VAB Voice I Tuesday, November 7, 2023



In This Issue:

- 2023 Hall of Fame & Awards Gala Registration
- 2023 Hall of Fame & Award Winners
- Free Sales Webinar 11/14
- Sage EAS ENDEC Software Update Delayed
- Broadcast Job Openings in Vermont
- "This Week at the FCC" update

Register Now for the VAB Hall of Fame & Awards Gala Saturday, December 2, 2023



CLICK HERE TO REGISTER NO LATER THAN 11/20

2023 VAB Hall of Fame Inductees...



Your copy should address 3 key questions: Who am I writing for? (Audience) Why should they care? (Benefit) What do I want them to do here? (Call-to-Action)

Create a great offer by adding words like "free" "personalized" "complimentary" or "customized." A sense of urgency often helps readers take an action, so think about inserting phrases like "for a limited time only" or "only 7 remaining"!



Ken Gilbert, WVTK-FM in Middlebury



Rod Hill, WOKO-FM & WKOL-FM, South Burlington

2023 VAB Award Winners

Broadcaster of the Year











Vox AM/FM/Digital

Distinguished Service



Jeff Garfield, WGMT-FM

Snyder Teffner



Larry Page WPTZ-TV & Vermont Public

Alan Noyes Community Service **Rising Star**

Friend of Broadcasters







Hall Communications **Radio Group**



Jessica Langlois, **WCAX-TV** & Molly Ormsbee, **WPTZ-TV**



Curtis LeGeyt, NAB

Free Sales Webinar Tuesday 11/14



On-Demand Broadcast Training And Revenue Development That Works!







What LOCAL Dealers Need You to Know Today!

Featuring John Tkac!

"What Local Auto **Dealers Need You** to Know Today!" Tuesday, Nov. 14th 12:00PM **Featuring John Tkac**

Join us for an extraordinary opportunity to captivate local dealers and elevate your sales game! Get ready to make a lasting impression by securing appointments with the professionalism and finesse that demonstrates your ability to address their needs. Present yourself as a broadcast and digital seller who truly understands the auto world, steering clear of the regular, mundane, "station-centric chatter" dealers hear from other sales reps. Come prepared to absorb invaluable insights and stay afterward to engage directly with our presenter! Ask him your questions about your local automotive landscape and get the information you need to succeed.

CLICK HERE TO REGISTER

Don't miss this opportunity! Every serious broadcast seller and manager should be part of this transformative experience. Elevate your skills and multiply your success. Secure your spot today and be ready to take your dealer selling success to the next level.

Sage EAS ENDEC Software Update Delayed



Under existing EAS rules, EAS participants have 60 days after a deadline (December 12, 2023) to operate an EAS device with non-compliant software. Beyond 60 days (February 2024), you'll need to notify the FCC Field office until you are in compliance. In the past, the FCC has implemented a special procedure when there was an industry-wide delay installing an update.

DASDEC released its software update in October 2023. Trilithic/Viavi released its software update in February 2023. We will keep you informed with any additional information

Broadcast Job Openings Around Vermont



General Sales Manager, Account
Executive, Local News Anchor,
Production Assistant - P/T, Producer,
Multimedia Journalist (NH), Local
Sales Manager, Account Executive
(NY), Executive Producer, Sales
Account Associate, News Intern



Account Executive.
Technical Media Producer,
Executive News Producer,
Newscast/Digital Producer,
News/Sports/Multimedia
Journalist,Intern



Newscast Director,
Receptionist/Sales Assistant,
Photographer/Director, Sales
Account Executive, Sales
Manager, Creative Services
Director, Director of Sales











Marketing Consultant

SUGAR RIVER MEDIA

Account Executive













<u>Digital Marketing</u> Coordinator/Sales Assistant





Account Executive



<u>Director of Business</u> <u>Sponsorships, Director of</u> <u>Engineering, Senior Vice</u> <u>President of Content</u>

Utilizing your state broadcasters association to post job openings earns you EEO Credit! If you have a job opening you would like the VAB to publicize, simply email a description to $\underline{\text{vab@vab.org}}$

This Week at the FCC



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

WILKINSON) BARKER KNAUER LLP



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