

# The Year of Sales Growth

Be Equipped to Thrive and Shine!



**Monday**  
**January 12<sup>th</sup>**

Growing Sales with  
AI-Powered Research,  
Prospecting, & Insight



**Shannon Kinney**  
Founder and CEO  
Dream Local Digital

**Tuesday**  
**January 13<sup>th</sup>**

Growing Sales with  
Auto Dealers as  
Top Billers



**John Tkac**  
Local Broadcast Sales  
Auto Dealer Expert

**Wednesday**  
**January 14<sup>th</sup>**

Growing Sales with  
Broadcast Sellers' Four  
Essential Skills



**Chris Fleming**  
President  
CD Media Consulting

**Thursday**  
**January 15<sup>th</sup>**

Growing Sales with AI-  
Driven Campaigns and  
Creative Ideas



**Tim Burt**  
Owner  
Tim Burt Media

**Friday**  
**January 16<sup>th</sup>**

Growing Sales with  
Your Best Year of  
Performance Ever



**Paul Weyland**  
President  
PaulWeyland.com

**FREE TO YOU THANKS TO YOUR STATE BROADCASTERS ASSOCIATION!**



**Gary Moore**  
Event Host  
President & CEO  
Local Broadcast Sales



**Eric Moore**  
Q&A Host  
Vice President & CFO  
Local Broadcast Sales

Join us for five powerful sessions focused on growing your sales in 2026! Topics covered will include AI-powered research and prospecting to mastering essential skills, winning with auto dealers, creating stronger campaigns, and achieving your best year of performance ever.

**Every day from Noon – 1:30 ET**

**Designed with your busy schedule in mind;  
we keep your morning & afternoon  
open for sales calls!**

**CLICK HERE FOR MORE INFORMATION**  
**AND TO REGISTER TODAY!**