# VAB Voice | Monday, February 22, 2021



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### **Alternative Broadcast Inspection Program**



#### **DOWNLOAD AGREEMENT**

# VAB Subsidizing 100% of the \$500 ABIP Fee in 2021!

The FCC routinely inspects radio and television stations for a variety of technical issues at random and sometimes without warning.

Every three years, the VAB offers the Alternative Broadcast Inspection Program (ABIP) to help stations ensure they are in compliance with FCC regulations, and 2021 is an ABIP year.

Stations that pass the ABIP program receive a certified 3-year exemption from routine FCC technical inspections.

Recognizing the financial stress COVID-19 has put on stations, the VAB will be subsidizing 100% of the \$500 fee for members in good standing this year. Non-members may also take advantage of ABIP at the regular cost of \$500. Get step-by-step details on how to participate at <a href="https://vab.org/abip">https://vab.org/abip</a>

### Bonus LBS "Weyland Wednesday" Webinar 2/24



On-Demand Broadcast Training

And Revenue Development That Works!

#### **WEYLAND WEDNESDAYS**

FEBRUARY 24TH - NOON ET

"On the Spot" secrets from broadcast's best mentor, Paul Weyland!
Get ready for a ride! Paul Weyland uses his quirky wit combined with his considerable
marketing experience to create a learning event his audiences do not forget. He cat
teach you how to increase sales.



How to Get More Appointments!
What's your break through appointment setting plan for these demanding days?

**REGISTER HERE** 

"How To Get More Appointments"
Wednesday, February 24th at 12PM
"On the Spot" secrets from Paul Weyland!

Get ready for a ride! Paul Weyland uses his quirky wit and considerable marketing experience to create a learning event his audiences do not forget.

What's your breakthrough appointment setting plan for these demanding days? Do you find it more awkward to ask for appointments today? Are your clients and prospects a bit more cranky? Would YOU return YOUR cliche voicemail, email and text messages? Then why would you expect a potential client to?

In this session, Paul Weyland explores how to create messages that compel local direct decision-makers to return your calls. Your daily broadcast and digital appointment-setting challenges can be accomplished in today's environment successfully with less stress.

#### Join The VAB Finance Committee!

The VAB Finance Committee is meeting this Tuesday, February 23rd from 10:30-11:30AM via ZOOM. If you would like to join this committee, email vab@vab.org

Agenda:



- Review FY 2021 Budget, Balance Sheet and P&L
- Investment Strategy (preserve capital vs. income growth)
  - Review Membership Committee's proposal to finance new member benefits

# Download NAB "We Are Broadcaster" Image Promos

**WEAREBROADCASTERS** 

**DOWNLOAD THE ADS** 

NAB has created ads recognizing the essential role of local radio and television stations to deliver critical news and information to communities. The spots highlight lifeline local coverage of significant events from the last year, including the COVID-19 pandemic, civil protests, natural disasters and the 2020 election. Watch and download the duallanguage TV and radio spots at WeAreBroadcasters.com.

### "This Week at the FCC" Summary



Every week, the attorneys at <u>Wilkinson Barker Knauer, LLP</u> in Washington D.C. provide a summary of the regulatory and legal actions of significance to broadcasters within the FCC. They also provide links to information about how these actions may affect your operations. Read this week's summary as well as summaries from past weeks at:

https://vab.org/this-week-at-the-fcc

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