

REP: TEL# 703-528-9387 FAX# 703-516-9680
CREDIT ADVISORY: AGENCY CREDIT RISK !!
ORDER WORKSHEET HARRIS REPORT FROM STATION OCT9/18 10.14
REP HEADLINE# 9281452 TRF# 2079642 *** WDM-TV ***
\$\$\$ APPROVED ORIGINAL REV#0 \$\$\$

ADV #	ADV. NAME	ISS/NATL ASSOC OF REALTOR	REP. #	OFF. #	SALESMAN #
AGY #	AGY. NAME	MENTZER MEDIA SERVICES, INC.	BUYER NAME	ABBEY JANKALSKI	
		210 W. PENNSYLVANIA AVE. SUITE 250	SALES PRSN	WA- RYAN EDDINS (H)	
		TOWSON, MD 21204			
ORDER #		CONTRACT # 9281452	CLASS: NATL.	LOCAL	REGIONAL
PRDCT	NAT'L ASSOC REALTORS	EST#7063	COMMENTS: (LINE, ORDER, INVOICE)		
FLIGHT DATES	OCT23/18	OCT29/18	WK-1		
CITY TAX	STATE TAX	CO-OP BILLING NEEDED			DATE OCT9/18 10.14

REP: NEW NATIONAL ASSOCIATION OF REALTORS DARE ORDER
TOTAL \$5060
PLEASE CONFIRM
THANKS, JENNI!

CON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****
ALL ESTIMATES MUST BE INCLUDED ON THE INVOICES
STATIONS USING ELECTRONIC INVOICING, DO NOT SEND PAPER INVOICES:
AGENCY IDB #1021

AN ELECTRONIC INV.WEBSITE "EMEDIA TRADE-INVOICING" IS ALSO AVAILBLE
FOR THIS AGENCY. THE IDB# FOR THE WEBSITE IS: EMT12009
NATIONAL ASSOCIATION OF REALTORS
NOTICE: CHANGES OF THIS ORDER HAVE BEEN APPROVED. CONTRACT SCHEDULED FOR GENERATION

CONTRACT TOTAL \$5,060.00
TOTAL SPOTS 16

2079642

REP HEADLINE# 9281452
*** ORIGINAL REV#0 ***

REP: TEL# 703-528-9387 FAX# 703-516-9680
CREDIT ADVISORY: AGENCY CREDIT RISK !!
ORDER WORKSHEET HARRIS REPORT FROM REP OCT8/18 19.05
*** WDM-TV ***

ADV # ADV. NAME ISS/NATL ASSOC OF REALTOR REP. # OFF. # SALESMAN #
AGY # AGY. NAME MENTZER MEDIA SERVICES, INC. BUYER NAME ABBEY JANKALSKI

210 W. PENNSYLVANIA AVE. SUITE 250
TOWSON, MD 21204
SALES PRSN WA- RYAN EDDINS (H)

ORDER # CONTRACT # 9281452 CLASS: NATL. LOCAL REGIONAL

PRDCT NAT'L ASSOC REALTORS EST#7063 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES OCT23/18 OCT29/18 WK-1

CITY TAX STATE TAX CO-OP BILLING NEEDED DATE OCT8/18 19.05

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LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
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AGENCY ADVERTISER CODE = 71
AGENCY PRODUCT CODE = 557
AGENCY EST# = 7063

1			600A-700A	30		\$240.00	10/24	10/24	1		WED	1
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PROGRAM : NEWS 7 SUNRISE
CON COM1 : NEWS 7 SUNRISE

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 ORDER WORKSHEET HARRIS REPORT FROM REP

