

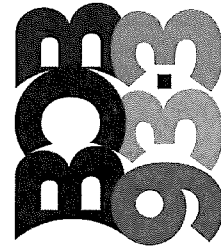
EXHIBIT 10



DBC Sales Meeting Agenda

Virtual Meeting

8-10-2020





Agenda

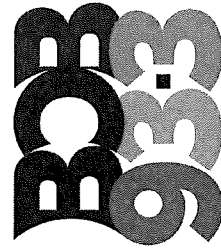
- ✓ Housekeeping..... We are at [redacted] for August. WXQR is at [redacted] of Budget!!! WQSL is at [redacted] of budget, The Bull is at [redacted] of Budget, WERO is at [redacted] of budget! WRNS is at [redacted]. We started August very strong! We are at [redacted] of our re-forecasted budget. Our new August goal is [redacted]. We need [redacted]. Let's keep the focus on August and beyond! Building construction still going well. We have made the switch on Rock 105 and The River. Wake up and Rock.....Two Guys named Chris on The River! WRNS Guitar Pull has been moved to the Spring. Be prepared for another Recognition Day.....coming soon!
- ✓ Success Stories/Challenges. Tell me something good, or a challenge. New Sales Champ awarded! We will vote by text. All 8:55am
- ✓ Remote Calendar Review/Weekly Plan. Rose 9:05am
- ✓ Package Review. Weekend packages on all stations. WRNS Round Up Plan. The River Ramp Up Plan. BOB the Builder package. Bark at the Beach Package. Power Hour packages on WRNS, WERO, WXQR. Rock 105 DUI Package. 20-21 Sports packages on 960 The Bull????? Bob 93.3 App package. Adlet packages for all stations! Weekend Image builder packages, WRNS Staycation Package, WXQR Metallica Madness and Rock 105.5 Vault packages are SOLD! Tori 9:10am
- ✓ Training and Collections! – We will have a Round Robin discussion. Don't forget collections! *Keynote speech from Paul Harvey accepting an award.* If you do not know who Paul Harvey is, I will tell you! All 9:20am
- ✓ Adjourn All 9:45am
- ✓ <https://www.youtube.com/watch?v=jRB1CWgMFU4>



DBC Sales Meeting Agenda

Virtual Meeting

9-14-2020





**DICK
BROADCASTING
CO. INC.**

Agenda

- ✓ Housekeeping..... We are at [redacted] for September. WXQR is at [redacted] of Budget!!! WQSL is at [redacted] of budget, The Bull is at [redacted] of Budget, WERO is at [redacted] of budget! WRNS is at [redacted]. We are at [redacted] of our re-forecasted budget. Our re-forecasted number for September is [redacted]. We need [redacted] to hit the number! Let's finish September strong and keep focusing on 4th quarter. We are pacing behind by [redacted] from where we were at this same time last year for September. We are pacing ahead by [redacted] from where we were at this same time last year for October. We are pacing ahead by [redacted] in November! Building construction still going well. Painting should begin this week. Tony 8:45am
- ✓ Success Stories/Challenges. Tell me something good. Digital review with Todd Shuster. We will discuss recent Digital success and opportunities. New Sales Champ awarded! We will vote by text. All/Todd 8:55am
- ✓ Remote Calendar Review/Weekly Plan. Upcoming promotions! Rose 9:05am
- ✓ Package Review. Weekend packages on all stations. WRNS Round Up Plan. The River Ramp Up Plan. BOB the Builder package. Rock 105 DUI Package. 20-21 Sports packages on 960 The Bull! (Jason update) Bob 93.3 App package. Adlet packages for all stations! Weekend Image builder packages, WRNS Staycation Package, the new Club 93.3 package. WRNS Run witch Run packages. 21 days giveaway on Bob 93.3, Halloween drive Boo Cluster – Prize sponsor, WRNS School Review. Tori/Rose 9:10am
- ✓ Category to blitz --- Real Estate Agents All 9:20am
- ✓ Houses are selling like crazy. Agents need to set themselves apart from the rest of the pack. Radio and Digital can do it! All 9:30am
- ✓ Training and Collections! – We will have a Round Robin discussion. Stay on your collections! Our Clients still have money to invest! Also.... Check your order confirmations when you get them. We have missed some ads lately, due to order entry mistakes. You all receive the confirmations, make sure it matches your order! All/Chris 9:40am
- ✓ Motivation -- Chris Lytle – What is your Sales Focus? All 9:45am
- ✓ Adjourn



