

DIRECTOR OF SALES - SOUTHEAST

Rare opportunity to work for legendary broadcaster of nine years has left us for an opportunity of a see her go but it's a great move up! So for the f we've got an opening in management for the rig

If you're a sales pro with some management experience career not just a job...if you're someone who enjoys demands and unique perspectives of small markets the idea of community based radio and the re you know that radio today also includes digital we'd like to talk to you.

As **Director of Sales** for our five station cluster **Michigan**, you'll manage a team of successful using your talents and creativity to enhance our cluster's air and digital presence. The successful candidate will have experience in radio sales as well as website and other media marketing. Must be able to develop and meet budgeted goals, plan and execute promotional and event activities and continue the management and development of our digital, streaming and other NTR inventory.

Equal Opportunity Employer: We encourage all to apply! Send cover letter/resume to: **lsmith@radiofirst.net**.

Bi
DOS
K. Scott Shughey
10/24/11

CIRCLE ONE OPTION

(Option #1) 2 or 3 insertions (days) - \$350 each (circle # of insertions) (includes same x in email & two weeks on the Inside Radio website)

(Option #2) HIGH FREQUENCY CAMPAIGN

Your ad runs a total of 4 times over two weeks. Includes 30 days at insiderradio.com, and 5x in the daily email to over 35,000 radio professionals. Total - \$1,300

(Option #3) EMPLOYMENT AD GUARANTEE

Your ad runs 5 consecutive days, and if you don't find the person you want, we'll continue to run the ad 2x per week until you hire. Includes 30 days on the website, and a minimum of 6x in the daily email to over 35,000 radio professionals. Total - \$1,500

Name Lawrence Smith Signature [Signature]

Company RadioFirst

Credit Card Address: 4810 Lakeshore Co Address: 808 Huron Ave., Port Huron, MI 48060

City Fort Gratiot State MI Zip 48059

Phone 810-982-9000 Fax 810-987-9380

Credit Card [Redacted] expires 05/16

Requested Insertion dates ASAP

Please sign and return via fax to 404-965-4131. THANK YOU!



Reward Summary

Beginning points balance	+	14,188
Points earned this period	+	20,318
Bonus points	+	0
Barclaycard Rewards Boost	+	0
Adjustments	+	0
Total Points earned this period	+	20,318
Points redeemed this period	+	0
Ending points balance	=	34,506

Activity for LAWRENCE C SMITH - Card ending in 1382

Payments				Amount
Trans Date	Posting Date	Transaction Description		
08/26	08/26	ARC Payment Received Thank You		-\$4,631.84
Total Payment Activity				-\$4,631.84
08/11	08/12	MSTREET.NET	513-631-4266 OH	\$1,500.00
08/12	08/15	DESMOND MARINE	PORT HURON MI	\$962.49
08/20	08/22	STATE LOCAL HARBORS CR	LANSING MI	\$104.00
08/22	08/23	GODADDY.COM	480-5058855 AZ	\$240.88
08/22	08/23	STATE-RESERVATIONS DNR	517-2411209 MI	\$164.00
08/25	08/26	FCC	877-480-3201 DC	\$6,625.00
08/27	08/29	STATE LOCAL HARBORS CR	LANSING MI	\$104.00
08/29	08/31	TONER CARTRIDGE DEPOT	ST AUGUSTINE FL	\$444.06
09/05	09/06	DRUGSTORE.COM	DRUGSTORE.COMWA	\$14.48
				\$10,158.91

Summary of Fees and Interest

Fees				Amount
Trans Date	Posting Date	Transaction Description		
Total Fees for this Period				\$0.00
Interest Charged				Amount
Trans Date	Posting Date	Transaction Description		
Total Interest for this Period				\$0.00

Year-to-Date Summary of Fees and Interest Charged*

Total Fees charged in 2011	\$39.00	Total Interest charged in 2011	\$0.00
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*This Year-to-Date Summary reflects the Fees and Interest charged on billing statements with closing dates in 2011. The Summary does not reflect any fees or interest adjustments and/or credits that have been made.

Interest Charge Calculation - 31 Days in Billing Cycle

	Balance Subject to Interest Rate	ANNUAL PERCENTAGE RATE (APR)	Interest Charge
Purchases			
Current Purchases	\$0.00	14.24% (v)	\$0.00
Balance Transfers			
Current Balance Transfers/Checks	\$0.00	14.24% (v)	\$0.00

**ACCOUNT PROTECTOR
YOUR BILL!**

You could take a payment holiday and have your monthly payment made for you once every twelve months. Additionally, Account Protector will eliminate your minimum monthly payment if you experience any of 13 other covered life events like: marriage, birth/adoption, job loss, disability, or hospitalization.

Enroll today by 1) reading the terms on back of this statement, 2) initialing the box on your remittance, and 3) return it with your payment.

