33916 Phone : 239-418-1441 Email : info@hispanicchamberflorida.org Veronica Culbertson	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 3/7/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
21	University of Central Florida Career Resource Center Adm. Building, Room 124 Orlando, Florida 32816 Phone : 407-823-3368 Email : career@mail.ucf.edu Fax : 1-407-823-5909 Genesis Rawls	N	0
22	University of Florida College of Journalism & Communication 1080 Weimer Hall / P.O. Box 118400 Gainesville, Florida 32611 Phone : 352-392-0466 Email : KGraham@jou.ufl.edu Fax : 1-352-845-2484 Katrice Graham	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Outside Account Executive

Position: Outside Account Executive

Hire Date: March 7, 2016

This report, generated by Broadcast1Source, verifies that WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

iHeartMedia Stations

Job Summary:

Identifies and develops new business opportunities; keeps and grows existing client relationships; offers solutions that help clients achieve their business goals; closes business; meets set sales target.

Responsibilities

- Identifies and solicits new business; builds and maintains a full pipeline of sales prospects.
- Services and grows relationships in existing base of clients.
- Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.
- Delivers effective sales presentations.
- Steers clients based on market, platform and station information.
- Maintains client communication and ensures client satisfaction.
- Monitors competition to continually find new account leads.
- Negotiates rates based on iHeartMedia's budgets.
- Works collaboratively with internal partners to drive revenue.
- Ensures prompt payments.

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Outside Account Executive

- Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.
- Creates effective marketing campaigns in cooperation with iHeartMedia resources.
- Generates revenue and meets/exceeds established sales targets.
- Candidate must drive their own vehicle with a valid driver's license and state-mandated auto insurance

Qualifications

- Proficient in Microsoft Office suite and social networking platforms
- Adept at prospecting and using effective consultative selling principles and practices
- Strong client service relationship -building skills
- Ability to plan and organize, set priorities and multi task in a fast-paced environment
- Negotiation and closing proficiency
- Persuasive communication skills: verbal, written and presentation
- Independent; self-motivated; competitive; assertive
- Strong problem -solving and analytical skills
- Understanding of market dynamics including demographics
- Stress tolerance especially with tight deadlines and financial pressures
- Flexibility and creativity
- Professional appearance
- Strong interpersonal skills

Work Experience

- 2+ years in media/advertising sales is preferred, but not required

Education

- High school diploma, college degree preferred

Certifications

- None required

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Outside Account Executiv

Location

FORT MYERS, FL: 13320 METRO PARKWAY, SUITE 1, 33912

Position Type

Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/job/FORT-MYERS-FL/Outside-Account-Executiv_Req1675

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

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WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Outside Account Executive

RS Number	Recruiting Source	Date and Time
1	All Access Music E-mail: jdenver@allaccess.com	Sent: 2/3/2016 9:48:14 AM
2	Bethune Cookman College E-mail: bonnerd@cookman.edu	Sent: 2/3/2016 9:48:11 AM
3	Career Source of SW Florida-Ft Myers E-mail: asoto@careersourcesouthwestflorida.com	Sent: 2/3/2016 9:48:15 AM
4	Career Source Southwest Florida Naples Jobs E-mail: bbarger@careersourcesouthwestflorida.com	Sent: 2/3/2016 9:48:15 AM
6	Florida A&M University E-mail: careercenter@famu.edu	Sent: 2/3/2016 9:48:12 AM
7	Florida Association of Broadcasters E-mail: intern@fab.org	Sent: 2/3/2016 9:48:13 AM
8	Florida Gulf Coast University E-mail: aparke@fgcu.edu	Sent: 2/3/2016 9:48:12 AM
9	Florida Memorial University E-mail: ajackson@fmuniv.edu	Sent: 2/3/2016 9:48:12 AM
10	Florida Southwestern College E-mail: pschollard@fsw.edu	Sent: 2/3/2016 9:48:11 AM
11	Goodwill Job Link Center E-mail: sabreniamorgan@goodwillswfl.org	Sent: 2/3/2016 9:48:14 AM
12	Hispanic Affairs Advisory Board E-mail: IleanitaRamos@gmail.com	Sent: 2/3/2016 9:48:13 AM
18	Southern Technical College E-mail: cacevedo@southerntech.edu	Sent: 2/3/2016 9:48:13 AM
20	SW Florida Hispanic Chamber of Commerce E-mail: info@hispanicchamberflorida.org	Sent: 2/3/2016 9:48:13 AM
21	University of Central Florida E-mail: career@mail.ucf.edu	Sent: 2/3/2016 9:48:13 AM
22	University of Florida E-mail: KGraham@jou.ufl.edu	Sent: 2/3/2016 9:48:14 AM

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Administrative Support

Recruitment source referring hiree: Employee Referral

Date of hire: 2/22/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	All Access Music 28955 Pacific Coast Highway Malibu, California Phone : 310-457-8058 Email : jdenver@allaccess.com Joel Denver	N	0
2	Bethune Cookman College Career Planning 640 Dr. Mary McLeod Bethune Rd Boytona Beach, Florida 32114 Phone : 386-481-2143 Url : www.bethune.cookman.edu Email : bonnerd@cookman.edu Fax : 1-386-481-2139 Davita Bonner	N	0
3	Career Source of SW Florida-Ft Myers 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239-931-8200x1220 Email : mcrawford@careersourcesouthwestflorida.com Martha Crawford	N	0
4	Career Source Southwest Florida Naples Jobs 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239.931.8200 x.1220 Email : bbarger@careersourcesouthwestflorida.com Beth Barger	N	0
5	Employee Referral	N	1
6	Florida A&M University Placement Office P.O. Box 14 Tallahassee, Florida 32073 Phone : 850-599-3496 Email : careercenter@fam.u.edu Melony Washington	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Administrative Support

Recruitment source referring hiree: Employee Referral

Date of hire: 2/22/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Florida Association of Broadcasters Job Bank 201 S. Monroe Street Tallahassee, Florida 32301 Phone : 850-825-5322 Url : www.fab.org Email : intern@fab.org Lindsay Varn	N	0
8	Florida Gulf Coast University Career Development Services 10501 FGCU Blvd Ft. Myers, Florida 33965 Phone : 239-590-7833 Url : studentservices.fgcu.edu/careers Email : aparke@fgcu.edu Amanda Parke	N	0
9	Florida Memorial University 15800 NW 42nd Avenue Miami, Florida 33054 Phone : 305-626-3600 Email : ajackson@fmuniv.edu Athena Jackson	N	0
10	Florida Southwestern College Career Placement Center P.O. Box 06210 Ft. Myers, Florida 33906 Phone : 941-637-5693 Email : pschollard@fsw.edu Paul Schollard	N	0
11	Goodwill Job Link Center 2325 Tamiami Trail Port Charlotte, Florida 33952 Phone : 941-255-3884 Email : sabreniamorgan@goodwillswfl.org Fax : 1-941-255-3884 Sabrenia Morgan	Y	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Administrative Support

Recruitment source referring hire: Employee Referral

Date of hire: 2/22/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
12	Hispanic Affairs Advisory Board Dept of Human Resources P.O. Box 398 Ft. Myers, Florida 33902 Phone : 239-595-4658 Email : IleanitaRamos@gmail.com Ileana Ramos	N	0
18	Southern Technical College Placement Office 1685 Medical Lane, Suite 200 Ft. Myers, Florida 33907 Phone : 239-939-4766x226 Email : cacevedo@southerntech.edu Christy Acevedo	N	0
20	SW Florida Hispanic Chamber of Commerce Career Placement Center 3343 Palm Beach Blvd Ft. Myers, Florida 33916 Phone : 239-418-1441 Email : info@hispanicchamberflorida.org Veronica Culbertson	N	0
21	University of Central Florida Career Resource Center Adm. Building, Room 124 Orlando, Florida 32816 Phone : 407-823-3368 Email : career@mail.ucf.edu Fax : 1-407-823-5909 Genesis Rawls	N	0
22	University of Florida College of Journalism & Communication 1080 Weimer Hall / P.O. Box 118400 Gainesville, Florida 32611 Phone : 352-392-0466 Email : KGraham@jou.ufl.edu Fax : 1-352-845-2484 Katrice Graham	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Administrative Support

Position: Administrative Support

Hire Date: February 22, 2016

This report, generated by Broadcast1Source, verifies that WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

iHeartMedia Stations

Job Summary:

Provides general administrative and project or process support.

Responsibilities

- Maintains inventory of office supplies, sorts and distributes mail, makes travel arrangements, prepares itineraries, schedules meetings, etc.
- Actively manages managers' daily schedules and calendars.
- Processes expense reports.
- Prepares reports as needed, e.g., for sales, research and data analysis projects.
- Interacts with company personnel at all organizational levels.
- Sets up and breaks down meeting spaces, arranges for WebEx as needed.
- Coordinates activities between departments and/or outside entities.
- May require handling confidential matters.

Qualifications

Competencies/Skills

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Administrative Support

- Proficient in Microsoft Office suite and social networking platforms
- Strong time management skills; adept at setting priorities and managing deadlines
- Ability to plan and organize, manage projects and multi task in a fast-paced environment
- High degree of attention to detail, optimal work standards, and process improvement ability
- Stress tolerance especially with tight deadlines
- Effective collaborator with multiple levels within an organization, in person or over the phone
- Strong interpersonal skills
- Excellent oral and written communication skills; excellent grammar

Work Experience

- 2-3+ years' experience in a fast-paced environment

Education

- Four-year Bachelor's degree preferred

Certifications

- None required

Location

PUNTA GORDA, FL: 3151 COOPER ST, SUITE 56, 33950

Position Type

Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

Requirements:

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Administrative Support

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/PUNTA-GORDA-FL/Administrative-Support_Req1807

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

*****IMPORTANT*****

This fax or email has been sent using the services provided by Broadcast1Source. If you want to change your contact details, please email Peter Fulton at peterfulton@iheartmedia.com

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Administrative Support

RS Number	Recruiting Source	Date and Time
1	All Access Music E-mail: jdenver@allaccess.com	Sent: 2/12/2016 7:54:36 AM
2	Bethune Cookman College E-mail: bonnerd@cookman.edu	Sent: 2/12/2016 7:54:31 AM
3	Career Source of SW Florida-Ft Myers E-mail: asoto@careersourcesouthwestflorida.com	Sent: 2/12/2016 7:54:37 AM
4	Career Source Southwest Florida Naples Jobs E-mail: bbarger@careersourcesouthwestflorida.com	Sent: 2/12/2016 7:54:37 AM
6	Florida A&M University E-mail: careercenter@famu.edu	Sent: 2/12/2016 7:54:32 AM
7	Florida Association of Broadcasters E-mail: intern@fab.org	Sent: 2/12/2016 7:54:34 AM
8	Florida Gulf Coast University E-mail: aparke@fgcu.edu	Sent: 2/12/2016 7:54:32 AM
9	Florida Memorial University E-mail: ajackson@fmuniv.edu	Sent: 2/12/2016 7:54:33 AM
10	Florida Southwestern College E-mail: pschollard@fsw.edu	Sent: 2/12/2016 7:54:31 AM
11	Goodwill Job Link Center E-mail: sabreniamorgan@goodwillswfl.org	Sent: 2/12/2016 7:54:36 AM
12	Hispanic Affairs Advisory Board E-mail: IleanitaRamos@gmail.com	Sent: 2/12/2016 7:54:33 AM
18	Southern Technical College E-mail: cacevedo@southerntech.edu	Sent: 2/12/2016 7:54:34 AM
20	SW Florida Hispanic Chamber of Commerce E-mail: info@hispanicchamberflorida.org	Sent: 2/12/2016 7:54:34 AM
21	University of Central Florida E-mail: career@mail.ucf.edu	Sent: 2/12/2016 7:54:35 AM
22	University of Florida E-mail: KGraham@jou.ufl.edu	Sent: 2/12/2016 7:54:35 AM

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Production Manager

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 6/20/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	All Access Music 28955 Pacific Coast Highway Malibu, California Phone : 310-457-8058 Email : jdenver@allaccess.com Joel Denver	N	0
2	Bethune Cookman College Career Planning 640 Dr. Mary McLeod Bethune Rd Boytona Beach, Florida 32114 Phone : 386-481-2143 Url : www.bethune.cookman.edu Email : bonnerd@cookman.edu Fax : 1-386-481-2139 Davita Bonner	N	0
3	Career Source of SW Florida-Ft Myers 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239-931-8200x1220 Email : mcrawford@careersourcesouthwestflorida.com Martha Crawford	N	0
4	Career Source Southwest Florida Naples Jobs 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239.931.8200 x.1220 Email : bbarger@careersourcesouthwestflorida.com Beth Barger	N	0
6	Florida A&M University Placement Office P.O. Box 14 Tallahassee, Florida 32073 Phone : 850-599-3496 Email : careercenter@famu.edu Melony Washington	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Production Manager