DBC Sales Meeting Agenda

Virtual Meeting

1-11-2021





Agenda

- ✓ Housekeeping.....We are at [redacted] of our budget for January! WXQR is at [redacted] of Budget!!! WQSL is at [redacted] of budget, The Bull is at [redacted] of Budget, WERO is at [redacted] of budget! WRNS is at [redacted] Working ahead remains very important! We are at [redacted] of our February budget, and [redacted] for March. [redacted] Let's keep this trend going!!!! Stay on Collections!!! Let's out January to bed!!! Tony 9:00am
- ✓ Success Stories/Challenges. Tell me something good. New Sales Champ awarded! We will vote by text. Tony 9:06am
- ✓ Todd Shuster will join us to discuss out Digital Efforts. Be prepared to share. Todd 9:15am
- ✓ Remote Calendar Review/Weekly Plan. Upcoming promotions! Rose 9:40am
- ✓ Package Review - Weekend packages on all stations. WRNS Round Up Plan. The River Ramp Up Plan. BOB the Builder package. (Jason update on The Bull and Golf Package sales) Adlet packages for all stations! Weekend Image builder packages, the new Club 93.3 package. WRNS St. Jude Radiothon packages. (How are we doing on the Radiothon sales?) WRNS Golf Tournament packages. New BOB Cash package. Cupids Arrow Package - WRNS. BOB 93.3 Cozy Coats package. Tori 9:45am
- ✓ Training - The Advantage Plan. Dates are February 1st through 5th for appointment setting. February 8th through 12th for Presentations. February 9-12 actual seminar days. 3 sessions per day. Tuesday in Greenville, Wednesday in New Bern, and Thursday in Jacksonville. We need to get locations set, and start planting the seeds with advertisers. All 9:53am
- ✓ Adjourn All 9:55am



DBC Sales Meeting Agenda

Virtual Meeting

4-12-2021





Agenda

- ✓ Housekeeping..... We are at [REDACTED] of our April Cluster budget. WXQR is at [REDACTED] of Budget. WQSL is at [REDACTED] of budget. The Bull is at [REDACTED] of Budget, WERO is at [REDACTED] of budget! WRNS is at [REDACTED] Working ahead remains very important! We are at [REDACTED] of our May budget and [REDACTED] for June. We can't fall behind. Digital Appointments. We each need at least 2 scheduled per week. We will also discuss weekly writes. Did all of you turn in your writes? Let's finish April and move on to May and June!
Tony 9:00am
- ✓ Review the Corporate Pacing report.
Tony 9:10am
- ✓ Success Stories/Challenges. Tell me something good. New Sales Champ awarded! We will vote by text.
Tony 9:15am
- ✓ Remote Calendar Review/Weekly Plan. Upcoming promotions!
Rose 9:25am
- ✓ Package Review - Weekend packages on all stations. WRNS Round Up Plan. The River Ramp Up Plan. BOB the Builder package. Tori will review all other available packages.
Tori 9:35am
- ✓ Training- Using all the tools we have at our disposal. [REDACTED], RAB..... great resource, *Creative Ready*.....great resource, *Chris Stonick*.....great recruitment resource. What are our responsibilities as a sales person? We will step through the Anatomy of the Sale and other items.
All 9:40am
- ✓ Adjourn - Sell! Sell! Sell!
All 9:50am



DBC Sales Meeting Agenda

7-19-2021





Agenda

- ✓ Housekeeping.... We are at [REDACTED] of our July Cluster budget! WXQR is at [REDACTED] of Budget. WQSL is at [REDACTED] of budget, The Bull is at [REDACTED] of Budget, WERO is at [REDACTED] of budget! WRNS is at [REDACTED] Working ahead remains very important! [REDACTED] and [REDACTED] for September. Digital Appointments. We each need at least 2 scheduled per week. Weekly Writes! We need [REDACTED]. Tony 8:45am
- ✓ Digital progress. How are we doing? Report from everyone. Tony 9:00am
- ✓ Success Stories/Challenges. Tell me something good. New Sales Champ awarded! We will vote by text. Tony 9:10am
- ✓ Remote Calendar Review/Weekly Plan. Upcoming promotions! Rose 9:25am
- ✓ Package Review - Weekend packages on all stations. WRNS Round Up Plan. The River Ramp Up Plan. BOB the Builder package. Guitar Pull - where are we? ROSE/Crystal/Gina please be prepared to discuss all available packages. Tony/Rose/PD's 9:30am
- ✓ Training - Step through Futuri - Jason and Josh please be ready to show us how you have used it. Tony 9:40am
- ✓ Adjourn - Sell! Sell! Sell! All 9:50am



