

**WDMX-FM, WLTP-FM, WNUS-FM, WRVB-FM
PUBLIC FILE REPORT
June 1, 2017 – May 31, 2018**

III. RECRUITMENT INITIATIVES

	TYPE OF RECRUITMENT INITIATIVE (MENU SELECTION)	BRIEF DESCRIPTION OF ACTIVITY
1	Participated in Event/Program Sponsored by or on behalf of an education institution relating to career opportunities in broadcasting	Attended Job Fair at Washington Co Career Center April 12, 2018. Attended by VP Sales and Account Executive
2	Participation in Programs Designed to Further the Good of Dissemination information as to Employment opportunities in broadcasting	SEU participates in an ongoing partnership with the Wood County Technical Center, a vocational training program in our community. Students in the Center communications-broadcasts are advised by one of our program directors. SEU Employees serve as evaluators for the end of course tests which includes a mock interview session and station staff speaking to students about career opportunities in the broadcast industry. Also provided is input on the program curriculum and recruit graduates of the program. Station participants include a Program Director and Market President
3	Leads RX Training	All sales staff and VP Sales received this training on April 30, 2018
4	Optimizing Leads Management Training	All sales staff and VP Sales received this training on April 30, 2018
5	Social Media 101 Training	All sales staff and VP Sales received this training on January 26 th , 2018
6	Political Sales Training Basics	All sales staff and VP Sales received this training on January 4 th , 2018