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 6/20/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Florida Association of Broadcasters Job Bank 201 S. Monroe Street Tallahassee, Florida 32301 Phone : 850-825-5322 Url : www.fab.org Email : intern@fab.org Lindsay Varn	N	0
8	Florida Gulf Coast University Career Development Services 10501 FGCU Blvd Ft. Myers, Florida 33965 Phone : 239-590-7833 Url : studentservices.fgcu.edu/careers Email : aparke@fgcu.edu Amanda Parke	N	0
9	Florida Memorial University 15800 NW 42nd Avenue Miami, Florida 33054 Phone : 305-626-3600 Email : ajackson@fmuniv.edu Athena Jackson	N	0
10	Florida Southwestern College Career Placement Center P.O. Box 06210 Ft. Myers, Florida 33906 Phone : 941-637-5693 Email : pschollard@fsw.edu Paul Schollard	N	0
11	Goodwill Job Link Center 2325 Tamiami Trail Port Charlotte, Florida 33952 Phone : 941-255-3884 Email : sabreniamorgan@goodwillswfl.org Fax : 1-941-255-3884 Sabrenia Morgan	Y	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Production Manager

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 6/20/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
12	Hispanic Affairs Advisory Board Dept of Human Resources P.O. Box 398 Ft. Myers, Florida 33902 Phone : 239-595-4658 Email : IleanitaRamos@gmail.com Ileana Ramos	N	0
13	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
14	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	2
15	Indeed 7501 Capital of Texas Hwy Austin, Texas 78731 Phone : 800-462-5842 Url : www.indeed.com Online Source Manual Posting	N	0
16	Internal Posting 13320 Metro Parkway Suite 1 Ft. Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Production Manager

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 6/20/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
18	Southern Technical College Placement Office 1685 Medical Lane, Suite 200 Ft. Myers, Florida 33907 Phone : 239-939-4766x226 Email : cacevedo@southerntech.edu Christy Acevedo	N	0
19	Station Website (one or more SEU stations) 13320 Metro Parkway Ft. Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0
20	SW Florida Hispanic Chamber of Commerce Career Placement Center 3343 Palm Beach Blvd Ft. Myers, Florida 33916 Phone : 239-418-1441 Email : info@hispanicchamberflorida.org Veronica Culbertson	N	0
21	University of Central Florida Career Resource Center Adm. Building, Room 124 Orlando, Florida 32816 Phone : 407-823-3368 Email : career@mail.ucf.edu Fax : 1-407-823-5909 Genesis Rawls	N	0
22	University of Florida College of Journalism & Communication 1080 Weimer Hall / P.O. Box 118400 Gainesville, Florida 32611 Phone : 352-392-0466 Email : KGraham@jou.ufl.edu Fax : 1-352-845-2484 Katrice Graham	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			2

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Production Manager

Position: Production Manager

Hire Date: June 20, 2016

This report, generated by Broadcast1Source, verifies that WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

iHeartMedia Stations

Job Summary:

Coordinates production administrative activities.

Responsibilities

- Assists in the creation of radio advertising and station promotions by providing administrative project or process support to department managers or staff.
- Executes general department administrative duties including ordering office supplies, sorting mail, making travel arrangements and scheduling meetings, etc.
- Prepares and reports on research and data analysis projects.
- Interacts with company personnel at all organizational levels.
- May research stories and book guests.
- May edit audio segments.
- May be required to coordinate activities between departments and/or outside parties.

Qualifications

iHeart Media of Ft. Myers is currently seeking a commercial and imaging producer for our four successful radio

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Production Manager

stations and beyond. Qualified candidate must love production and imaging and have radio experience in any size market. Experience with Prophet/Nexgen, VCreative, creative writing and design. Exceptional communication and time management skills are required. Work with sales, traffic, programming and advertisers.

Work Experience

- 2+ years' experience in radio production, broadcast and/or communications
- Journalism background a plus

Education

- 4-year college degree, preferably in Radio or Media Production or related field

Certifications

- None required

Location

Fort Myers, FL: 13320 Metro Parkway, Suite 1, 33912

Position Type

Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Fort-Myers-FL/Production-Manager_Req2267-2

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Production Manager

IMPORTANT

This fax or email has been sent using the services provided by Broadcast1 Source. If you want to change your contact details, please email Rhonda Richey at rhondarichey@iheartmedia.com

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Production Manager

RS Number	Recruiting Source	Date and Time
1	All Access Music E-mail: jdenver@allaccess.com	Sent: 3/30/2016 3:15:42 PM
2	Bethune Cookman College E-mail: bonnerd@cookman.edu	Sent: 3/30/2016 3:15:32 PM
3	Career Source of SW Florida-Ft Myers E-mail: asoto@careersourcesouthwestflorida.com	Sent: 3/30/2016 3:15:43 PM
4	Career Source Southwest Florida Naples Jobs E-mail: bbarger@careersourcesouthwestflorida.com	Sent: 3/30/2016 3:15:42 PM
6	Florida A&M University E-mail: careercenter@famu.edu	Sent: 3/30/2016 3:15:33 PM
7	Florida Association of Broadcasters E-mail: intern@fab.org	Sent: 3/30/2016 3:15:39 PM
8	Florida Gulf Coast University E-mail: aparke@fgcu.edu	Sent: 3/30/2016 3:15:34 PM
9	Florida Memorial University E-mail: ajackson@fmuniv.edu	Sent: 3/30/2016 3:15:35 PM
10	Florida Southwestern College E-mail: pschollard@fsw.edu	Sent: 3/30/2016 3:15:32 PM
11	Goodwill Job Link Center Fax: 1-941-255-3884 E-mail: sabreniamorgan@goodwillswfl.org	Sent: 3/30/2016 3:20:49 PM Sent: 3/30/2016 3:15:41 PM
12	Hispanic Affairs Advisory Board E-mail: ileanitaRamos@gmail.com	Sent: 3/30/2016 3:15:35 PM
18	Southern Technical College E-mail: cacevedo@southerntech.edu	Sent: 3/30/2016 3:15:36 PM
20	SW Florida Hispanic Chamber of Commerce E-mail: info@hispanicchamberflorida.org	Sent: 3/30/2016 3:15:36 PM
21	University of Central Florida E-mail: career@mail.ucf.edu	Sent: 3/30/2016 3:15:39 PM
22	University of Florida E-mail: KGraham@jou.ufl.edu	Sent: 3/30/2016 3:15:40 PM

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Broadcast MIS Director

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 6/13/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	All Access Music 28955 Pacific Coast Highway Malibu, California Phone : 310-457-8058 Email : jdenver@allaccess.com Joel Denver	N	0
2	Bethune Cookman College Career Planning 640 Dr. Mary McLeod Bethune Rd Boytona Beach, Florida 32114 Phone : 386-481-2143 Url : www.bethune.cookman.edu Email : bonnerd@cookman.edu Fax : 1-386-481-2139 Davita Bonner	N	0
3	Career Source of SW Florida-Ft Myers 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239-931-8200x1220 Email : mcrawford@careersourcesouthwestflorida.com Martha Crawford	N	0
4	Career Source Southwest Florida Naples Jobs 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239.931.8200 x.1220 Email : bbarger@careersourcesouthwestflorida.com Beth Barger	N	0
6	Florida A&M University Placement Office P.O. Box 14 Tallahassee, Florida 32073 Phone : 850-599-3496 Email : careercenter@fam.u.edu Melony Washington	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Broadcast MIS Director

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 6/13/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Florida Association of Broadcasters Job Bank 201 S. Monroe Street Tallahassee, Florida 32301 Phone : 850-825-5322 Url : www.fab.org Email : intern@fab.org Lindsay Varn	N	0
8	Florida Gulf Coast University Career Development Services 10501 FGCU Blvd Ft. Myers, Florida 33965 Phone : 239-590-7833 Url : studentservices.fgcu.edu/careers Email : aparke@fgcu.edu Amanda Parke	N	0
9	Florida Memorial University 15800 NW 42nd Avenue Miami, Florida 33054 Phone : 305-626-3600 Email : ajackson@fmuniv.edu Athena Jackson	N	0
10	Florida Southwestern College Career Placement Center P.O. Box 06210 Ft. Myers, Florida 33906 Phone : 941-637-5693 Email : pschollard@fsw.edu Paul Schollard	N	0
11	Goodwill Job Link Center 2325 Tamiami Trail Port Charlotte, Florida 33952 Phone : 941-255-3884 Email : sabreniamorgan@goodwillswfl.org Fax : 1-941-255-3884 Sabrenia Morgan	Y	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Broadcast MIS Director

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 6/13/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
12	Hispanic Affairs Advisory Board Dept of Human Resources P.O. Box 398 Ft. Myers, Florida 33902 Phone : 239-595-4658 Email : IleanitaRamos@gmail.com Ileana Ramos	N	0
13	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
14	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	2
15	Indeed 7501 Capital of Texas Hwy Austin, Texas 78731 Phone : 800-462-5842 Url : www.indeed.com Online Source Manual Posting	N	1
16	Internal Posting 13320 Metro Parkway Suite 1 Ft. Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Broadcast MIS Director

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 6/13/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
18	Southern Technical College Placement Office 1685 Medical Lane, Suite 200 Ft. Myers, Florida 33907 Phone : 239-939-4766x226 Email : cacevedo@southernotech.edu Christy Acevedo	N	0
19	Station Website (one or more SEU stations) 13320 Metro Parkway Ft. Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0
20	SW Florida Hispanic Chamber of Commerce Career Placement Center 3343 Palm Beach Blvd Ft. Myers, Florida 33916 Phone : 239-418-1441 Email : info@hispanicchamberflorida.org Veronica Culbertson	N	0
21	University of Central Florida Career Resource Center Adm. Building, Room 124 Orlando, Florida 32816 Phone : 407-823-3368 Email : career@mail.ucf.edu Fax : 1-407-823-5909 Genesis Rawls	N	0
22	University of Florida College of Journalism & Communication 1080 Weimer Hall / P.O. Box 118400 Gainesville, Florida 32611 Phone : 352-392-0466 Email : KGraham@jou.ufl.edu Fax : 1-352-845-2484 Katrice Graham	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			3

**WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Broadcast MIS Director**

Position: Broadcast MIS Director

Hire Date: June 13, 2016

This report, generated by BroadcastSource, verifies that WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ used BroadcastSource to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from BroadcastSource

From: contact@broadcastsource.com

Details:

iHeartMedia Stations

Job Summary:

iHeartMedia, Ft. Myers/Port Charlotte has an immediate & rare opening for a Broadcast MIS Director.

Responsibilities:

- Planning/Implementation of Technology, Software, & Infrastructure, supporting our Analog/Digital & Streaming radio stations.
- Duties include Audio & RF Troubleshooting, Maintenance/Repair of Studio & Transmitter equipment including our High-Powered FM & ND AM stations is a plus.
- Candidate will be on 24/7 call, available days, nights, overnights, & weekends; as needed, without advance notice

Qualifications:

- Individual must be able to Troubleshoot, Maintain, & Repair Windows Workstations.
- Experience with RCS NEXGEN is preferred
- Experience with Viero & Salesforce software is also highly desired.
- Able to lift up to 50 lbs
- Able to climb ladders
- Successful candidate will be in alignment with company/departmental goals; fostering an environment that supports Teamwork & a Positive work environment.

Education:

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Broadcast MIS Director

- High School Diploma a must
- Some College or Trade School preferred.

