



## In This Issue:

- Free Collections Webinar Wednesday 1/19
- Free CES Recap Webinar Thursday 1/20
- Current Broadcast Job Openings in Vermont
- *This Week at the FCC Update*

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



**Wednesday, January 19th  
3:10 PM**

by Mark Levy, Revenue Development Resources

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 doesn't have to be that way. This session is for anyone with a vested interest in keeping collections high and bad debt low and 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**

## Free Webinar January 20: Trends of the Future Now - What Every Broadcaster Should Know From CES



**Thursday, January 20th  
1:00 - 2:00 PM**

with Shawn DuBravac, President of Avrio Institute and former chief economist for the Consumer Technology Association

CES is one of the largest trade shows of the year bringing the technology world together for a week in Las Vegas. But, if you can't attend, our January Third Thursday webinar offers a chance to learn about what you missed. Shawn DuBravac will provide broadcasters with the insight, trends, and technology from the show that impacts our industry.

**REGISTER USING PROMO CODE: NASBA2022**

## Job Openings at Stations Around Vermont



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>

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