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## Sneak Peak at this year's Hall of Fame & Awards Banquet Theme!



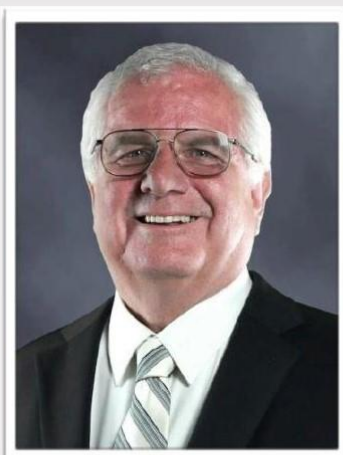
## Hall of Fame & Award Nominations Open!



It's time to recognize outstanding Vermont broadcasters! In addition to inducting a few members into the VAB Hall of Fame, we will also acknowledge excellence from this past year with awards for Broadcaster of the Year, Alan Noyes Community Service, the Snyder-Teffner Award for excellence behind the scenes in a support role and the Rising Star Award!

Now it's time for you to let the VAB know who is deserving of recognition! Descriptions of each award are on [vab.org](http://vab.org) and nominations must be received no later than Tuesday, October 25, 2022 at 11:59PM. Awards will be given out during the 27th Anniversary of the VAB Hall of Fame & Awards Banquet Saturday, December 3, 2022 at the Hilton Hotel-Burlington. Event details coming soon!

# Free Sales Webinar Tuesday 10/11 at 12pm



Gary Moore is the president of [www.LocalBroadcastSales.com](http://www.LocalBroadcastSales.com) and Insight Edge. He is known for innovative new business and staff development successes in radio, television, digital, and print advertising. He has had day-to-day responsibilities for media sales teams in Dallas (TX), Houston (TX), San Diego (CA), Sacramento (CA), Riverside, (CA), Modesto (CA), Santa Monica (CA), Oceanside(CA) as well as a nationwide ad sales network. Gary and his wife Ann live in San Diego and have 11 children.

**ATTEND THIS WEBINAR FOR A CHANCE TO BE ONE OF THREE WINNERS OF "Yes... I'm A Salesman. You Can Be Too" By Christopher Fleming!**

THANKS TO YOUR  
STATE BROADCASTERS ASSOCIATION  
YOU CAN ATTEND THIS WEBINAR FOR FREE!

POWERED BY THE BROADCAST INDUSTRY'S FAVORITE  
WEBSITE [www.LocalBroadcastSales.com](http://www.LocalBroadcastSales.com)

## Allowing Yourself to Be an Average Broadcast Seller Is a Formula for Failure

**FREE WEBINAR  
TUESDAY, OCTOBER 11 AT NOON ET**

There was a time - not so long ago - when an average salesperson could succeed in our industry. The pandemic, advances in digital ad technology, and the attitudes of consumers have completely changed that. If you want proof, just ask any seasoned top seller that you know. Today, we are also faced with a once-in-a-lifetime opportunity to reach new levels of success by redefining self-development and building our professional skills.

In this session, we will discuss what you need to do to keep mediocrity from causing tremendous harm to your career path and how to take full advantage of today's opportunities to become a local marketing hero. When selling broadcast, the difference between "average" and "superstar" often comes down to focusing on the right things and slightly changing a behavior or two. Be ready to be challenged to change your career for the better!

**Reserve your FREE webinar seat  
for the live presentation October 11. Noon ET**

# Free Engineering Webinar 10/18 at 11am

**Tuesday, October 18th at 11AM**

Kirk Harnack, Telos Alliance explains the importance of "containers" in AoIP. Courtesy of ABA Engineering Academy

[REGISTER](#)

## Free Webinar 10/20: *"Creating a Station Environment No One Wants to Leave"*



Thursday, October 20th from 1:00-2:00PM  
with Kevin Benz, Principal, Kevin Benz News

The best way to recruit the best talent is to create a newsroom no one wants to leave. Retention is the core of good recruiting and it takes a village to build a positive newsroom culture. Everyone in the newsroom is responsible for the culture of the newsroom, making what we do better and how we do it more efficient, and doing it all while supporting each other. Kevin will introduce you to some new ways of thinking about your own work in the newsroom, and outside it. How you can contribute to making your newsroom

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and yourself better. And how you can help retain your best and recruit better.

Use promo code **NASBA2022** to register for free!

## Broadcast Job Openings Around Vermont



COMMITTED TO OUR COMMUNITY



[Meteorologist, Reporter, News Anchor/Reporter, Senior Sales Account Executive, Junior Sales Account Executive, Anchor, Receptionist/Sales Assistant, Digital Content Producer, News Producer, Assignment Editor](#)

[Weekend Anchor/Multimedia Journalist, Assistant Chief Engineer, Multimedia Journalist](#)

[Administrative Assistant, Production Assistant, Chief Photographer, Producer, Master Control Operator, Multimedia Journalist, Meteorologist, Sales Account Executive, National Sales Assistant](#)



**CHAMPLAIN COLLEGE**

[Broadcast Media Production Adjunct](#)



[News Editor, Videographer, Director of Digital Media, Media Specialist - Master Control](#)



[Administrative Assistant, Programming Personalities, Managers, Account Executive](#)

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



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