Certifications:

- Valid Driver's License
- Network, Server, & SBE certifications a plus

Location

Fort Myers, FL: 13320 Metro Parkway, Suite 1, 33912

Position Type

Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Fort-Myers-FL/Broadcast-MIS-Director_Req2594

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

*****IMPORTANT*****

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WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Broadcast MIS Director

RS Number	Recruiting Source	Date and Time
1	All Access Music E-mail: jdenver@allaccess.com	Sent: 4/26/2016 4:19:55 PM
2	Bethune Cookman College E-mail: bonnerd@cookman.edu	Sent: 4/26/2016 4:19:52 PM
3	Career Source of SW Florida-Ft Myers E-mail: asoto@careersourcesouthwestflorida.com	Sent: 4/26/2016 4:19:55 PM
4	Career Source Southwest Florida Naples Jobs E-mail: bbarger@careersourcesouthwestflorida.com	Sent: 4/26/2016 4:19:55 PM
6	Florida A&M University E-mail: careercenter@famu.edu	Sent: 4/26/2016 4:19:52 PM
7	Florida Association of Broadcasters E-mail: intern@fab.org	Sent: 4/26/2016 4:19:54 PM
8	Florida Gulf Coast University E-mail: aparke@fgcu.edu	Sent: 4/26/2016 4:19:53 PM
9	Florida Memorial University E-mail: ajackson@fmuniv.edu	Sent: 4/26/2016 4:19:53 PM
10	Florida Southwestern College E-mail: pschollard@fsw.edu	Sent: 4/26/2016 4:19:52 PM
11	Goodwill Job Link Center E-mail: sabreniamorgan@goodwillswfl.org	Sent: 4/26/2016 4:19:55 PM
12	Hispanic Affairs Advisory Board E-mail: IleanitaRamos@gmail.com	Sent: 4/26/2016 4:19:53 PM
18	Southern Technical College E-mail: cacevedo@southerntech.edu	Sent: 4/26/2016 4:19:53 PM
20	SW Florida Hispanic Chamber of Commerce E-mail: info@hispanicchamberflorida.org	Sent: 4/26/2016 4:19:53 PM
21	University of Central Florida E-mail: career@mail.ucf.edu	Sent: 4/26/2016 4:19:54 PM
22	University of Florida E-mail: KGraham@jou.ufl.edu	Sent: 4/26/2016 4:19:55 PM

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Administrative Support

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 9/26/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	All Access Music 28955 Pacific Coast Highway Malibu, California Phone : 310-457-8058 Email : jdenver@allaccess.com Joel Denver	N	0
2	Bethune Cookman College Career Planning 640 Dr. Mary McLeod Bethune Rd Boytona Beach, Florida 32114 Phone : 386-481-2143 Url : www.bethune.cookman.edu Email : bonnerd@cookman.edu Fax : 1-386-481-2139 Davita Bonner	N	0
3	Career Source of SW Florida-Ft Myers 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239-931-8200x1220 Email : mcrawford@careersourcesouthwestflorida.com Martha Crawford	N	0
4	Career Source Southwest Florida Naples Jobs 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239.931.8200 x.1220 Email : bbarger@careersourcesouthwestflorida.com Beth Barger	N	0
5	Employee Referral	N	1
6	Florida A&M University Placement Office P.O. Box 14 Tallahassee, Florida 32073 Phone : 850-599-3496 Email : careercenter@famu.edu Melony Washington	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Administrative Support

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 9/26/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Florida Association of Broadcasters Job Bank 201 S. Monroe Street Tallahassee, Florida 32301 Phone : 850-825-5322 Url : www.fab.org Email : intern@fab.org Lindsay Varn	N	0
8	Florida Gulf Coast University Career Development Services 10501 FGCU Blvd Ft. Myers, Florida 33965 Phone : 239-590-7833 Url : studentservices.fgcu.edu/careers Email : aparke@fgcu.edu Amanda Parke	N	0
9	Florida Memorial University 15800 NW 42nd Avenue Miami, Florida 33054 Phone : 305-626-3600 Email : ajackson@fmuniv.edu Athena Jackson	N	0
10	Florida Southwestern College Career Placement Center P.O. Box 06210 Ft. Myers, Florida 33906 Phone : 941-637-5693 Email : pschollard@fsw.edu Paul Schollard	N	0
11	Goodwill Job Link Center 2325 Tamiami Trail Port Charlotte, Florida 33952 Phone : 941-255-3884 Email : sabreniamorgan@goodwillswfl.org Fax : 1-941-255-3884 Sabrenia Morgan	Y	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Administrative Support

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 9/26/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
12	Hispanic Affairs Advisory Board Dept of Human Resources P.O. Box 398 Ft. Myers, Florida 33902 Phone : 239-595-4658 Email : IleanitaRamos@gmail.com Ileana Ramos	N	0
13	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
14	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	1
15	Indeed 7501 Capital of Texas Hwy Austin, Texas 78731 Phone : 800-462-5842 Url : www.indeed.com Online Source Manual Posting	N	0
16	Internal Posting 13320 Metro Parkway Suite 1 Ft. Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Administrative Support

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 9/26/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
18	Southern Technical College Placement Office 1685 Medical Lane, Suite 200 Ft. Myers, Florida 33907 Phone : 239-939-4766x226 Email : cacevedo@southerntech.edu Christy Acevedo	N	0
19	Station Website (one or more SEU stations) 13320 Metro Parkway Ft. Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0
20	SW Florida Hispanic Chamber of Commerce Career Placement Center 3343 Palm Beach Blvd Ft. Myers, Florida 33916 Phone : 239-418-1441 Email : info@hispanicchamberflorida.org Veronica Culbertson	N	0
21	University of Central Florida Career Resource Center Adm. Building, Room 124 Orlando, Florida 32816 Phone : 407-823-3368 Email : career@mail.ucf.edu Fax : 1-407-823-5909 Genesis Rawls	N	0
22	University of Florida College of Journalism & Communication 1080 Weimer Hall / P.O. Box 118400 Gainesville, Florida 32611 Phone : 352-392-0466 Email : KGraham@jou.ufl.edu Fax : 1-352-845-2484 Katrice Graham	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			2

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Administrative Support

Position: Administrative Support

Hire Date: September 26, 2016

This report, generated by BroadcastSource, verifies that WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ used BroadcastSource to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from BroadcastSource

From: contact@broadcastsource.com

Details:

iHeartMedia Stations

Job Summary:

Provides general administrative and project or process support.

Responsibilities

- Maintains inventory of office supplies, sorts and distributes mail, makes travel arrangements, prepares itineraries, schedules meetings, etc.
- Actively manages managers' daily schedules and calendars.
- Processes expense reports.
- Prepares reports as needed, e.g., for sales, research and data analysis projects.
- Interacts with company personnel at all organizational levels.
- Sets up and breaks down meeting spaces, arranges for WebEx as needed.
- Coordinates activities between departments and/or outside entities.
- May require handling confidential matters.

Qualifications

Competencies/Skills

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Administrative Support

- Proficient in Microsoft Office suite and social networking platforms
- Strong time management skills; adept at setting priorities and managing deadlines
- Ability to plan and organize, manage projects and multi task in a fast-paced environment
- High degree of attention to detail, optimal work standards, and process improvement ability
- Stress tolerance especially with tight deadlines
- Effective collaborator with multiple levels within an organization, in person or over the phone
- Strong interpersonal skills
- Excellent oral and written communication skills; excellent grammar

Work Experience

- 2-3+ years' experience in a fast-paced environment

Education

- Four-year Bachelor's degree preferred

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Port-Charlotte-FL/Administrative-Support_Req4065-1

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

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WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Administrative Support

RS Number	Recruiting Source	Date and Time
1	All Access Music E-mail: jdenver@allaccess.com	Sent: 9/6/2016 10:36:17 AM
2	Bethune Cookman College E-mail: bonnerd@cookman.edu	Sent: 9/6/2016 10:36:12 AM
3	Career Source of SW Florida-Ft Myers E-mail: mcrawford@careersourcesouthwestflorida.com	Sent: 9/6/2016 10:36:19 AM
4	Career Source Southwest Florida Naples Jobs E-mail: bbarger@careersourcesouthwestflorida.com	Sent: 9/6/2016 10:36:18 AM
6	Florida A&M University E-mail: careercenter@famu.edu	Sent: 9/6/2016 10:36:12 AM
7	Florida Association of Broadcasters E-mail: intern@fab.org	Sent: 9/6/2016 10:36:15 AM
8	Florida Gulf Coast University E-mail: aparke@fgcu.edu	Sent: 9/6/2016 10:36:13 AM
9	Florida Memorial University E-mail: ajackson@fmuniv.edu	Sent: 9/6/2016 10:36:13 AM
10	Florida Southwestern College E-mail: pschollard@fsw.edu	Sent: 9/6/2016 10:36:11 AM
11	Goodwill Job Link Center E-mail: sabreniamorgan@goodwillswfl.org	Sent: 9/6/2016 10:36:17 AM
12	Hispanic Affairs Advisory Board E-mail: IleanitaRamos@gmail.com	Sent: 9/6/2016 10:36:14 AM
18	Southern Technical College E-mail: cacevedo@southerntech.edu	Sent: 9/6/2016 10:36:14 AM
20	SW Florida Hispanic Chamber of Commerce E-mail: info@hispanicchamberflorida.org	Sent: 9/6/2016 10:36:15 AM
21	University of Central Florida E-mail: career@mail.ucf.edu	Sent: 9/6/2016 10:36:16 AM
22	University of Florida E-mail: KGraham@jou.ufl.edu	Sent: 9/6/2016 10:36:16 AM

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 10/3/2016

Recruitment source referring hiree: Indeed

Date of hire: 10/17/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	All Access Music 28955 Pacific Coast Highway Malibu, California Phone : 310-457-8058 Email : jdenver@allaccess.com Joel Denver	N	0
2	Bethune Cookman College Career Planning 640 Dr. Mary McLeod Bethune Rd Boytona Beach, Florida 32114 Phone : 386-481-2143 Url : www.bethune.cookman.edu Email : bonnerd@cookman.edu Fax : 1-386-481-2139 Davita Bonner	N	0
3	Career Source of SW Florida-Ft Myers 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239-931-8200x1220 Email : mcrawford@careersourcesouthwestflorida.com Martha Crawford	N	0
4	Career Source Southwest Florida Naples Jobs 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239.931.8200 x.1220 Email : bbarger@careersourcesouthwestflorida.com Beth Barger	N	0
7	Employee Referral	N	1
8	Florida A&M University Placement Office P.O. Box 14 Tallahassee, Florida 32073 Phone : 850-599-3496 Email : careercenter@famu.edu Melony Washington	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 10/3/2016

Recruitment source referring hiree: Indeed

Date of hire: 10/17/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
9	Florida Association of Broadcasters Job Bank 201 S. Monroe Street Tallahassee, Florida 32301 Phone : 850-825-5322 Url : www.fab.org Email : intern@fab.org Lindsay Varn	N	0
10	Florida Gulf Coast University Career Development Services 10501 FGCU Blvd Ft. Myers, Florida 33965 Phone : 239-590-7833 Url : studentservices.fgcu.edu/careers Email : aparke@fgcu.edu Amanda Parke	N	0
11	Florida Memorial University 15800 NW 42nd Avenue Miami, Florida 33054 Phone : 305-626-3600 Email : ajackson@fmuniv.edu Athena Jackson	N	0
12	Florida Southwestern College Career Placement Center P.O. Box 06210 Ft. Myers, Florida 33906 Phone : 941-637-5693 Email : pschollard@fsw.edu Paul Schollard	N	0
13	Goodwill Job Link Center 2325 Tamiami Trail Port Charlotte, Florida 33952 Phone : 941-255-3884 Email : sabreniamorgan@goodwillswfl.org Fax : 1-941-255-3884 Sabrenia Morgan	Y	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 10/3/2016

Recruitment source referring hiree: Indeed

Date of hire: 10/17/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
14	Hispanic Affairs Advisory Board Dept of Human Resources P.O. Box 398 Ft. Myers, Florida 33902 Phone : 239-595-4658 Email : IleanitaRamos@gmail.com Ileana Ramos	N	0
15	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
16	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
17	Indeed 7501 Capital of Texas Hwy Austin, Texas 78731 Phone : 800-462-5842 Url : www.indeed.com Online Source Manual Posting	N	2
18	Internal Posting 13320 Metro Parkway Suite 1 Ft. Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 10/3/2016

Recruitment source referring hiree: Indeed

Date of hire: 10/17/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
21	Southern Technical College Placement Office 1685 Medical Lane, Suite 200 Ft. Myers, Florida 33907 Phone : 239-939-4766x226 Email : cacevedo@southerntech.edu Christy Acevedo	N	0
22	Station Website (one or more SEU stations) 13320 Metro Parkway Ft. Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0
23	SW Florida Hispanic Chamber of Commerce Career Placement Center 3343 Palm Beach Blvd Ft. Myers, Florida 33916 Phone : 239-418-1441 Email : info@hispanicchamberflorida.org Veronica Culbertson	N	0
25	University of Central Florida Career Resource Center Adm. Building, Room 124 Orlando, Florida 32816 Phone : 407-823-3368 Email : career@mail.ucf.edu Fax : 1-407-823-5909 Genesis Rawls	N	0
26	University of Florida College of Journalism & Communication 1080 Weimer Hall / P.O. Box 118400 Gainesville, Florida 32611 Phone : 352-392-0466 Email : KGraham@jou.ufl.edu Fax : 1-352-845-2484 Katrice Graham	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			3

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Outside Account Executive

Position: Outside Account Executive

Hire Date: October 3, 2016

This report, generated by BroadcastSource, verifies that WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ used BroadcastSource to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from BroadcastSource

From: contact@broadcastsource.com

Details:

iHeartMedia Stations

Job Summary:

Identifies and develops new business opportunities; keeps and grows existing client relationships; offers solutions that help clients achieve their business goals; closes business; meets set sales target.

