

# Sales Order

Station: WIBC-FM Contract#: 0 Agency: TARGET ENTERPRISES  
 Contract Name: NFIB / 2037 / WIBC Address: 15260 VENTURA BOULEVARD  
 Proposal#: 72C9BE07-1413-4D90-9ACA-D005EC03A2E SUITE 1240  
 C City: SHERMAN OAKS State: CA Zip: 91403  
 Start Date: 10/31/16 End Date: 11/07/16 Phone: (818) 905-0005  
 Revenue Type: NATIONAL POLITICAL Type: Cash Buyer: \_\_\_\_\_  
 Advertiser: ISSUE (A) Tax Schedule: \_\_\_\_\_ (None)  
 Address: \_\_\_\_\_ Agency Commission %: 15  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Billing Cycle: Standard  
 Product Name: NFIB/2037/T.Young Pro Salesperson: EASTMANLOSANGEL Comm %: 8.50  
 Estimate #: 2037 Makegood Policy: WITHIN CONTRACT DATES  
 Agency Client Code: NFIB  
 Competitive Code: PO-POLITICAL ISSUES

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION										RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W	SPOTS		\$\$		
1	10/31/16	11/04/16		6:00 AM	10:00 AM	60	X	X	X	X	X			18	W	300.00	18	5,400.00		
2	10/31/16	11/04/16		10:00 AM	3:00 PM	60	X	X	X	X	X			16	W	250.00	16	4,000.00		
3	10/31/16	11/04/16		3:00 PM	7:00 PM	60	X	X	X	X	X			16	W	250.00	16	4,000.00		
4	11/07/16	11/07/16		6:00 AM	10:00 AM	60	4							4	D	300.00	4	1,200.00		
5	11/07/16	11/07/16		10:00 AM	3:00 PM	60	4							4	D	250.00	4	1,000.00		
6	11/07/16	11/07/16		3:00 PM	7:00 PM	60	2							2	D	250.00	2	500.00		

Billing Projections: By Month

	Oct 16	Nov 16
CA	3,200.00	12,900.00
ST	0.00	16,100.00

Print Spot Prices

TOTAL SPOTS ..... 60  
 GROSS TOTAL \$ ..... 16,100.00  
 ADJUSTED SPOTS ..... 60  
 ADJUSTED TOTAL \$ ..... 16,100.00

✓	# of Spots
✓	Total Dollars
✓	Agency Commission
✓	Net Total
✓	Trade
✓	Station
✓	Spot Length

APPROVE    DECLINE

       General Manager

       Sales Manager

       National Sales Manager

       Local Sales Manager

*Q* 10/27 *jm* 10/28/16

Oct 27, 16  
 CONT# 30210071 Mod# Ver# 1 (Last =)  
 REP EASTMAN  
 TO WIBC-FM (Indianapolis IN)  
 FM DIANE SRSEN  
 OFF LOS ANGELES  
 AGY TARGET ENTERPRISES LLC  
 ADDR 15260 VENTURA BLVD SUITE 1240  
 SHERMAN OAKS, CA 91403

DDS CONT# 0  
 C/P/E: NFIB / NFIB / 2037

SALESPERSON FAX#

PH # 818-905-0005

BYR NATALIE KRUGLIAK  
 ADV NFIB - NATIONAL FEDERATION IND BUSINESS  
 PDT NFIB  
 FLT Oct 24, 16 - Nov 13, 16

\* REP ORDER COMMENT \*

\*\* 10/27/2016 3:48:00 PM: THIS IS A NEW ORDER, PLEASE DO NOT DOUBLE BOOK, CONFIRM WITH EMILY AT 323-966-5187 OR EMILY.CAREW@EASTMANRADIO.COM