KEEP TRACK OF YOUR ACCOUNT

Want to know when your payment is due or confirm we received your payment? Log on to www.BarclaycardUS.com and customize your email alert preferences.

SMITH
10-986
10-986-015

Please Confirm Job Vacancy Information

Note: the job will not be posted until you press the submit button below

Job ID:	016159
Date Submitted:	08/09/2011
Actual Job Title:	Director of Sales - RadioFirst
Department:	Management
FCC Job Category:	Officials and Managers
Compensation:	per year
Employment Type:	30 or more hours per week
Hours/Shifts:	
Education:	
Experience:	If you're a sales pro with some management experience and radio is your career not just a job...if you're someone who enjoys and understands the demands and unique perspectives of small market radio...if you embrace the idea of community based radio and the resulting relationships...if you know that radio today also includes digital and NTR revenue, then we'd like to talk to you.
Job Description:	As Director of Sales for our five station cluster in southeastern Michigan, you'll manage a team of successful sales associates while using your talents and creativity to enhance our cluster's air and digital presence. The successful candidate will have experience in radio sales as well as website and other media marketing. Must be able to develop and meet budgeted goals, plan and execute promotional and event activities and continue the management and development of our digital, streaming and other NTR inventory.
Requirements:	
Benefits:	Health, dental, optical insurance coverage. Paid vacation, holiday and sick time. 401k program.
EEO Statement:	RadioFirst is an Equal Opportunity Employer committed to the creation of a workplace free from discrimination and harassment. We recruit, hire, train, promote, compensate, and provide benefits and privileges to individuals in all job titles without regard to race, color, creed, religion, ancestry, sexual orientation, national origin, age, sex, disability, veteran status, or other legally protected status. Our company is committed to a fair and equitable workplace

	where everyone is a respected and valued member of the team.
Date Job Available:	08/22/11
Termination Date:	08/31/11
Contact's First Name:	Larry
Contact's Last Name:	Smith
Fax:	
E-mail Address:	lsmith@radiofirst.net
Contact Instructions:	We encourage all to apply! Send cover letter/resume to lsmith@radiofirst.net
Level of Outreach:	Regional Posting
Other Outreach:	
For which station(s) are you advertising this job? WBTI-FM,WHLS-AM,WHLX-AM,WPHM-AM,WSAQ-FM	
Hide station(s) on job notice? No	

* I have verified the information and I'm now ready to send the job posting out to the selected outreach area.
Please note! When clicking submit your job posting will be sent to the selected resources immediately. No further edits will be possible. If you leave this page without clicking "Submit This Job" the job will not be posted.

[Submit This Job](#)

[Edit This Job](#)

