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## Get A Spring College Intern Paid For By The VAB



The VAB's newest member benefit; a Paid internship Program designed to connect stations who need workforce help with students interested in pursuing careers in Broadcasting, is now accepting applications for Spring 2022.

Here's how it works:

- Station applies through VAB.org to get 100% of the internship subsidized.
- VAB Awards Nomination Committee reviews applications and selects up to three grantees.
- Station finds and hires the intern on their own.
- VAB writes a check to the station for \$1,731.90 to pay 120 hours at \$12.55/hour (VT minimum wage) + 15% towards payroll taxes.
- Application deadline is January 7, 2022 (you don't need to have found the intern by that date)

[DOWNLOAD THE APPLICATION](#)

## Free Sales Webinar Tuesday, January 11th: *"The Broadcast Sellers 10 Commandments for Modern Leadership and Success!"*



Presented to you **FREE** by your State Broadcasters Association.

# 2nd

TUESDAY

**Gary Moore**  
Local Broadcast Sales  
President

## **"THE BROADCAST SELLER'S 10 COMMANDMENTS FOR MODERN LEADERSHIP AND SUCCESS"**

**Tuesday, January 11th 12:00PM**

Every broadcast sales professional and leader are in competition for their future. Every day, significant traditional and digital opportunities are presenting themselves to you along with a new level of challenges. Come learn what it takes to be unique and original as you break through a "resetting" economy that demands new communication methods and higher standards for success. Your clients are working hard, and they need you to lead the way in our new transactional business environment! This session is a must-see for every broadcast leader, broadcast sales pro, and digital sales pro.

# Free Collections Webinar January 19th: "From Influence to Impact: You Ordered The Advertising. We Ran It Correctly. I'm Here To Collect"

Writing ad dollars is more complex than ever before. But it isn't sold unless you get paid. And sometimes the nuances of getting paid can slip through the cracks, so that money and time are lost. It does not have to be that way.

Mark your calendars to attend the VAB's FREE "From Influence to Impact: You Ordered The Advertising. We Ran It Correctly. I'm Here To Collect" webinar on **Wednesday, January 19th at 3:10 PM** hosted by Revenue Development Resources President Mark Levy.

This session is for anyone at the station with a vested interest in keeping collections high and bad debt low. It covers:

- Policy at the sale
- Station policy considerations
- "Danger Will Robinson!"
- Your new "best friend"
- Collection letters
- Phone call
- In-Person Call
- Third Party Help

SIGN IN TO THE WEBINAR HERE

## VAB Welcomes New Member WNBZ-FM



VAB welcomes our newest member WNBZ-FM, otherwise known as Z106.3! Licensed to Saranac, NY, Z106.3 plays a Classic Hits Format and is managed by the same team operating WCLX-FM out of Bridport, VT. Learn more about them at [www.wnbz.com](http://www.wnbz.com)

## BUZZ & WIZN Collect 9,452 lbs of Food!



Feed Your Neighbor Grand Total =  
**9,452 lbs. of food!**

**On behalf of the WIZN and BUZZ staff, thank you for sponsoring the Feed Your Neighbor Food Drive!**

106.7 WIZN and 99.9 the BUZZ hosted simultaneous broadcasts at Costco in Colchester and Hannaford in Plattsburgh from 10am- 3pm on November 20th to collect much needed food and cash donations.



All donations from Hannaford went to JCEO for a total of 5,292 pounds. And, a HUGE thank you to the JCEO team for donating their time to volunteer!



All donations from Costco went to Feeding Chittenden with a total of 4,160 pounds!



## Job Openings at Stations Around Vermont





COMMITTED TO OUR COMMUNITY



Sports Reporter, Newscast Producer, Graphic Artist/Promotion Producer, Weekend Meteorologist/MMJ, Chief Meteorologist, Digital Reporter, Digital Sales Manager, Multimedia Journalist, Newscast Director, AM Reporter, Account Executive, News Anchor

IT Specialist, Media Specialist, Host for All Things Considered, Chief Financial Officer (CFO), News Producer

Photojournalist, Sports Anchor/Reporter, Multimedia Journalist, National Sales Assistant, Chief Photographer, Meteorologist, Sales Account Associate, Newscast Producer



CHAMPLAIN COLLEGE

Programming Personalities, Managers, Account Executive

Senior Account Executive

Broadcast Media Production Adjunct

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 [vab@vab.org](mailto:vab@vab.org)

## This Week at the FCC



Every week, the attorneys at [Wilkinson Barker Knauer, LLP](#) 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