OCT8/18 19.05
 *** WDAM-TV ***

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
2			1000P-1035P PROGRAM : NEWS 7 AT 10 CON COM1 : NEWS 7 AT 10	30		\$720.00	10/24	10/24	1		WED	1
3			1035P-1137P PROGRAM : TONIGHT SHOW - FALLON CON COM1 : TONIGHT SHOW - FALLON	30		\$155.00	10/29	10/29	1		MON	1
4			1035P-1137P PROGRAM : TONIGHT SHOW - FALLON CON COM1 : TONIGHT SHOW - FALLON	30		\$155.00	10/23	10/23	1		TUE	1
5			1035P-1137P PROGRAM : TONIGHT SHOW - FALLON CON COM1 : TONIGHT SHOW - FALLON	30		\$155.00	10/25	10/25	1		THU	1
6			900P-1000P PROGRAM : CHICAGO PD CON COM1 : CHICAGO PD	30		\$560.00	10/24	10/24	1		WED	1
7			900P-1000P PROGRAM : DATELINE CON COM1 : DATELINE	30		\$225.00	10/26	10/26	1		FRI	1
8			600P-720P PROGRAM : NFL FTB NT IN AMERICA CON COM1 : NFL FTB NT IN AMERICA	30		\$280.00	10/28	10/28	1		SUN	1
9			600A-700A PROGRAM : NEWS 7 SUNRISE CON COM1 : NEWS 7 SUNRISE	30		\$240.00	10/26	10/26	1		FRI	1
10			700A-900A PROGRAM : TODAY SHOW CON COM1 : TODAY SHOW	30		\$180.00	10/23	10/23	1		TUE	1

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OCT8/18 19.05
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LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
11			700A-900A	30		\$180.00	10/26	10/26	1		FRI	1
PROGRAM : TODAY SHOW												
CON COM1: TODAY SHOW												
12			430P-500P	30		\$125.00	10/25	10/25	1		THU	1
PROGRAM : JEOPARDY												
CON COM1: JEOPARDY												
13			500P-530P	30		\$395.00	10/24	10/24	1		WED	1
PROGRAM : NEWS LIVE AT 5												
CON COM1: NEWS LIVE AT 5												
14			500P-530P	30		\$395.00	10/26	10/26	1		FRI	1
PROGRAM : NEWS LIVE AT 5												
CON COM1: NEWS LIVE AT 5												
15			600P-630P	30		\$605.00	10/25	10/25	1		THU	1
PROGRAM : NEWS 7 AT 6												
CON COM1: NEWS 7 AT 6												
16			630P-700P	30		\$450.00	10/25	10/25	1		THU	1
PROGRAM : WHEEL OF FORTUNE												
CON COM1: WHEEL OF FORTUNE												
OCT/18			\$4,905.00			NOV/18			\$155.00			

CONTRACT TOTAL \$5,060.00
 TOTAL SPOTS 16

MARKET TOTALS \$6,170 WDM 82% WHLT 14% CABL 0% WBH 0% WHPM 0% GDAM 0% HDAM 4%
 ESTIMATED SHARES

SVC- NSI
 DEMOS- RA35+*

ORDER

Orders	Order / Rev:	2079642	
	Alt Order #:	09281452	
	Product Desc:	NAT'L ASSOC REALTORS	
	Estimate:	7063	
	Flight Dates:	10/23/18 - 10/29/18	Primary AE: Ryan Eddins
	Original Date / Rev:	10/09/18 / 10/09/18	Sales Office: H-DC
	Order Type:	Political	Sales Region: National

Agency	Name:	Mentzer Media Services	
	Buying Contact:		Billing Type: Cash
	Billing Contact:		Billing Calendar: Broadcast
		210 W Pennsylvania Ave, Suite 250	Billing Cycle: EOM/EOC
		Towson, MD 21204	Agency Commission: 15%

Advertiser	Name:	ISS/National Association of Realtors	
	Demographic:	A35+	New Business Thru:
	Product Codes:	PL20	Advertiser External ID:
	Revenue Code 1:	Agency	Agency External ID:
	Revenue Code 2:	Political	Unit Code: General
	Revenue Code 3:	Pol-Issue	Order Separation: 00:15:00
	Priority:	P15	

Bill Plan

Start Date	End Date	# Spots	Gross Amount	Net Amount
10/01/18	10/28/18	15	\$4,905.00	\$4,169.25
10/29/18	10/29/18	1	\$155.00	\$131.75

Totals

Month	# Spots	Gross Amount	Net Amount	Rating
October 2018	15	\$4,905.00	\$4,169.25	0.00
November 2018	1	\$155.00	\$131.75	0.00
Totals	16	\$5,060.00	\$4,301.00	0.00

Account Executives

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Ryan Eddins			Start Of Order - End Of Order	100%