Responsibilities

- Identifies and solicits new business; builds and maintains a full pipeline of sales prospects.
- Services and grows relationships in existing base of clients.
- Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.
- Delivers effective sales presentations.
- Steers clients based on market, platform and station information.
- Maintains client communication and ensures client satisfaction.
- Monitors competition to continually find new account leads.
- Negotiates rates based on iHeartMedia's budgets.
- Works collaboratively with internal partners to drive revenue.

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Outside Account Executive

- Ensures prompt payments.
- Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.
- Creates effective marketing campaigns in cooperation with iHeartMedia resources.
- Generates revenue and meets/exceeds established sales targets.
- Candidate must drive their own vehicle with a valid driver's license and state-mandated auto insurance

Qualifications

- Proficient in Microsoft Office suite and social networking platforms
- Adept at prospecting and using effective consultative selling principles and practices
- Strong client service relationship -building skills
- Ability to plan and organize, set priorities and multi task in a fast-paced environment
- Negotiation and closing proficiency
- Persuasive communication skills: verbal, written and presentation
- Independent; self-motivated; competitive; assertive
- Strong problem-solving and analytical skills
- Understanding of market dynamics including demographics
- Stress tolerance especially with tight deadlines and financial pressures
- Flexibility and creativity
- Professional appearance
- Strong interpersonal skills

Work Experience

- 2+ years in media/advertising sales is preferred, but not required

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Outside Account Executive

- Salesforce experience is a plus

Education

- High school diploma, college degree preferred

Certifications

- None required

Location

Fort Myers, FL: 13320 Metro Parkway, Suite 1, 33912

Position Type

Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Fort-Myers-FL/Outside-Account-Executive_Req3949-1

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

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WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Outside Account Executive

RS Number	Recruiting Source	Date and Time
1	All Access Music E-mail: jdenver@allaccess.com	Sent: 8/25/2016 10:28:44 AM
2	Bethune Cookman College E-mail: bonnerd@cookman.edu	Sent: 8/25/2016 10:28:39 AM
3	Career Source of SW Florida-Ft Myers E-mail: mcrawford@careersourcesouthwestflorida.com	Sent: 8/25/2016 10:28:45 AM
4	Career Source Southwest Florida Naples Jobs E-mail: bbarger@careersourcesouthwestflorida.com	Sent: 8/25/2016 10:28:45 AM
6	Florida A&M University E-mail: careercenter@famu.edu	Sent: 8/25/2016 10:28:39 AM
7	Florida Association of Broadcasters E-mail: intern@fab.org	Sent: 8/25/2016 10:28:42 AM
8	Florida Gulf Coast University E-mail: aparke@fgcu.edu	Sent: 8/25/2016 10:28:40 AM
9	Florida Memorial University E-mail: ajackson@fmuniv.edu	Sent: 8/25/2016 10:28:40 AM
10	Florida Southwestern College E-mail: pschollard@fsw.edu	Sent: 8/25/2016 10:28:38 AM
11	Goodwill Job Link Center E-mail: sabreniamorgan@goodwillswfl.org	Sent: 8/25/2016 10:28:44 AM
11	Goodwill Job Link Center E-mail: sabreniamorgan@goodwillswfl.org	Sent: 9/24/2016 3:25:07 PM
12	Hispanic Affairs Advisory Board E-mail: IleanitaRamos@gmail.com	Sent: 8/25/2016 10:28:41 AM
18	Southern Technical College E-mail: cacevedo@southerntech.edu	Sent: 8/25/2016 10:28:41 AM
20	SW Florida Hispanic Chamber of Commerce E-mail: info@hispanicchamberflorida.org	Sent: 8/25/2016 10:28:42 AM
21	University of Central Florida E-mail: career@mail.ucf.edu	Sent: 8/25/2016 10:28:43 AM
22	University of Florida E-mail: KGraham@jou.ufl.edu	Sent: 8/25/2016 10:28:43 AM

**WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Outside Account Executive**

Position: Outside Account Executive

Hire Date: October 17, 2016

This report, generated by BroadcastSource, verifies that WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ used BroadcastSource to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from BroadcastSource

From: contact@broadcastsource.com

Details:

iHeartMedia Stations

Job Summary:

Identifies and develops new business opportunities; keeps and grows existing client relationships; offers solutions that help clients achieve their business goals; closes business; meets set sales target.

Responsibilities

- Identifies and solicits new business; builds and maintains a full pipeline of sales prospects.
- Services and grows relationships in existing base of clients.
- Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.
- Delivers effective sales presentations.
- Steers clients based on market, platform and station information.
- Maintains client communication and ensures client satisfaction.
- Monitors competition to continually find new account leads.
- Negotiates rates based on iHeartMedia's budgets.
- Works collaboratively with internal partners to drive revenue.

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Outside Account Executive

- Ensures prompt payments.
- Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.
- Creates effective marketing campaigns in cooperation with iHeartMedia resources.
- Generates revenue and meets/exceeds established sales targets.
- Candidate must drive their own vehicle with a valid driver's license and state-mandated auto insurance

Qualifications

- Proficient in Microsoft Office suite and social networking platforms
- Adept at prospecting and using effective consultative selling principles and practices
- Strong client service relationship -building skills
- Ability to plan and organize, set priorities and multi task in a fast-paced environment
- Negotiation and closing proficiency
- Persuasive communication skills: verbal, written and presentation
- Independent; self-motivated; competitive; assertive
- Strong problem-solving and analytical skills
- Understanding of market dynamics including demographics
- Stress tolerance especially with tight deadlines and financial pressures
- Flexibility and creativity
- Professional appearance
- Strong interpersonal skills

Work Experience

- 2+ years in media/advertising sales is preferred, but not required

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Outside Account Executive

- Salesforce experience is a plus

Education

- High school diploma, college degree preferred

Certifications

- None required

Location

Fort Myers, FL: 13320 Metro Parkway, Suite 1, 33912

Position Type

Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Fort-Myers-FL/Outside-Account-Executive_Req3949-1

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

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WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Outside Account Executive

RS Number	Recruiting Source	Date and Time
1	All Access Music E-mail: jdenver@allaccess.com	Sent: 8/25/2016 10:28:44 AM
2	Bethune Cookman College E-mail: bonnerd@cookman.edu	Sent: 8/25/2016 10:28:39 AM
3	Career Source of SW Florida-Ft Myers E-mail: mcrawford@careersourcesouthwestflorida.com	Sent: 8/25/2016 10:28:45 AM
4	Career Source Southwest Florida Naples Jobs E-mail: bbarger@careersourcesouthwestflorida.com	Sent: 8/25/2016 10:28:45 AM
6	Florida A&M University E-mail: careercenter@famu.edu	Sent: 8/25/2016 10:28:39 AM
7	Florida Association of Broadcasters E-mail: intern@fab.org	Sent: 8/25/2016 10:28:42 AM
8	Florida Gulf Coast University E-mail: aparke@fgcu.edu	Sent: 8/25/2016 10:28:40 AM
9	Florida Memorial University E-mail: ajackson@fmuniv.edu	Sent: 8/25/2016 10:28:40 AM
10	Florida Southwestern College E-mail: pschollard@fsw.edu	Sent: 8/25/2016 10:28:38 AM
11	Goodwill Job Link Center E-mail: sabreniamorgan@goodwillswfl.org	Sent: 8/25/2016 10:28:44 AM
11	Goodwill Job Link Center E-mail: sabreniamorgan@goodwillswfl.org	Sent: 9/24/2016 3:25:07 PM
12	Hispanic Affairs Advisory Board E-mail: IleanitaRamos@gmail.com	Sent: 8/25/2016 10:28:41 AM
18	Southern Technical College E-mail: cacevedo@southerntech.edu	Sent: 8/25/2016 10:28:41 AM
20	SW Florida Hispanic Chamber of Commerce E-mail: info@hispanicchamberflorida.org	Sent: 8/25/2016 10:28:42 AM
21	University of Central Florida E-mail: career@mail.ucf.edu	Sent: 8/25/2016 10:28:43 AM
22	University of Florida E-mail: KGraham@jou.ufl.edu	Sent: 8/25/2016 10:28:43 AM

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Administrative Support

Recruitment source referring hiree: Employee Referral

Date of hire: 10/24/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	All Access Music 28955 Pacific Coast Highway Malibu, California Phone : 310-457-8058 Email : jdenver@allaccess.com Joel Denver	N	0
2	Bethune Cookman College Career Planning 640 Dr. Mary McLeod Bethune Rd Boytona Beach, Florida 32114 Phone : 386-481-2143 Url : www.bethune.cookman.edu Email : bonnerd@cookman.edu Fax : 1-386-481-2139 Davita Bonner	N	0
3	Career Source of SW Florida-Ft Myers 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239-931-8200x1220 Email : mcrawford@careersourcesouthwestflorida.com Martha Crawford	N	0
4	Career Source Southwest Florida Naples Jobs 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239.931.8200 x.1220 Email : bbarger@careersourcesouthwestflorida.com Beth Barger	N	0
7	Employee Referral	N	1
8	Florida A&M University Placement Office P.O. Box 14 Tallahassee, Florida 32073 Phone : 850-599-3496 Email : careercenter@famu.edu Melony Washington	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Administrative Support

Recruitment source referring hiree: Employee Referral

Date of hire: 10/24/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
9	Florida Association of Broadcasters Job Bank 201 S. Monroe Street Tallahassee, Florida 32301 Phone : 850-825-5322 Url : www.fab.org Email : intern@fab.org Lindsay Varn	N	0
10	Florida Gulf Coast University Career Development Services 10501 FGCU Blvd Ft. Myers, Florida 33965 Phone : 239-590-7833 Url : studentservices.fgcu.edu/careers Email : aparke@fgcu.edu Amanda Parke	N	0
11	Florida Memorial University 15800 NW 42nd Avenue Miami, Florida 33054 Phone : 305-626-3600 Email : ajackson@fmuniv.edu Athena Jackson	N	0
12	Florida Southwestern College Career Placement Center P.O. Box 06210 Ft. Myers, Florida 33906 Phone : 941-637-5693 Email : pschollard@fsw.edu Paul Schollard	N	0
13	Goodwill Job Link Center 2325 Tamiami Trail Port Charlotte, Florida 33952 Phone : 941-255-3884 Email : sabreniamorgan@goodwillswfl.org Fax : 1-941-255-3884 Sabrenia Morgan	Y	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Administrative Support

Recruitment source referring hiree: Employee Referral

Date of hire: 10/24/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
14	Hispanic Affairs Advisory Board Dept of Human Resources P.O. Box 398 Ft. Myers, Florida 33902 Phone : 239-595-4658 Email : IleanitaRamos@gmail.com Ileana Ramos	N	0
15	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
16	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
17	Indeed 7501 Capital of Texas Hwy Austin, Texas 78731 Phone : 800-462-5842 Url : www.indeed.com Online Source Manual Posting	N	0
18	Internal Posting 13320 Metro Parkway Suite 1 Ft. Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Administrative Support

Recruitment source referring hiree: Employee Referral

Date of hire: 10/24/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
21	Southern Technical College Placement Office 1685 Medical Lane, Suite 200 Ft. Myers, Florida 33907 Phone : 239-939-4766x226 Email : cacevedo@southerntech.edu Christy Acevedo	N	0
22	Station Website (one or more SEU stations) 13320 Metro Parkway Ft. Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0
23	SW Florida Hispanic Chamber of Commerce Career Placement Center 3343 Palm Beach Blvd Ft. Myers, Florida 33916 Phone : 239-418-1441 Email : info@hispanicchamberflorida.org Veronica Culbertson	N	0
25	University of Central Florida Career Resource Center Adm. Building, Room 124 Orlando, Florida 32816 Phone : 407-823-3368 Email : career@mail.ucf.edu Fax : 1-407-823-5909 Genesis Rawls	N	0
26	University of Florida College of Journalism & Communication 1080 Weimer Hall / P.O. Box 118400 Gainesville, Florida 32611 Phone : 352-392-0466 Email : KGraham@jou.ufl.edu Fax : 1-352-845-2484 Katrice Graham	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Administrative Support

Position: Administrative Support

Hire Date: October 24, 2016

This report, generated by Broadcast1Source, verifies that WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

iHeartMedia Stations

Job Summary:

Provides general administrative and project or process support.