Station: WBTI-FM
Job Resources for (job ID): J016159

Dos
Kristine's replacement

Agency Name	Contact Name	Address1	CitySt	ate	Zip	Phone	Fax	How Contacted	Requesting Notification	Responses Interviewed
Algonac Community Schools	Karen Blair	308 South Parker	Marine City	MI	48039	810-794-4911		E	N	0
Allied Veterans Council	Tom Meinhardt	2665 North Range Road	Kimball	MI	48074	810-959-6595	(810) 985-6594	E	N	0
American Education Systems-Continuing Education (ALTER)	James T Cresswell	7711 Auburn Road	Utica	MI	48317	586-726-6339	586-726-1059	E	N	0
American Indian Communities Leadership Council	Sharon Kota	5315 Ravenswood	Kimball	MI	48074	810-989-2727	810-984-6624	E	N	0
Association for Women in Communications of Detroit	Sally Ann Brown	PO Box 1288 1659 Dennett Lane	Rochester Hills	MI	48307	248-652-1460	248-582-8464	E	N	0
Berks County Career Link		625 Cherry Street Reading State Office Building	Reading	PA	19602	610-988-1300	610-988-1382	F	N	0
Berks Department of Welfare	Gary W. Rightmire/ Joyce Miller	Reading State Office Building 625 Cherry Street	Reading	PA	19602	610-736-4242	610-736-4004	E	N	0
Berks Personnel Network		2930 Penn Avenue	West Lawn	PA	19609	610-288-1448	610-374-9920	F	N	0
Berkshire Training and Employment Program	Fran Soucie	57 Main Street	North Adams	MA	02147	413-663-7563	413-664-7634	F	N	0
Berlin Social Service	Antoinette Pajor	240 Kensington Road	Berlin	CT	06037	860-828-7007	860-828-7420	F	N	0
Blue Water Center for Independent Living		310 Water Street	Port Huron	MI	48060	810-987-9337	810-987-9548	F	N	0
College-Baker College, Auburn Hills	Jeffery Love	1500 University Drive	Auburn Hills	MI	48326	248-340-0600	248-340-0608	E	N	0
College-Baker College-Career Services Office	Betsy White	3403 Lapeer Road	Port Huron	MI	48060	810-985-7000	810-85-7066	E	N	0
College-Oakland Community College	Willie L. Lloyd, Ed. S	Auburn Hills Counseling 2900 Featherstone Rd, Building B, 2nd Floor, Rm	Auburn Hills	MI	48326	248-232-4142	248-232-4144	E	N	0
College-Oakland Community College-Placement Services	Willie Lloyd	2900 Featherstone Rd., 6206	Auburn Hills	MI	48326	248.232.4141	248.232.4144	E	N	0
College-Oakland Community College-Placement Services	Willie L. Lloyd, Ed. S	2900 Featherstone Road Building G-206	Auburn Hills	MI	48326	24-232-4142	248.232.4144	E	N	0
College-Rochester College	Joan Sullivan	800 West Avon Road	Rochester Hills	MI	48307	248-218-2176	248-218-2105	E	N	0
College-Saint Clair County Community College	Julie Ruiz	PO Box 5015 323 Erie Street	Port Huron	MI	48061	810-989-5775		E	N	0
Department of Social Services	Irene Bazan Waller	515 South Sandusky Road	Sandusky	MI	48471	810-648-4420	810-648-4432	F	N	0
GOODWILL INDUSTRIES	PAT KELLER	1013 26TH ST	PORT HURON	MI	48060	810-987-9333x	(810) 987-3121	F	N	0
Hispanic Service Center	Norma Young	150 South Elmton Avenue Suite C	Imlay City	MI	48444	(810) 724-3665	(810) 724-7731	E	N	0
MICHIGAN REHABILITATION SERVICES	DONNA	100 MCMORRAN 5TH FLOOR	PORT HURON	MI	48060	810-982-8571x	(810) 982-1044	F	N	0
Michigan Works-JobLink Career Center-Oakland County	Roland Hill	1839 North Perry	Pontiac	MI	48340	248-276-9470	248-276-9471	E	N	0
Michigan Works-Oakland County Service Center	Venita King	1370 South Lapeer Road	Oxford	MI	48371	248-969-2399	248-969-0836	E	N	0
Michigan Works-Oakland County-Pontiac Satellite	Irene Wright	1847 North Perry	Pontiac	MI	48340	248-276-9470	248-276-9471	E	N	0
Michigan Works-Port Huron	Danele Apsey	100 Mc Morran Boulevard 6th Floor	Port Huron	MI	48060	810-966-3300	810-966-3337	E	N	0
Michigan Works-ThumbWorks-Marlette	Marvin N. Pichla, PhD	Employment and Training Consortium 3270 Wilson Street	Marlette	MI	48453	989-635-3561	989-635-2230	E	N	0
Michigan Works-ThumbWorks-Sanilac County	Amanda Kritzman	575 West Sanilac	Sandusky	MI	48471	810-648-5800	810-648-5800	E	N	0
Ohio and Illinois Centers for Broadcasting	Gary James	9000 Sweet Valley Drive	Valley View	OH	44125	216-447-9117	216-642-9232	E	N	0
Radio-First Advertising	Larry Smith	808 Huron	Port Huron	MI	48060	810-982-9000	(810) 987-9380	E	N	0
SAINT CLAIR CO COMMUNITY COLLEGE	CAREER SERVICES	323 ERIE ST PO BOX 5015	PORT HURON	MI	48061	810-984-3881x	810-984-4730	F	N	0
SOCIAL SVC DEPT	JAMES NUNNOLD	3111 ELECTRIC AVE	PORT HURON	MI	48060	810-966-2187x	(810) 966-2025	F	N	0

St. Clair Community College	Teresa Goheen	Employment Planning 206 Main Building	Port Huron	MI	48061	810-989-5515	810-989-5541	E	N	0
St. Clair County Community College - Educational and Career Serv	Teresa Goheen	323 Erie Street 206 Main Building	Port Huron	MI	48061	810-989-5520x2	(810) 989-5775	E	N	0
University-Davenport University, Alma	Dawn Cline	1500 North Pine Street	Alma	MI	48001	989-463-8922	989-463-4540	E	N	0
University-Davenport University, Oxford	Kathy Weber	1366 South Lapeer Road	Oxford	MI	48371	248-628-7070	248-628-8470	E	N	0
University-Davenport University, Romeo	Stacy Taylor	71180 Van Dyke Road	Romeo	MI	48065	586-752-5229	586-752-5756	E	N	0
University-Oakland University-Communications Department		316 Wilson Hall	Rochester	MI	48309	248-370-4120	248-370-4208	E	N	0
University-Oakland University-Rochester, MI Career Services	Wayne Thibodeau	2200 North Squirrel Road 275 West Vanderberg Hall	Rochester	MI	48309	248-370-3250	248-370-3241	E	N	0
University-Oakland University-School of Marketing	Sheila R. Carpenter	2200 North Squirrel Road	Rochester	MI	48309	248-370-3685	248-370-3254	E	N	0
University-Oakland University-WXOU FM		69 Oakland Center	Rochester	MI	48309	248.370.4273		E	N	0
University-Oakland University-WXOU Radio Station	Kirk Van Husen	WXOU 69 Oakland Center	Rochester	MI	48309	248-370-4273	248-370-2846	E	N	0
Vietnam Veterans Association/American Legion Post 449	Tom Meinhardt	299 E. Huron Boulevard	Marysville	MI	48040	810-985-6595	(810) 985-6594	E	N	0
Work First	Tina	1918 Pinegrove Road	Port Huron	MI	48060	810-987-2460	810-987-2609	E	N	0
WORW (FM)	Carrie Maggs	1799 Krafft Rd.	Port Huron	MI	48060	810-984-2671	810-984-2747	E	N	0
WSGR-FM		323 Erie St.	Port Huron	MI	48060	810.984.5064		E	N	0