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
N 1	WDAM	10/24/18	10/24/18	LOC News at 6a	Comm	6a-7a	--1----	:30	1	\$240.00	P 2	0.00	NM	1	\$240.00
				News at 6a											
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 10/22/18	10/28/18	--1----		1				\$240.00		0.00			
N 2	WDAM	10/24/18	10/24/18	LOC WDAM News @ 10	Comm	10p-1035p	--1----	:30	1	\$720.00	P 2	0.00	NM	1	\$720.00
				WDAM News @ 10											
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 10/22/18	10/28/18	--1----		1				\$720.00		0.00			
N 3	WDAM	10/29/18	10/29/18	NET The Tonight Show	Comm	1035p-1137p	1-----	:30	1	\$155.00	P 2	0.00	NM	1	\$155.00
				The Tonight Show											
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 10/29/18	11/04/18	1-----		1				\$155.00		0.00			
N 4	WDAM	10/23/18	10/23/18	NET The Tonight Show	Comm	1035p-1137p	-1-----	:30	1	\$155.00	P 2	0.00	NM	1	\$155.00
				The Tonight Show											
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 10/22/18	10/28/18	-1-----		1				\$155.00		0.00			
N 5	WDAM	10/25/18	10/25/18	NET The Tonight Show	Comm	1035p-1137p	---1---	:30	1	\$155.00	P 2	0.00	NM	1	\$155.00
				The Tonight Show											
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 10/22/18	10/28/18	---1---		1				\$155.00		0.00			

Order / Rev: 2079642
 Alt Order #: 09281452
 Flight Dates: 10/23/18 - 10/29/18

Advertiser: ISS/National Association of Realtors
 Product Desc: NAT'L ASSOC REALTORS
 Estimate: 7063

WDAM

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
N 6	WDAM	10/24/18	10/24/18	NET Wednesday Hour 3 CHICAGO PD	Comm	9p-10p	--1----	:30	1	\$560.00	P 2	0.00	NM	1	\$560.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 10/22/18	10/28/18	--1----					1	\$560.00		0.00			
N 7	WDAM	10/26/18	10/26/18	NET Friday Hour 3 DATELINE	Comm	9p-10p	----1--	:30	1	\$225.00	P 2	0.00	NM	1	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 10/22/18	10/28/18	----1--					1	\$225.00		0.00			
N 8	WDAM	10/28/18	10/28/18	NET NFL Football Nite/A NFL Football Nite/America	Comm	6p-720p	-----1	:30	1	\$280.00	P 2	0.00	NM	1	\$280.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 10/22/18	10/28/18	-----1					1	\$280.00		0.00			
N 9	WDAM	10/26/18	10/26/18	LOC News at 6a News at 6a	Comm	6a-7a	----1--	:30	1	\$240.00	P 2	0.00	NM	1	\$240.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 10/22/18	10/28/18	----1--					1	\$240.00		0.00			
N 10	WDAM	10/23/18	10/23/18	NET NBC Today Show NBC Today Show	Comm	7a-9a	-1-----	:30	1	\$180.00	P 2	0.00	NM	1	\$180.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 10/22/18	10/28/18	-1-----					1	\$180.00		0.00			
N 11	WDAM	10/26/18	10/26/18	NET NBC Today Show NBC Today Show	Comm	7a-9a	----1--	:30	1	\$180.00	P 2	0.00	NM	1	\$180.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 10/22/18	10/28/18	----1--					1	\$180.00		0.00			
N 12	WDAM	10/25/18	10/25/18	SYN M-F 430-5p Jeopardy	Comm	430p-5p	---1---	:30	1	\$125.00	P 2	0.00	NM	1	\$125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 10/22/18	10/28/18	---1---					1	\$125.00		0.00			
N 13	WDAM	10/24/18	10/24/18	LOC Live at Five Live at Five	Comm	5p-530p	--1----	:30	1	\$395.00	P 2	0.00	NM	1	\$395.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 10/22/18	10/28/18	--1----					1	\$395.00		0.00			
N 14	WDAM	10/26/18	10/26/18	LOC Live at Five Live at Five	Comm	5p-530p	----1--	:30	1	\$395.00	P 2	0.00	NM	1	\$395.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 10/22/18	10/28/18	----1--					1	\$395.00		0.00			
N 15	WDAM	10/25/18	10/25/18	LOC News 7 at Six News 7 at Six	Comm	6p-630p	---1---	:30	1	\$605.00	P 2	0.00	NM	1	\$605.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 10/22/18	10/28/18	---1---					1	\$605.00		0.00			
N 16	WDAM	10/25/18	10/25/18	SYN M-F 630-7p Wheel of Fortune	Comm	630p-7p	---1---	:30	1	\$450.00	P 2	0.00	NM	1	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 10/22/18	10/28/18	---1---					1	\$450.00		0.00			
													Totals	16	\$5,060.00