Responsibilities

- Maintains inventory of office supplies, sorts and distributes mail, makes travel arrangements, prepares itineraries, schedules meetings, etc.
- Actively manages managers' daily schedules and calendars.
- Processes expense reports.
- Prepares reports as needed, e.g., for sales, research and data analysis projects.
- Interacts with company personnel at all organizational levels.
- Sets up and breaks down meeting spaces, arranges for WebEx as needed.
- Coordinates activities between departments and/or outside entities.
- May require handling confidential matters.

Qualifications

Competencies/Skills

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Administrative Support

- Proficient in Microsoft Office suite and social networking platforms
- Strong time management skills; adept at setting priorities and managing deadlines
- Ability to plan and organize, manage projects and multi task in a fast-paced environment
- High degree of attention to detail, optimal work standards, and process improvement ability
- Stress tolerance especially with tight deadlines
- Effective collaborator with multiple levels within an organization, in person or over the phone
- Strong interpersonal skills
- Excellent oral and written communication skills; excellent grammar

Work Experience

- 2-3+ years' experience in a fast-paced environment

Education

- Four-year Bachelor's degree preferred

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Fort-Myers-FL/Administrative-Support_Req4383-1

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

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**WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Administrative Support**

RS Number	Recruiting Source	Date and Time
1	All Access Music E-mail: jdenver@allaccess.com	Sent: 10/5/2016 6:04:29 PM
2	Bethune Cookman College E-mail: bonnerd@cookman.edu	Sent: 10/5/2016 6:04:26 PM
3	Career Source of SW Florida-Ft Myers E-mail: mcrawford@careersourcesouthwestflorida.com	Sent: 10/5/2016 6:04:30 PM
4	Career Source Southwest Florida Naples Jobs E-mail: bbarger@careersourcesouthwestflorida.com	Sent: 10/5/2016 6:04:30 PM
6	Florida A&M University E-mail: careercenter@famu.edu	Sent: 10/5/2016 6:04:27 PM
7	Florida Association of Broadcasters E-mail: intern@fab.org	Sent: 10/5/2016 6:04:28 PM
8	Florida Gulf Coast University E-mail: aparke@fgcu.edu	Sent: 10/5/2016 6:04:27 PM
9	Florida Memorial University E-mail: ajackson@fmuniv.edu	Sent: 10/5/2016 6:04:27 PM
10	Florida Southwestern College E-mail: pschollard@fsw.edu	Sent: 10/5/2016 6:04:26 PM
11	Goodwill Job Link Center E-mail: sabreniamorgan@goodwillswfl.org	Sent: 10/5/2016 6:04:29 PM
12	Hispanic Affairs Advisory Board E-mail: IleanitaRamos@gmail.com	Sent: 10/5/2016 6:04:27 PM
18	Southern Technical College E-mail: cacevedo@southerntech.edu	Sent: 10/5/2016 6:04:28 PM
20	SW Florida Hispanic Chamber of Commerce E-mail: info@hispanicchamberflorida.org	Sent: 10/5/2016 6:04:28 PM
21	University of Central Florida E-mail: career@mail.ucf.edu	Sent: 10/5/2016 6:04:28 PM
22	University of Florida E-mail: KGraham@jou.ufl.edu	Sent: 10/5/2016 6:04:29 PM

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Outside Sales

Recruitment source referring hiree: Non-Employee Referral

Date of hire: 11/7/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
15	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
16	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
17	Indeed 7501 Capital of Texas Hwy Austin, Texas 78731 Phone : 800-462-5842 Url : www.indeed.com Online Source Manual Posting	N	0
18	Internal Posting 13320 Metro Parkway Suite 1 Ft. Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0
19	Non-Employee Referral	N	1
22	Station Website (one or more SEU stations) 13320 Metro Parkway Ft. Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

Due to oversight, the SEU inadvertently omitted certain sources, including one entitled, from this recruitment.

Where

Port Charlotte, FL

city, state, country

[Home](#) [View All Jobs \(551\)](#)**What**

job title, keywords

Outside Sales in Port Charlotte, Florida**Job Summary:**

Identifies and develops new business opportunities; keeps and grows existing client relationships; offers solutions that help clients achieve their business goals; closes business; meets set sales targets.

Responsibilities:

- Identifies and solicits new business through prospecting and cold calling, builds and maintains a full pipeline of sales prospects.
- Services and grows relationships in existing client base.
- Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.
- Delivers creative and effective sales presentations.
- Steers clients based on market, platform and station information.
- Maintains client communication and ensures client satisfaction.
- Monitors competition to continually find new account leads.
- Negotiates rates based on iHeartMedia's budgets.
- Works collaboratively with internal partners to drive revenue.
- Ensures prompt payments.
- Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.
- Creates effective marketing campaigns in cooperation with iHeartMedia resources.
- Generates revenue and meets/exceeds established sales targets.

Qualifications:

- Proficient in Microsoft Office suite and social networking platforms
- Adept at prospecting and using effective consultative selling principles and practices
- Strong client service relationship-building skills
- Ability to plan and organize, set priorities and multi task in a fast-paced environment
- Negotiation and closing proficiency
- Persuasive communication skills: verbal, written and presentation
- Independent; self-motivated; competitive; assertive
- Strong problem-solving and analytical skills
- Understanding of market dynamics including demographics
- Stress tolerance especially with tight deadlines and financial pressures
- Flexibility and creativity
- Professional appearance
- Strong interpersonal skills

[Apply Now](#)[Share](#)**Current Search Criteria**

[Outside Sales](#)
[Port Charlotte](#)
[Florida](#)
[Clear All](#)

Work Experience:

- 1-2 years'sales experience
- Experience in Media/Advertising Sales with proven success is preferable
- SalesForce experience is a plus

Education:

- 4-year college degree, preferably in a related field

Certifications:

- None required

Location: Port Charlotte, FL: 24100 Tiseo Blvd, Suite 10, 33980

Position Type: Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

Our organization participates in E-Verify. [Click here to learn about E-Verify.](#)

Current employees [click here to apply and search by the Job Posting Title.](#)

iHeartMedia, Inc. is one of the leading global media and entertainment companies specializing in radio, digital, outdoor, mobile, live events, and on-demand entertainment and information services across the nation and providing premier opportunities for advertisers.

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[Social Media](#)

[Press](#) | [Diversity](#) | [Other Business](#) | [Terms of Use](#) | [Privacy Statement](#)

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WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Administrative Support

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 11/16/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	All Access Music 28955 Pacific Coast Highway Malibu, California Phone : 310-457-8058 Email : jdenver@allaccess.com Joel Denver	N	0
2	Bethune Cookman College Career Planning 640 Dr. Mary McLeod Bethune Rd Boytona Beach, Florida 32114 Phone : 386-481-2143 Url : www.bethune.cookman.edu Email : bonnerd@cookman.edu Fax : 1-386-481-2139 Davita Bonner	N	0
3	Career Source of SW Florida-Ft Myers 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239-931-8200x1220 Email : mcrawford@careersourcesouthwestflorida.com Martha Crawford	N	0
4	Career Source Southwest Florida Naples Jobs 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239.931.8200 x.1220 Email : bbarger@careersourcesouthwestflorida.com Beth Barger	N	0
8	Florida A&M University Placement Office P.O. Box 14 Tallahassee, Florida 32073 Phone : 850-599-3496 Email : careercenter@famuedu Melony Washington	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Administrative Support

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 11/16/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
9	Florida Association of Broadcasters Job Bank 201 S. Monroe Street Tallahassee, Florida 32301 Phone : 850-825-5322 Url : www.fab.org Email : intern@fab.org Lindsay Varn	N	0
10	Florida Gulf Coast University Career Development Services 10501 FGCU Blvd Ft. Myers, Florida 33965 Phone : 239-590-7833 Url : studentservices.fgcu.edu/careers Email : aparke@fgcu.edu Amanda Parke	N	0
11	Florida Memorial University 15800 NW 42nd Avenue Miami, Florida 33054 Phone : 305-626-3600 Email : ajackson@fmuniv.edu Athena Jackson	N	0
12	Florida Southwestern College Career Placement Center P.O. Box 06210 Ft. Myers, Florida 33906 Phone : 941-637-5693 Email : pschollard@fsw.edu Paul Schollard	N	0
13	Goodwill Job Link Center 2325 Tamiami Trail Port Charlotte, Florida 33952 Phone : 941-255-3884 Email : sabreniamorgan@goodwillswfl.org Fax : 1-941-255-3884 Sabrenia Morgan	Y	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Administrative Support

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 11/16/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
14	Hispanic Affairs Advisory Board Dept of Human Resources P.O. Box 398 Ft. Myers, Florida 33902 Phone : 239-595-4658 Email : IleanitaRamos@gmail.com Ileana Ramos	N	0
15	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
16	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	1
17	Indeed 7501 Capital of Texas Hwy Austin, Texas 78731 Phone : 800-462-5842 Url : www.indeed.com Online Source Manual Posting	N	0
18	Internal Posting 13320 Metro Parkway Suite 1 Ft. Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Administrative Support

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 11/16/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
21	Southern Technical College Placement Office 1685 Medical Lane, Suite 200 Ft. Myers, Florida 33907 Phone : 239-939-4766x226 Email : cacevedo@southerntech.edu Christy Acevedo	N	0
22	Station Website (one or more SEU stations) 13320 Metro Parkway Ft. Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0
23	SW Florida Hispanic Chamber of Commerce Career Placement Center 3343 Palm Beach Blvd Ft. Myers, Florida 33916 Phone : 239-418-1441 Email : info@hispanicchamberflorida.org Veronica Culbertson	N	0
25	University of Central Florida Career Resource Center Adm. Building, Room 124 Orlando, Florida 32816 Phone : 407-823-3368 Email : career@mail.ucf.edu Fax : 1-407-823-5909 Genesis Rawls	N	0
26	University of Florida College of Journalism & Communication 1080 Weimer Hall / P.O. Box 118400 Gainesville, Florida 32611 Phone : 352-392-0466 Email : KGraham@jou.ufl.edu Fax : 1-352-845-2484 Katrice Graham	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

**WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Administrative Support**

Position: Administrative Support

Hire Date: November 16, 2016

This report, generated by Broadcast1Source, verifies that WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

iHeartMedia Stations

Job Summary:

Provides general administrative and project or process support.

Responsibilities

- Maintains inventory of office supplies, sorts and distributes mail, makes travel arrangements, prepares itineraries, schedules meetings, etc.
- Actively manages managers' daily schedules and calendars.
- Processes expense reports.
- Prepares reports as needed, e.g., for sales, research and data analysis projects.
- Interacts with company personnel at all organizational levels.
- Sets up and breaks down meeting spaces, arranges for WebEx as needed.
- Coordinates activities between departments and/or outside entities.
- May require handling confidential matters.

Qualifications

Competencies/Skills

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Administrative Support

- Proficient in Microsoft Office suite and social networking platforms
- Strong time management skills; adept at setting priorities and managing deadlines
- Ability to plan and organize, manage projects and multi task in a fast-paced environment
- High degree of attention to detail, optimal work standards, and process improvement ability
- Stress tolerance especially with tight deadlines
- Effective collaborator with multiple levels within an organization, in person or over the phone
- Strong interpersonal skills
- Excellent oral and written communication skills; excellent grammar

Work Experience

- 2-3+ years' experience in a fast-paced environment

Education

- Four-year Bachelor's degree preferred

Certifications

- None required

Location

Fort Myers, FL: 13320 Metro Parkway, Suite 1, 33912

Position Type

Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

**WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Administrative Support**

Our organization participates in E-Verify. Click [here](#) to learn about E-Verify.