Job Vacancy at Liggett Communications, LLC

From: **Larry Smith** (lsmith@radiofirst.net)

Sent: Tue 8/09/11 4:23 PM

To: Kim Hyde (hydekd@hotmail.com)

The following job order is sent to you courtesy of BCS on behalf of the listed station. If you can identify a prospective applicant for this position, please follow the contact information listed below. This posting should be removed on the date listed.

Position: Director of Sales - RadioFirst
Company: Liggett Communications, LLC
Station(s): WBTI-FM, WHLS-AM, WHLX-AM, WPHM-AM, WSAQ-FM
Job Type: fulltime
Hours:
Compensation: / year

Job Description:

As Director of Sales for our five station cluster in southeastern Michigan, you'll manage a team of successful sales associates while using your talents and creativity to enhance our cluster's air and digital presence. The successful candidate will have experience in radio sales as well as website and other media marketing. Must be able to develop and meet budgeted goals, plan and execute promotional and event activities and continue the management and development of our digital, streaming and other NTR inventory.

Benefits:

Health, dental, optical insurance coverage. Paid vacation, holiday and sick time. 401k program.

Education Required:

Experience Required:

If you're a sales pro with some management experience and radio is your career not just a job...if you're someone who enjoys and understands the demands and unique perspectives of small market radio...if you embrace the idea of community based radio and the resulting relationships...if you know that radio today also includes digital and NTR revenue, then we'd like to talk to you.

Other Requirements:

Date Available: 08/22/11

Contact Info:

Larry Smith
lsmith@radiofirst.net
Fax:

Instructions: We encourage all to apply!

Send cover letter/resume to lsmith@radiofirst.net

EEO Statement

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RadioFirst is an Equal Opportunity Employer committed to the creation of a workplace free from discrimination and harassment. We recruit, hire, train,

promote, compensate, and provide benefits and privileges to individuals in all job titles without regard to race, color, creed, religion, ancestry, sexual orientation, national origin, age, sex, disability, veteran status, or other legally protected status. Our company is committed to a fair and equitable workplace where everyone is a respected and valued member of the team.

This job notice expires: 08/31/11



Michigan

819 N. Washington Ave. • Lansing, Michigan 48906

PH 800.968.

- HOME
- MEMBERS ONLY
- BECOME A MEMBER
- JOB BANK / CAREERS
- MAB LEADERSHIP
- CONFERENCES / SEMINARS
- MEMBERSHIP & SERVICES
- EMERGENCY ALERT SYSTEM
- AWARDS / HONORS
- COMMUNITY SERVICE
- LEGISLATION
- MICHIGAN DTV
- NCSA DOWNLOADS

Job Listir

Form for stations to submit their ad section:

Call Letters:

Company Name:

RadioFirst

Actual Job Title:

Director of Sales

Category:

Management

Description:

Director of Sales - Southeastern Michigan

Rare opportunity to work for lege broadcast company.

Our DOS of nine years has left us an opportunity of a life-time...we

Requirements:

How to Apply:

We encourage all to apply! Send letter/resume to lsmith@radiofirs

EOE

Contact Person Name:

Lary Smith

Contact Person Email:

lsmith@radiofirst.net

Deadline:

08/31/2011

City:

Port Huron

State:

MI

Zip:

48060

URL:

Check here to verify that your company is an equal employer

- Ads submitted will not immediately appear in the MAB Job Bank. All MAB approval.
- Ads will automatically be deleted 45 days after being posted.
- The MAB Job Bank is a membership benefit of the MAB and therefore restricted to MAB member stations.
- For EEO purposes, please click "print" now and include a copy of the appropriate EEO file.
- For questions, comments, or more information, contact MAB (mab@

Submit

Reset