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF WKS	NPW	RATE	TOT SPTS	
		<b>FLIGHT 1</b>								
	1.1	MTWTF..	6A - 10A	60	<del>10/24/2016 - 10/28/2016</del>	1W	<del>2</del>	\$300.00	2	
	1.2	MTWTF..	10A - 3P	60	<del>10/24/2016 - 10/28/2016</del>	1W	<del>4</del>	\$250.00	4	
	1.3	MTWTF..	3P - 7P	60	<del>10/24/2016 - 10/28/2016</del>	1W	<del>4</del>	\$250.00	4	
			** WEEKLY FLIGHT TOTALS **					10	\$2,600.00	
		<b>FLIGHT 2</b>								
	2.1	MTWTF..	6A - 10A	60	10/31/2016 - 11/4/2016	1W	18 <sup>18</sup>	\$300.00	16	
	2.2	MTWTF..	10A - 3P	60	10/31/2016 - 11/4/2016	1W	12 <sup>10</sup>	\$250.00	12	
	2.3	MTWTF..	3P - 7P	60	10/31/2016 - 11/4/2016	1W	12 <sup>10</sup>	\$250.00	12	
			** WEEKLY FLIGHT TOTALS **					40	\$10,800.00	
		<b>FLIGHT 3</b>								
	3.1	M.....	6A - 10A	60	11/7/2016 - 11/7/2016	1W	4	\$300.00	4	
	3.2	M.....	10A - 3P	60	11/7/2016 - 11/7/2016	1W	4	\$250.00	4	
	3.3	M.....	3P - 7P	60	11/7/2016 - 11/7/2016	1W	2	\$250.00	2	
			** WEEKLY FLIGHT TOTALS **					10	\$2,700.00	

	Oct 16	Nov 16				
SPOTS	10	50				
CASH	2600.00	13500.00				
TRADE	0.00	0.00				
NSL	0.00	0.00				
TOTAL	2600.00	13500.00				

Oct 27, 16  
CONT# 30210071 Mod# Ver# 1 (Last = )  
REP EASTMAN

DDS CONT# 0  
C/P/E: NFIB / NFIB / 2037

						<b>TOTAL</b>
SPOTS						60
CASH						16,100.00
TRADE						0.00
NSL						0.00
TOTAL						16,100.00

**\*\* Competitive Comments \*\***

SVC:  
Demo Adults 35+

Nondiscrimination -Paragraphs 49 and 50 of the United States Federal Communications Commission's Report and Order No. 07-217 provides that broadcast stations' advertising contracts will not discriminate on the basis of race or ethnicity, and must contain nondiscrimination clauses. Consistent with this order, Katz Communications, Inc. (including any subsidiary or division of Katz) does not discriminate in any broadcast advertising contract on the basis of race or ethnicity and evaluates, negotiates and completes its broadcast advertising contracts without regard to race or ethnicity.



Target Enterprises  
15260 Ventura Boulevard, Suite 1240  
Sherman Oaks, CA 91403  
(818) 905-0005

## AGREEMENT FORM FOR NON-CANDIDATE ADVERTISING

Station and Location:	Date:
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I, TARGET ENTERPRISES do hereby request station time concerning the following issue:

NFIB Save America's Free Enterprise Trust

### SEE ATTACHED SCHEDULES

This broadcast time will be used by: NFiB

Does the programming (in whole or in part) communicate  
"a message relating to any political matter of national importance?"

YES       NO

I represent that the payment for the above described broadcast time has been furnished by  
(name & address)

NFIB Save America's Free Enterprise Trust (Safe Trust) 1201 F Street NW, Suite 200, Wash DC 20004 2025549000

and are authorized to announce the time as paid for by such person or entity (hereinafter  
referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors  
(or attach separately):

Juanita D Duggan, President and CEO

Signature of Issue Advertiser (Sponsor)

Date

To be Signed by Station Representative

Accepted

Accepted in Part

Rejected

Bradley Y. Close  
Signature

10/27/2016  
Date

Bradley Y. Close  
Printed Name

Sr VP Public Policy and Advocacy  
Title