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Fort-Myers-FL/Administrative-Support_Req4610-1

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

*****IMPORTANT*****

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**WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Administrative Support**

RS Number	Recruiting Source	Date and Time
1	All Access Music E-mail: jdenver@allaccess.com	Sent: 10/25/2016 7:37:16 PM
2	Bethune Cookman College E-mail: bonnerd@cookman.edu	Sent: 10/25/2016 7:37:11 PM
3	Career Source of SW Florida-Ft Myers E-mail: mcrawford@careersourcesouthwestflorida.com	Sent: 10/25/2016 7:37:18 PM
4	Career Source Southwest Florida Naples Jobs E-mail: bbarger@careersourcesouthwestflorida.com	Sent: 10/25/2016 7:37:17 PM
6	Florida A&M University E-mail: careercenter@famu.edu	Sent: 10/25/2016 7:37:11 PM
7	Florida Association of Broadcasters E-mail: intern@fab.org	Sent: 10/25/2016 7:37:14 PM
8	Florida Gulf Coast University E-mail: aparke@fgcu.edu	Sent: 10/25/2016 7:37:12 PM
9	Florida Memorial University E-mail: ajackson@fmuniv.edu	Sent: 10/25/2016 7:37:12 PM
10	Florida Southwestern College E-mail: pschollard@fsw.edu	Sent: 10/25/2016 7:37:11 PM
11	Goodwill Job Link Center E-mail: sabreniamorgan@goodwillswfl.org	Sent: 10/25/2016 7:37:16 PM
12	Hispanic Affairs Advisory Board E-mail: IleanitaRamos@gmail.com	Sent: 10/25/2016 7:37:12 PM
18	Southern Technical College E-mail: cacevedo@southerntech.edu	Sent: 10/25/2016 7:37:13 PM
20	SW Florida Hispanic Chamber of Commerce E-mail: info@hispanicchamberflorida.org	Sent: 10/25/2016 7:37:13 PM
21	University of Central Florida E-mail: career@mail.ucf.edu	Sent: 10/25/2016 7:37:14 PM
22	University of Florida E-mail: KGraham@jou.ufl.edu	Sent: 10/25/2016 7:37:15 PM

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Outside Account Executive - Naples, FL

Recruitment source referring hire: Current Employee - Transfer/Promotion
Date of hire: 1/9/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	All Access Music 28955 Pacific Coast Highway Malibu, California Phone : 310-457-8058 Email : jdenver@allaccess.com Joel Denver	N	0
2	Bethune Cookman College Career Planning 640 Dr. Mary McLeod Bethune Rd Boytona Beach, Florida 32114 Phone : 386-481-2143 Url : www.bethune.cookman.edu Email : bonnerd@cookman.edu Fax : 1-386-481-2139 Davita Bonner	N	0
3	Career Source of SW Florida-Ft Myers 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239-931-8200x1220 Email : mcrawford@careersourcesouthwestflorida.com Martha Crawford	N	0
4	Career Source Southwest Florida Naples Jobs 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239.931.8200 x.1220 Email : bbarger@careersourcesouthwestflorida.com Beth Barger	N	0
6	Current Employee - Transfer/Promotion	N	1
8	Florida A&M University Placement Office P.O. Box 14 Tallahassee, Florida 32073 Phone : 850-599-3496 Email : careercenter@fam.u.edu Melony Washington	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Outside Account Executive - Naples, FL

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 1/9/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
9	Florida Association of Broadcasters Job Bank 201 S. Monroe Street Tallahassee, Florida 32301 Phone : 850-825-5322 Url : www.fab.org Email : intern@fab.org Lindsay Varn	N	0
10	Florida Gulf Coast University Career Development Services 10501 FGCU Blvd Ft. Myers, Florida 33965 Phone : 239-590-7833 Url : studentservices.fgcu.edu/careers Email : aparke@fgcu.edu Amanda Parke	N	0
11	Florida Memorial University 15800 NW 42nd Avenue Miami, Florida 33054 Phone : 305-626-3600 Email : ajackson@fmuniv.edu Athena Jackson	N	0
12	Florida Southwestern College Career Placement Center P.O. Box 06210 Ft. Myers, Florida 33906 Phone : 941-637-5693 Email : pschollard@fsw.edu Paul Schollard	N	0
13	Goodwill Job Link Center 2325 Tamiami Trail Port Charlotte, Florida 33952 Phone : 941-255-3884 Email : sabreniamorgan@goodwillswfl.org Fax : 1-941-255-3884 Sabrenia Morgan	Y	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Outside Account Executive - Naples, FL

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 1/9/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
14	Hispanic Affairs Advisory Board Dept of Human Resources P.O. Box 398 Ft. Myers, Florida 33902 Phone : 239-595-4658 Email : ileanitaRamos@gmail.com Ileana Ramos	N	0
15	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
16	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
17	Indeed 7501 Capital of Texas Hwy Austin, Texas 78731 Phone : 800-462-5842 Url : www.indeed.com Online Source Manual Posting	N	0
18	Internal Posting 13320 Metro Parkway Suite 1 Ft. Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Outside Account Executive - Naples, FL

**Recruitment source referring hiree: Current Employee - Transfer/Promotion
Date of hire: 1/9/2017**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
21	Southern Technical College Placement Office 1685 Medical Lane, Suite 200 Ft. Myers, Florida 33907 Phone : 239-939-4766x226 Email : cacevedo@southerntech.edu Christy Acevedo	N	0
22	Station Website (one or more SEU stations) 13320 Metro Parkway Ft. Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0
23	SW Florida Hispanic Chamber of Commerce Career Placement Center 3343 Palm Beach Blvd Ft. Myers, Florida 33916 Phone : 239-418-1441 Email : info@hispanicchamberflorida.org Veronica Culbertson	N	0
25	University of Central Florida Career Resource Center Adm. Building, Room 124 Orlando, Florida 32816 Phone : 407-823-3368 Email : career@mail.ucf.edu Fax : 1-407-823-5909 Genesis Rawls	N	0
26	University of Florida College of Journalism & Communication 1080 Weimer Hall / P.O. Box 118400 Gainesville, Florida 32611 Phone : 352-392-0466 Email : KGraham@jou.ufl.edu Fax : 1-352-845-2484 Katrice Graham	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Outside Account Executive - Naples, FL

Position: Outside Account Executive - Naples, FL

Hire Date: January 9, 2017

This report, generated by Broadcast1Source, verifies that WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

iHeartMedia Stations

Job Summary:

Working primarily out of our Naples Location @ 1415 Panther Ln., Naples, FL 34109 Identifies and develops new business opportunities; keeps and grows existing client relationships; offers solutions that help clients achieve their business goals; closes business; meets set sales target.

Responsibilities

Working primarily out of our Naples Location @ 1415 Panther Ln., Naples, FL 34109

- Identifies and solicits new business; builds and maintains a full pipeline of sales prospects.
- Services and grows relationships in existing base of clients.
- Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.
- Delivers effective sales presentations.
- Steers clients based on market, platform and station information.
- Maintains client communication and ensures client satisfaction.
- Monitors competition to continually find new account leads.
- Negotiates rates based on iHeartMedia's budgets.

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Fax and E-mail verification summary report for Outside Account Executive - Naples, FL

- Works collaboratively with internal partners to drive revenue.
- Ensures prompt payments.
- Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.
- Creates effective marketing campaigns in cooperation with iHeartMedia resources.
- Generates revenue and meets/exceeds established sales targets.
- Candidate must drive their own vehicle with a valid driver's license and state-mandated auto insurance

Qualifications

- Proficient in Microsoft Office suite and social networking platforms
- Adept at prospecting and using effective consultative selling principles and practices
- Strong client service relationship -building skills
- Ability to plan and organize, set priorities and multi task in a fast-paced environment
- Negotiation and closing proficiency
- Persuasive communication skills: verbal, written and presentation
- Independent; self-motivated; competitive; assertive
- Strong problem -solving and analytical skills
- Understanding of market dynamics including demographics
- Stress tolerance especially with tight deadlines and financial pressures
- Flexibility and creativity
- Professional appearance
- Strong interpersonal skills

Work Experience

- 2+ years in media/advertising sales is preferred, but not required
- Salesforce experience is a plus

Education

- High school diploma, college degree preferred

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Outside Account Executive - Naples, FL

Certifications

- None required

Location

Fort Myers, FL: 13320 Metro Parkway, Suite 1, 33912

Position Type

Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

Our organization participates in E-Verify. Click [here](#) to learn about E-Verify.

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Fort-Myers-FL/Outside-Account-Executive---Naples--FL_Req4681-1

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

This fax or email has been sent using the services provided by Broadcast1Source. If you want to change your contact details, please email Peter Fulton at peterfulton@iheartmedia.com

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Outside Account Executive - Naples, FL

RS Number	Recruiting Source	Date and Time
1	All Access Music E-mail: jdenver@allaccess.com	Sent: 11/2/2016 8:08:00 AM
2	Bethune Cookman College E-mail: bonnerd@cookman.edu	Sent: 11/2/2016 8:07:53 AM
3	Career Source of SW Florida-Ft Myers E-mail: mcrawford@careersourcesouthwestflorida.com	Sent: 11/2/2016 8:08:02 AM
4	Career Source Southwest Florida Naples Jobs E-mail: bbarger@careersourcesouthwestflorida.com	Sent: 11/2/2016 8:08:01 AM
6	Florida A&M University E-mail: careercenter@famu.edu	Sent: 11/2/2016 8:07:54 AM
7	Florida Association of Broadcasters E-mail: intern@fab.org	Sent: 11/2/2016 8:07:57 AM
8	Florida Gulf Coast University E-mail: aparke@fgcu.edu	Sent: 11/2/2016 8:07:54 AM
9	Florida Memorial University E-mail: ajackson@fmuniv.edu	Sent: 11/2/2016 8:07:55 AM
10	Florida Southwestern College E-mail: pschollard@fsw.edu	Sent: 11/2/2016 8:07:53 AM
11	Goodwill Job Link Center E-mail: sabreniamorgan@goodwillswfl.org	Sent: 11/2/2016 8:07:59 AM
12	Hispanic Affairs Advisory Board E-mail: IleanitaRamos@gmail.com	Sent: 11/2/2016 8:07:55 AM
18	Southern Technical College E-mail: cacevedo@southerntech.edu	Sent: 11/2/2016 8:07:56 AM
20	SW Florida Hispanic Chamber of Commerce E-mail: info@hispanicchamberflorida.org	Sent: 11/2/2016 8:07:57 AM
21	University of Central Florida E-mail: career@mail.ucf.edu	Sent: 11/2/2016 8:07:58 AM
22	University of Florida E-mail: KGraham@jou.ufl.edu	Sent: 11/2/2016 8:07:59 AM

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Outside Account Exec

Recruitment source referring hiree: Employee Referral

Date of hire: 4/12/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	All Access Music 28955 Pacific Coast Highway Malibu, California Phone : 310-457-8058 Email : jdenver@allaccess.com Joel Denver	N	0
2	Bethune Cookman College Career Planning 640 Dr. Mary McLeod Bethune Rd Boytona Beach, Florida 32114 Phone : 386-481-2143 Url : www.bethune.cookman.edu Email : bonnerd@cookman.edu Fax : 1-386-481-2139 Davita Bonner	N	0
3	Career Source of SW Florida-Ft Myers 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239-931-8200x1220 Email : mcrawford@careersourcesouthwestflorida.com Martha Crawford	N	0
4	Career Source Southwest Florida Naples Jobs 4150 Ford Street Extension Ft Myers, Florida 33916 Phone : 239.931.8200 x.1220 Email : bbarger@careersourcesouthwestflorida.com Beth Barger	N	0
5	Craig's List Ft Myers/SW Florida P.O. Box 225159 San Francisco, California 94122 Url : https://fortmyers.craigslis.org/ Career Services Manual Posting	N	0
7	Employee Referral	N	1

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Outside Account Exec

Recruitment source referring hiree: Employee Referral

Date of hire: 4/12/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
8	Florida A&M University Placement Office P.O. Box 14 Tallahassee, Florida 32073 Phone : 850-599-3496 Email : careercenter@famu.edu Melony Washington	N	0
9	Florida Association of Broadcasters Job Bank 201 S. Monroe Street Tallahassee, Florida 32301 Phone : 850-825-5322 Url : www.fab.org Email : intern@fab.org Lindsay Varn	N	0
10	Florida Gulf Coast University Career Development Services 10501 FGCU Blvd Ft. Myers, Florida 33965 Phone : 239-590-7833 Url : studentservices.fgcu.edu/careers Email : aparke@fgcu.edu Amanda Parke	N	0
11	Florida Memorial University 15800 NW 42nd Avenue Miami, Florida 33054 Phone : 305-626-3600 Email : ajackson@fmuniv.edu Athena Jackson	N	0
12	Florida Southwestern College Career Placement Center P.O. Box 06210 Ft. Myers, Florida 33906 Phone : 941-637-5693 Email : pschollard@fsw.edu Paul Schollard	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Outside Account Exec

**Recruitment source referring hiree: Employee Referral
Date of hire: 4/12/2017**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
13	Goodwill Job Link Center 2325 Tamiami Trail Port Charlotte, Florida 33952 Phone : 941-255-3884 Email : sabreniamorgan@goodwillswfl.org Fax : 1-941-255-3884 Sabrenia Morgan	Y	0
14	Hispanic Affairs Advisory Board Dept of Human Resources P.O. Box 398 Ft. Myers, Florida 33902 Phone : 239-595-4658 Email : ileanitaramos@gmail.com Ileana Ramos	N	0
15	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
16	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	2
17	Indeed 7501 Capital of Texas Hwy Austin, Texas 78731 Phone : 800-462-5842 Url : www.indeed.com Online Source Manual Posting	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Outside Account Exec

Recruitment source referring hiree: Employee Referral

Date of hire: 4/12/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
18	Internal Posting 13320 Metro Parkway Suite 1 Ft. Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0
20	On-Air Announcements (one or more SEU stations) 13320 Metro Parkway Ft Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0
21	Southern Technical College Placement Office 1685 Medical Lane, Suite 200 Ft. Myers, Florida 33907 Phone : 239-939-4766x226 Email : cacevedo@southerntech.edu Christy Acevedo	N	0
22	Station Website (one or more SEU stations) 13320 Metro Parkway Ft. Myers, Florida 33966 Phone : 239-225-4442 Rhonda Richey Manual Posting	N	0
23	SW Florida Hispanic Chamber of Commerce Career Placement Center 3343 Palm Beach Blvd Ft. Myers, Florida 33916 Phone : 239-418-1441 Email : info@hispanicchamberflorida.org Veronica Culbertson	N	0
24	The News Press 2442 Dr. Martin Luther King Jr. Blvd. Ft. Myers, Florida 33901 Phone : 239-335-0335 Career Services Manual Posting	N	0

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Vacancy Data Form

Outside Account Exec

Recruitment source referring hiree: Employee Referral

Date of hire: 4/12/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
25	University of Central Florida Career Resource Center Adm. Building, Room 124 Orlando, Florida 32816 Phone : 407-823-3368 Email : career@mail.ucf.edu Fax : 1-407-823-5909 Genesis Rawls	N	0
26	University of Florida College of Journalism & Communication 1080 Weimer Hall / P.O. Box 118400 Gainesville, Florida 32611 Phone : 352-392-0466 Email : KGraham@jou.ufl.edu Fax : 1-352-845-2484 Katrice Graham	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			3

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Outside Account Exec

Position: Outside Account Exec

Hire Date: April 12, 2017

This report, generated by Broadcast1Source, verifies that WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

Current employees and contingent workers click [here](#) to apply and search by the Job Posting Title.

iHeartMedia Stations

Job Summary:

Generate advertising revenue and meeting sales targets through the creation and renewal of sales contracts working alongside the Account Specialist.

