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December 1, 2019 - November 30, 2020²

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 Sales Representative	1-11	6

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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
1	All Access Music 28955 Pacific Coast Highway Malibu, California 90265 Phone : 310-457-6616 Email : jdenver@allaccess.com Fax : 1-310-457-8058 Joel Denver	N	0
2	Ft Valley St Univ 1005 State University Dr Ft Valley, Georgia 31030 Phone : 478-825-6202 Email : Elliss@fvsu.edu Fax : 1-478-825-6471 Shirley Ellis	N	0
3	Georgia Association of Broadcasters 8010 Roswell Road Atlanta, Georgia 30350 Phone : 770-395-7200 Email : mlewis@gab.org Fax : 1-770-395-7200 Luke Story	N	0
4	iHeartMedia.dejobs.org 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.dejobs.org Talent Acquisition Coordinator Manual Posting	N	0
5	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
6	Internal Transfer/Promotion	N	1
7	LaGrange College 601 Broad St. Lagrange, Georgia 30240 Phone : 706-880-8997 Url : www.lagrange.edu Email : CareerCenter@lagrange.edu Dr Karen Pruett	Ν	0

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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
8	Mercer Univ 1400 Coleman Ave Macon, Georgia 31207 Phone : 478-301-2700 Email : bearlink@mercer.edu Matthew Underwood	Ν	0
9	Middle GA College 1100 Second St Cochran, Georgia 31014 Phone : 478-301-2700 Email : Melinda.Moffett@mga.edu Dr Melinda Moffett	Ν	0
10	Wesleyan College 4760 Forsyth Rd Macon, Georgia 31210 Phone : 478-757-5209 Email : sbaugh@wesleyancollege.edu Stephanie Baugh	Ν	0
11	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
	TOTAL INTERVIEWS OVER REPO	RTING PERIOD:	1

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III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participants	Participant Title
1	1/8/2020	Establishment of training programs for station personnel	From January 8, 2020 through February 26, 2020, the SEU established a training program that consisted of reoccurring training sessions for two Account Executives. There were six training sessions in total, and during these sessions, the SEU's Senior Vice President of Sales provided trainings for the Account Executives on digital products to learn new skills that are being released. These trainings provided new information for the Account Executives to further develop their knowledge of the industry to qualify them for senior level positions.	3	Senior Vice President of Sales AE AE
2	10/15/2020	Provision of training to management	Our SEU's Senior Vice President of Sales took the Value Diversity Training Course provided by iHeartMedia Learning Center. The online course emphasized the many ways in which a diverse workforce and a culture of inclusion are a source of strength for an organization.	1	Senior Vice President of Sales