

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

NOTICE: CHANGES OF THIS ORDER HAVE BEEN APPROVED. CONTRACT SCHEDULED FOR GENERATION

CONTRACT TOTAL \$5,060.00  
 TOTAL SPOTS 16

2079642

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 \*\*\* 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

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 NATIONAL ASSOCIATION OF REALTORS

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS/WK	WEEK INVT	DAYS	TOTL SPTS
1			600A-700A	30		\$240.00	10/24	10/24	1		WED	1
AGENCY ADVERTISER CODE = 71 AGENCY EST# = 7063 AGENCY PRODUCT CODE = 557												
PROGRAM : NEWS 7 SUNRISE CON COM1 : NEWS 7 SUNRISE												

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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
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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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% WHT 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  
**Original Date / Rev:** 10/09/18 / 10/09/18  
**Order Type:** Political

**Primary AE:** Ryan Eddins  
**Sales Office:** H-DC  
**Sales Region:** National

**Agency Name:** Mentzer Media Services  
**Buying Contact:**  
**Billing Contact:**  
 210 W Pennsylvania Ave, Suite 250  
 Towson, MD 21204

**Billing Type:** Cash  
**Billing Calendar:** Broadcast  
**Billing Cycle:** EOM/EOC  
**Agency Commission:** 15%

**Advertiser Name:** ISS/National Association of Realtors  
**Demographic:** A35+  
**Product Codes:** PL20  
**Revenue Code 1:** Agency  
**Revenue Code 2:** Political  
**Revenue Code 3:** Pol-Issue  
**Priority:** P15

**New Business Thru:**  
**Advertiser External ID:**  
**Agency External ID:**  
**Unit Code:** General  
**Order Separation:** 00:15:00

**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
<b>Totals</b>	<b>16</b>	<b>\$5,060.00</b>	<b>\$4,301.00</b>	<b>0.00</b>

**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 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 2	WDAM	10/24/18	10/24/18	LOC WDAM News @ 10 WDAM News @ 10	Comm	10p-1035p	--1----	:30	1	\$720.00	P 2	0.00	NM	1	\$720.00
		<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		\$720.00		0.00					
N 3	WDAM	10/29/18	10/29/18	NET The Tonight Show The Tonight Show	Comm	1035p-1137p	1-----	:30	1	\$155.00	P 2	0.00	NM	1	\$155.00
		<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 The Tonight Show	Comm	1035p-1137p	-1-----	:30	1	\$155.00	P 2	0.00	NM	1	\$155.00
		<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		\$155.00		0.00					
N 5	WDAM	10/25/18	10/25/18	NET The Tonight Show The Tonight Show	Comm	1035p-1137p	---1---	:30	1	\$155.00	P 2	0.00	NM	1	\$155.00
		<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		\$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