Job Responsibilities:

- Drives for revenue goal attainment, on a monthly, quarterly and annual basis.
- Prospects and develops new customer relationships, persuasively communicates strategies for meeting customer needs.
- Ensures customer satisfaction by facilitating all aspects of the customer's account in cooperation with creative, operations, marketing and finance staff.
- Determines project pricing based on guidelines from management.
- Negotiates fees or services with clients with management approval.
- Oversees project from start to finish and ensure client satisfaction.
- Delivers proof of performance (POP) to clients.
- Drives clients around the market to show outdoor media sites.
- Communicates and coordinate with Charting and other internal departments.
- Completes other duties as assigned or requested.

Job Qualifications:

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ

Fax and E-mail verification summary report for Outside Account Exec

Education

- 4-year college degree, BA/BS or equivalent.

Work Experience

- 2-3 years of progressive sales experience.
- Demonstrated track record of business-to-business sales experience strongly preferred.
- Media sales experience preferred; residency within the territory preferred.

Skills

- Strong organizational / time management skills, and be detailed oriented.
- Skilled in working closely with customers to develop and cultivate client relationships in order to grow accounts.
- Sales achievement with experience in consultative or “needs” based selling techniques.
- Have a collaborative and professional style with the objective of building strong relationships with diverse customer groups and vendors.
- Be a self-starter with a diligent work ethic and demonstrated flexibility.
- Able to multi-task and stay calm under pressure.
- Excellent verbal and written communications skills including delivering effective presentations.
- Able to complete required math calculations (e.g, multiply, divide, rate, ratio, percent, produce / interpret bar graphs).
- Proficient in Microsoft software applications (i.e., Word, Excel, Outlook, and PowerPoint) and social media platforms.

Competencies

- **Customer Focus** – Is dedicated to meeting the expectations and requirements of internal and external customers.
- **Negotiating** – Can negotiate skillfully in tough situations with both internal and external groups.
- **Interpersonal Savvy** – Relates well to all kinds of people; builds appropriate rapport.
- **Focusing on the Bottom Line** – Attacks everything with drive and energy with an eye on the bottom line; not afraid to initiate action before all the facts are known.
- **Dealing with Ambiguity** – Can effectively cope with change; can shift gears comfortably.
- **Business Acumen** – Knows how businesses work; knowledgeable in current and possible future policies.

Other Requirements

- Able to travel outside of the office at least 50% of the time for meetings and industry events.
- Access to a reliable vehicle and a valid driver’s license.

Location

Naples, FL: 1415 Panther Ln, Ste 151, 34109

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Outside Account Exec

Position Type

Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

Our organization participates in E-Verify. Click [here](#) to learn about E-Verify.

Current employees and contingent workers click [here](#) to apply and search by the Job Posting Title.

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Naples-FL-1415-Panther-Ln-Ste-151-34109/Outside-Account-Exec_Req5547-1

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

*****IMPORTANT*****

This fax or email has been sent using the services provided by Broadcast Source. If you want to change your contact details, please email Rhonda Richey at rhondarichey@iheartmedia.com

WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
Fax and E-mail verification summary report for Outside Account Exec

RS Number	Recruiting Source	Date and Time
1	All Access Music E-mail: jdenver@allaccess.com	Sent: 2/22/2017 1:56:55 PM
2	Bethune Cookman College E-mail: bonnerd@cookman.edu	Sent: 2/22/2017 1:56:52 PM
3	Career Source of SW Florida-Ft Myers E-mail: mcrawford@careersourcesouthwestflorida.com	Sent: 2/22/2017 1:56:55 PM
4	Career Source Southwest Florida Naples Jobs E-mail: bbarger@careersourcesouthwestflorida.com	Sent: 2/22/2017 1:56:55 PM
6	Florida A&M University E-mail: careercenter@famu.edu	Sent: 2/22/2017 1:56:52 PM
7	Florida Association of Broadcasters E-mail: intern@fab.org	Sent: 2/22/2017 1:56:53 PM
8	Florida Gulf Coast University E-mail: aparke@fgcu.edu	Sent: 2/22/2017 1:56:52 PM
9	Florida Memorial University E-mail: ajackson@fmuniv.edu	Sent: 2/22/2017 1:56:52 PM
10	Florida Southwestern College E-mail: pschollard@fsw.edu	Sent: 2/22/2017 1:56:51 PM
11	Goodwill Job Link Center E-mail: sabreniamorgan@goodwillswfl.org	Sent: 2/22/2017 1:56:54 PM
12	Hispanic Affairs Advisory Board E-mail: IleanitaRamos@gmail.com	Sent: 2/22/2017 1:56:53 PM
18	Southern Technical College E-mail: cacevedo@southerntech.edu	Sent: 2/22/2017 1:56:53 PM
20	SW Florida Hispanic Chamber of Commerce E-mail: info@hispanicchamberflorida.org	Sent: 2/22/2017 1:56:53 PM
21	University of Central Florida E-mail: career@mail.ucf.edu	Sent: 2/22/2017 1:56:54 PM
22	University of Florida E-mail: KGraham@jou.ufl.edu	Sent: 2/22/2017 1:56:54 PM

C

**WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
RECRUITMENT INITIATIVES FORM**

October 1, 2015 – September 30, 2016

	Type of Recruitment Initiative (Menu Selection)	Date	Brief Description of Activity & Scope of Broadcaster's Participation <i>(where applicable, include job title(s) of station staff involved in the activity)</i>
1.	Participation in events sponsored by community groups	1/4/2016	Our SEU hosted the Port Charlotte Chamber Leadership Class of 2016. The GSM and on-air talent provided a Building Tour and gave a presentation to about various careers in radio broadcasting.
2.	Participation in events sponsored by community groups	2/2/2016	Our SEU hosted a Charlotte Chamber Event with local business leaders on the future of employment in the district. Jobs in broadcasting and radio were discussed.
3.	Co-Sponsor Job Fair	2/4/2016	Our SEU co-hosted the Annual Business Expo & Trade show with the Charlotte County Chamber. Our GSM participated in a round table discussion with other business leaders on the future of employment in the community during which radio jobs and recruiting were discussed.
4.	Participation in events sponsored by community groups	2/10/2016	The SEU hosted Cape Coral Junior Leadership program at our studios. The Junior Leadership program consisting of up and coming leaders of the community. They were given a building tour and participated in discussions with our GSM and On Air Talent about careers in radio broadcasting.
5.	Participation in events sponsored by community groups	4/14/2016	The SEU hosted a Chamber event with local business leaders where all employees were on site and discussed their individual jobs and departments and employment opportunities in radio and IHM specifically

.xlsx

From

From: Ruth Uzonyi [<mailto:ruzonyi@charlottecountychamber.org>]

Sent: Tuesday, February 02, 2016 10:28 AM

To: ruzonyi@charlottecountychamber.org

Subject: List of Expo Participants for Sponsors

Good Morning –

Pending last minute cancellations the attached should be the complete list of Expo Sponsors and Participants. We appreciate your Sponsorship and look forward to seeing you at the Expo.

Set up on Wednesday is between 3-6pm.

Event Center opens 7am on Thursday.

Remember to bring your extension cord if you need electricity, and encourage your helpers to NOT park at the Event Center, to park somewhere downtown.

Please contact us with any questions.

Regards,

Ruth

Ruth Uzonyi

Charlotte County Chamber of Commerce, Inc.

2702 Tamiami Trail, Port Charlotte, FL 33952

941-627-2222 Fax 941-627-9730

ruzonyi@charlottecountychamber.org

www.charlottecountychamber.org

Thank you to our 2015-2016 Sustaining Partners:

· Platinum: Buffalo Graffix; Charlotte County Ford; Charlotte Sun/Sun Coast Media Group; Florida SouthWestern State College; Harbor Style Magazine; Monarch Printing & Design, Inc.; The Mosaic Company; Panther Hollow Dental Lodge; State Insurance Agency – Brian Chapman, Jr.; Strang, Olsen & Lynch, CPAs PA; Waste Management of Charlotte County

· Diamond: BMO Harris Bank; Charlotte State Bank & Trust; Farr Law Firm; Fawcett Memorial Hospital; Integrity Employee Leasing; Lexington Manor; Sandhill Healing Centers, Inc.; St. Andrews South Golf Club

· Emerald: Accurate Gas & Plumbing, LLC; Advanced Imaging of Port Charlotte; Bayfront Health Punta Gorda and Port Charlotte; ; Freedom Boat Club; Friendly Floors; Nolan Family Insurance; Palm Auto Mall; Port Charlotte Florist Premier Photographic Events, LLC; South Port Square; WhitCo Insurance Agency-Alexia Martin; The Wyvern Hotel

Members: Update your information on the Chamber's web site. Use the Member Login with your user name and password to update your contact and description information, send press releases, or add events to the calendar. If you need assistance to login or make updates I'm happy to help, email me or give me a call.

The Charlotte County Chamber of Commerce makes every effort to limit the email sent to: its members, the local community and to people requesting information on the area. Should you no longer wish to receive email from us please reply to this email with unsubscribe in the subject line. Thank you.

159	Booth	i2 Visual, Inc.	John	Hose	john.hose@i2visual.com	239-209-6767
108, hall	Media	iHeart Media, Inc./WCCF 1580	Robin	Craig	robinraig@iheartmedia.com	(941) 206-1188
153	Booth	Integrity Employee Leasing, Inc.	Denise	Dull	duld@integrityel.com	(941) 625-0623
154	Booth	Integrity Insurance Agency	Denise	Dull	tomn@integrityel.com	(941) 766-1411
199	Booth	Interim HealthCare of Charlotte	Cathy	Conrad	cconrad@interimhealthcare.com	(941) 787-5636
139	Bronze	Isles Yacht Club	Jake	Williams	jwilliams@islesyc.com	(941) 639-7551
174	Booth	Koch & Company CPA, PA	Rex	Koch	a	(941) 637-0544
147	Booth	Leadership Charlotte Class of 201	Nicholas	Worden	nicholas.worden@c1bank.com	
142	Booth	Lexington Manor, LLC	Noelle	LaPonte	niaponte@5sqc.com	(941) 766-7991
204	Booth	Life Care Center of Punta Gorda	Andrea	Hingson	andrea_hingson@lcca.com	941-815-8548
202	Booth	Marine Max of Venice	Rob	Birchfield	rob.birchfield@marinemax.com	941-485-3388
177	After Party	Martella Law Firm, P.L.	Mark	Martell	see below	941-206-3700
177	Booth	Martella Law Firm, PL	Mark	Martella	mark@martellalaw.com	(941) 206-3700
151	Booth	Michael Saunders & Company	Roger	Morris	rogermorris@michaelsaunders.com	(941) 639-0000

From: Tomlinson, Judy
Sent: Tuesday, February 9, 2016 8:57 AM
To: 'Matthew Connar'
Cc: Dennis
Subject: RE: Junior Leadership in the buidling wed 2-10-16 around 10:15 or 10:30 til 1:00

Yes sir we are looking forward to seeing you.
Have a fantastic day!
Sincerely,
Judy

Judy Tomlinson
Senior Account Executive
iHeartMedia
13320 Metro Parkway Ste. 1, Fort Myers, FL 33966
Office 239-225-4452 | Cell 239-340-8557 | Fax 239-225-4387
Reaching a quarter billion consumers every month
Radio/Digital/Outdoor/Mobile/Social/Events

From: Matthew Connar [<mailto:mcc@boostcreative.com>]
Sent: Tuesday, February 9, 2016 8:56 AM
To: Dennis; Tomlinson, Judy
Subject: Re: Junior Leadership in the buidling wed 2-10-16 around 10:15 or 10:30 til 1:00

Hello Dennis & Judy,

Just confirming that the Junior Leadership group will be arriving at your offices on Metro at 11am tomorrow. Lunch will be delivered around 11:50 with attention to Big D.