DBC Sales Meeting Agenda

10-18-2021





Agenda

- ✓ Housekeeping..... We are a [REDACTED] of our October Cluster budget. WXQR La Pantera is a [REDACTED] of Budget. WQSL is a [REDACTED] of budget, The Bull is a [REDACTED] of Budget, WERO is a [REDACTED] of budget! WRNS is a [REDACTED] of our November budget and [REDACTED] for December. Digital Appointments. More coming from Todd. Let's finish October with a loud BANG!! We need [REDACTED] to make it! We need [REDACTED] for October from each of you to make it! Tony 8:45am
- ✓ Remote Calendar Review/Weekly Plan. Upcoming Promotions Rose 8:55am
- ✓ Todd Shuster will join us to lay out our Digital Strategy. This will be our training for today. Todd 9:05am
- ✓ Success Stories/Challenges. Tell me something good. New Sales Champ awarded! We will vote by text. Tony/All 9:25am
- ✓ Package Review – Tori will review Tori 9:35am
- ✓ Brief Motivation – Real World sucks, it doesn't get any easier.....or does it? Tony 9:45am
- ✓ Adjourn – Sell! Sell! Sell! All 9:50am



DBC Sales Meeting Agend

2-7-22





Agenda

- ✓ Housekeeping..... WXQR La Pantera is at [REDACTED] of Budget. WQSL is at [REDACTED] of budget, The Bull is at [REDACTED] of Budget, WERO is at [REDACTED] of budget! WRNS is at [REDACTED] of our February budget. The Cluster is at [REDACTED] of our February budget. Digital Appointments. We are at [REDACTED] of our March budget. [REDACTED]
Tony 8:45am
- ✓ Remote Calendar Review/Weekly Plan. Upcoming Promotions
Rose 9:00am
- ✓ Success Stories/Challenges. Tell me something good. New Sales Champ awarded!
Tony/all 9:10am
- ✓ Package Review – Tori will review.
Tori/All 9:25am
- ✓ Training – Review World Cup and talk about 5 target accounts. Ratings review for Fall Book. Advantage like plan....how are we doing? Are we pitching the packages. We currently need about [REDACTED] to tie last years Advantage number. We MUST accomplish and exceed this number in the next two weeks!
All 9:40am
- ✓ Secret method for preparing for any meeting - Lytle
All 9:50am
- ✓ Adjourn



DBC Sales Meeting Agenda

5-16-2022





Agenda

- ✓ Housekeeping.... Cluster for May at [REDACTED] of our Budget. Let's put May to bed! [REDACTED] of May Budget!!! WQSL is [REDACTED] of May budget, The Bull is [REDACTED] of May Budget, WERO is [REDACTED] of May budget! WRNS is a [REDACTED] Carolina Pure Rock is [REDACTED] We are at [REDACTED] our June budget. [REDACTED] Let's keep the momentum going! We need at [REDACTED] This is definitely possible!!!! WE HAVE ALREADY EXCEEDED THE FINAL NUMBER FOR LAST MAY! Let's keep rolling!
- ✓ Remote Calendar review and upcoming Promotions. Rose 8:55am
- ✓ Package Review - We will review all available packages and find out how each of you are doing with selling them. World Cup?? Tori will discuss new packages. The World Cup weekly hour long nightly show has begun. We need to focus on La Pantera pitches with some major/key accounts. I sent around the Categories they are targeting in Savannah. How are we doing with reaching out to them. Tori 9:05am
- ✓ Training - System 21. Are we ready for Michael's visit next week? How many appointments do we have? Remember, they can be virtual. We will discuss Closing techniques and monthly sales Goal attainment. Monthly goals are expected to be met. How can we help you get there? INVENTORY on WRNS. All 9:15am
- ✓ Digital - We must concentrate on increasing our Digital activity. Two Appointments per week. Tony 9:30am
- ✓ Motivation and Success Stories - All will share success for the week. Great Quote guessing game! All 9:40am
- ✓ Adjourn - Sell! Sell! Sell! All 9:50am