105.5 The Beat



Published by Jim Melzak February 10, 2016 4:47

Thank you to the Cape Coral Junior Leadership Program for coming to hang out with us in the studio today! It was a pleasure having you guys at the station!! Shoutout to Ida Baker, Cape Coral High School, Mariner High, Island Coast, North Fort Myers, Oasis High, and North Nicholas High School for allowing your exceptional students to come learn about the radio biz today!

#1055thebeat #juniorleadership #classof2016 #futureleaders #makingmoves #ZoomTanStudios





**LEADERSHIP CHARLOTTE
MEDIA & COMMUNICATIONS DAY
THURSDAY, APRIL 14, 2016**

Arrive at Laishley Crab House parking lot no later than 7:35 am

7:45 Depart for Fox 4 WFTS, 621 SW Pine Island Road, Cape Coral, FL

8:30 Arrive at Fox 4 WFTS

10:15 Depart for iHeart Radio (formerly ClearChannel), 24100 Tiseo Blvd., Ste. 10, Port Charlotte, FL

11:00 Arrive at iHeart Radio

Noon Depart for lunch at Charlotte Community Foundation, 227 Sullivan St, Punta Gorda, FL

12:15 Arrive at Charlotte Community Foundation

- Lunchtime presentations by Harbor Style & Florida Weekly
- Lunch provided by Harbor Style Magazine

1:30 Depart for Charlotte Sun Newspaper, 23170 Harborview Road, Charlotte Harbor, FL

1:45 Arrive at Charlotte Sun Newspaper

3:00 Depart for Laishley Crab House

Dress is Business Casual

Sponsors:

Charlotte Sun Newspaper

Florida Weekly

Harbor Style Magazine

**WBCG, WBTT, WCCF, WCKT, WCVU, WIKX, WKII, WOLZ, WZJZ
RECRUITMENT INITIATIVES FORM**

October 1, 2016 – September 30, 2017

	Type of Recruitment Initiative (Menu Selection)	Date	Brief Description of Activity & Scope of Broadcaster's Participation <i>(where applicable, include job title(s) of station staff involved in the activity)</i>
1.	Participation in events sponsored by community groups	1/3/2017	Our SEU hosted the Junior Leadership Charlotte Class of 2017 – the class consists of High School students of up and coming leaders. We provided a tour of the SEU stations along with presentations made by Sales management and on air talent discussing their careers in radio.
2.	Participation in events sponsored by community groups	2/8/2017	The SEU hosted Junior Leadership Cape Coral consisting of up and coming leaders of the community for a building tour along with presentations made by the General Sales Manager and On Air Talent discussing careers in radio broadcasting.
3.	Co-Sponsored Job Fair	2/15/2017	Our SEU Co-Sponsored the Annual Business Expo and Tradeshow with the Charlotte County Chamber. The General Sales Manager participated in a round table discussion with other business leaders on the future of employment in the community during which radio positions and recruiting were discussed.
4.	Participation in events sponsored by community groups	4/13/2017	The SEU hosted a tour of facility and presentation to the 2017 Port Charlotte Leadership class consisting of Local Business leaders and decision makers. The on air talent also presented about on air careers in radio.
5.	Participation in events sponsored by community groups	7/27/2017	The student who won the WBTT - DUNKIN BRANDS SCHOLARSHIP PROGRAM visited the SEU. After the scholarship award ceremony, which was live-streamed on the SEU Facebook page, the scholarship recipient job shadowed our DJ and learned how a live show is put together.
6.	Participation in events or programs sponsored by educational institutions	7/27/2017	Students from Cape Coral High School had the opportunity to shadow our On-Air DJ from WCKT. During their visit the SEU gave a tour of the broadcast facility, discussed the various employment opportunities in broadcasting.
7.	Participation in events sponsored by community groups	8/3/2017	The second student winner of the WBTT - DUNKIN BRANDS SCHOLARSHIP PROGRAM visited the SEU. After the scholarship award ceremony, which was live-streamed on the SEU Facebook page, the scholarship recipient job shadowed our DJ and learned how a live show is put together.

From: Julie Mathis [mailto:jmathis@charlottecountychamber.org]
Sent: Wednesday, November 16, 2016 2:44 PM
To: Craig, Robin
Subject: Junior Leadership

Robin, we'd like to bring the JLC class (26 high school juniors) to the studio on Tues., January 3. We have to leave by 9 am for FM. How long should I schedule the tour? Could they get some air time? Thanks. Julie

Julie Mathis
Executive Director
Charlotte County Chamber of Commerce
311 W. Retta Esplanade
Punta Gorda, FL 33950
Ph: 941-639-2222 Fax: 941-639-6330
jmathis@charlottecountychamber.org
www.charlottecountychamber.org

Thank you to our 2016-2017 Sustaining Partners:

- **Platinum:** Bayfront Health Port Charlotte & Punta Gorda; Buffalo Graffix; Charlotte County Ford; Charlotte State Bank & Trust; Charlotte Sun/Sun Coast Media Group; Florida SouthWestern State College; Harbor Style Magazine; Monarch Direct; Panther Hollow Dental Lodge; State Insurance Agency - Brian Chapman, Jr.; Waste Management of Charlotte County
- **Diamond:** Centennial Bank; Farr Law Firm; Fawcett Memorial Hospital; Integrity Employee Leasing; Lexington Manor; St. Andrews South Golf Club
- **Emerald:** Freedom Boat Club; Friendly Floors; Nolan Family Insurance; Port Charlotte Florist; Sandhill Healing Centers, Inc.; South Port Square; Strang, Olsen & Lynch, CPAs PA WhitCo Insurance Agency-Alexia Martin; Wise Choice Photography & Video; The Wyvern Hotel



From: Craig, Robin
Sent: Thursday, March 2, 2017 2:30 PM
To: Ruth Uzonyi; Lovejoy, Kenneth
Cc: 'Bob White - Charlotte Co. Chamber of Commerce'
Subject: RE: Expo feedback and 2018 early signup savings

From: Ruth Uzonyi [<mailto:ruzonyi@charlottecountychamber.org>]
Sent: Thursday, March 02, 2017 8:59 AM
To: Craig, Robin; Lovejoy, Kenneth
Cc: 'Bob White - Charlotte Co. Chamber of Commerce'
Subject: Expo feedback and 2018 early signup savings

Hi Robin & Ken,

We want to thank you for your participation and sponsorship in the 6th Annual Business Expo and Trade Show on February 2nd.

You should have received a list (excel spreadsheet via email) compiled of all the attendees who filled out passports, provided business cards or participated, and we encourage you to use the list for your marketing and promotions.

During the Expo we distributed an *Evaluation form* so that you could critique the event and give us your feedback. We did not receive your input so have attached another in follow-up to give you that opportunity.

Your support as a Media Sponsor certainly helped to make the Expo a success and we appreciate your support. Attached is a *Commitment Form* for the 2018 event. Please let us know if you would like to continue your Media Sponsorship for next year.

Warm regards,

Ruth

Ruth Uzonyi
Finance Director
Charlotte County Chamber of Commerce, Inc.
2702 Tamiami Trail, Port Charlotte, FL 33952
941-627-2222 Fax 941-627-9730
www.charlottecountychamber.org

Thank you to our 2016-2017 Sustaining Partners:

· **Platinum:** Bayfront Health Port Charlotte & Punta Gorda; Buffalo Graffix; Charlotte County Ford; Charlotte State Bank & Trust; Charlotte Sun/Sun Coast Media Group; Florida SouthWestern State College; Harbor

Ok looks like this since last October...lots of community stuff too

Thu 10/20 2p-4p	Pink Heals Tour - Coconut Point Mall
Fri 10/20 6p-8p	Tony's Place - Ft. Lauderdale
Fri 11/4 6p-8p	Bikers for Babies
Sat 11/5 time TBD	Bikers for Babies
Sun 11/6 7a-11a & 12p-4p	Bikers for Babies - James Otto
Sat 12/10 11a-1p	Metro PCS G I F T M A S - Vanderbilt Store
Fri 12/15 ALL DAY	Twin Pools - Toys for Tots Breakfast
Sat 12/17 830a-1030a	MAAD - 5K Walk/Run - Jet Blue Park
Fri 1/13 6a-5p	RADIOTHON - Mel's Diner
Wed 2/8 1:30p-3p	Junior Leadership Media Day
Sat 2/25 6a-10a	Run for the Cause - 5K
Sat 2/25 5p-8p	YMCA 5K - Naples
Sat 3/11 7a-10a	MS Walk - Estero Community Park
Sat 4/8 9a-1p	KIDAPALOOZA - C'Mon
Fri 4/21 9:30a-11:30a	Habitat for Humanity 5430 Yahl St
Fri 5/26 12p-2p	Dunbar Unity Day - 1911 High St
Fri 7/14 10a-6p	Nissan - St Matthews Food Drive
Thu 7/27 9a-2p	DJ's for a Day

2/8/2017





Dunkin' Donuts Scholarship Program Award Event with 105.5 The Beat

- Late June the scholarship winners and WBTT will be notified.
- 1st week of July, station will contact the scholarship winners inviting them to 105.5 The Beat for the “Guest DJ station experience”.
- On Thursday 7/27/2017 at 4:00 pm, WBTT will congratulate the scholarship winners in our live lounge with Ramo-G and Eric “The Funky 1”, which will be live streamed via Facebook and social posts. At that time, the scholarship winners will receive their station prize packs.
- Upon completion of the congratulatory ceremony, the scholarship winners will head to the studio to be “Guest DJ” for the afternoon with Ramo-G and Eric “The Funky 1”. The “Guest DJ’s” will have the opportunity to announce song titles, etc., throughout the daypart in which they will be “Guest DJ’s.”
- Each scholarship winner will receive a copy of their “Guest DJ” experience, via a CD or MP3. Any video of the “Guest DJ” experience can be emailed to the scholarship winner upon request.



DJ RAMO G

Dunkin Donuts Scholarship Award Winner



posted by DJ Ramo G - 9 months ago

Through the Dunkin' Donuts Community Partnership and the Dunkin' Donuts scholarship Fund, we have awarded nearly \$2,000,000 in scholarship money to qualified students.

Dunkin' Donuts franchisees are committed to building a strong local community. An important part of building our community is helping students gain a quality education. As part of our Community Partnership Program, Dunkin' Donuts Franchisees will award scholarships to qualified high school seniors.



CONGRATULATIONS Branden

From the Web

Sponsored Links by Tebocla



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iHeartRadio

SCHOLARSHIP WINNER



Ok looks like this since last October...lots of community stuff too

Thu 10/20 2p-4p	Pink Heals Tour - Coconut Point Mall
Sun 10/21 11a-12p	Charity Breakfast
Fri 11/4 6p-8p	Bikers for Babies
Sat 11/5 time TBD	Bikers for Babies
Sun 11/6 7a-11a & 12p-4p	Bikers for Babies - James Otto
Sat 12/10 11a-1p	Metro PCS G I F T M A S - Vanderbilt Store
Fri 12/15 ALL DAY	Tommy Banks - Toys For Tots Drive
Sat 12/17 830a-1030a	MAAD - 5K Walk/Run - Jet Blue Park
Fri 1/13 6a-8p	RADIOTHON - Mel's Diner
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Fri 5/26 12p-2p	Dunbar Unity Day - 1911 High St
Fri 7/14 10a-6p	Nissan - St Matthews Food Drive
Thu 7/27 9a-2p	DJ's for a Day

7/27/2017





DJ RAMO G

Dunkin' Donuts Scholarship Recipient

8 months ago



Through the Dunkin' Donuts Community Partnership and the Dunkin' Donuts scholarship Fund, we have awarded nearly \$2,000,000 in scholarship money to qualified students.

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CONGRATULATIONS

From the Web

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