



# Missouri Press Association Bulletin

No. 1337 — 16 May, 2017

2017

## PORTER FISHER GOLF CLASSIC

DATE  
**Thursday**  
**June 15, 2017**

FEE  
**\$75 Per Player**  
**\$300 Per Foursome**



**THE RIDGE**  
The Lodge of Four Seasons  
Lake Ozark, MO



11am Lunch • Shotgun start at Noon

Name \_\_\_\_\_

Player #1 \_\_\_\_\_

Co./Newspaper \_\_\_\_\_

Player #2 \_\_\_\_\_

Address \_\_\_\_\_

Player #3 \_\_\_\_\_

Email \_\_\_\_\_

Player #4 \_\_\_\_\_

Phone \_\_\_\_\_

**Single and partial teams are welcome  
and will be grouped into teams by MPF.**

**Method of Payment**

Check  Visa  Discover  MasterCard  American Express

Golf = \$75 per golfer \$ \_\_\_\_\_

Mulligans may be purchased at the course before teeing off.

Mulligans \$10 Each \$ \_\_\_\_\_

(limit 1 per player per side)

Hole Sponsorship = \$50 each \$ \_\_\_\_\_

Prizes will be awarded after tournament.

Credit Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_

Prize Fund \$ \_\_\_\_\_

**TOTAL: \$ \_\_\_\_\_**

Name on Card \_\_\_\_\_

Send registration form & check to Missouri Press Foundation,  
802 Locust St., Columbia, MO 65201; or pay by phone with a credit card, (573) 449-4167.  
Make checks payable to Missouri Press Foundation





## Missouri Press Association

### Missouri Press Service

802 Locust St.  
Columbia, MO 65201-4888  
(573) 449-4167; FAX (573) 874-5894  
www.mopress.com

**PRESIDENT:** Jeff Schrag,  
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*The Joplin Globe*

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*Benton County Enterprise, Warsaw*

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Vicki Russell, Columbia

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NIE & Education Director  
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# 2017 legislative session ends

## From Mark Maassen

The 2017 Missouri State Legislative Session ended at 6 p.m. on Friday.

None of the three bills that would have moved public notices or foreclosure notices to websites made it to their respective floors in the Senate or the House for debate. Furthermore, they weren't added on as last minute amendments to other bills either.

Thank you to those who made trips to Jefferson City to call on our legislators, and countless others of you who made phone calls to your representative or senator to make our issues known. Believe me, it made a difference!

I also want to thank MPA's lobbying team. First, we are extremely fortunate to have Doug Crews continuing to work with us in Jefferson City. His experience and insight is immeasurable! A shout

out goes to Heath Clarkston and Harry Gallagher. Their behind the scenes efforts made a difference. And Jean Maneke continues to give us valuable advice and input as we navigate through the session.

Now, our thoughts turn to next year. The legislative committee that was formed at our last board meeting has already met once in Springfield. Our plan is to get ahead of these issues before the legislature convenes again in January. We may ask your assistance to call on your legislator in their home district during the break to make our issues known. This is the time to make inroads, without having a pressing issue before them on which we want their immediate help.

A more detailed wrap-up of the session will be forthcoming.

## 151st MPA Convention is Sept. 28-30

After celebrating Missouri Press Association's milestone 150th Annual Convention and Tradeshow, this year's convention will look toward the future of newspapers and journalism in Missouri.

MPA's 151st Convention is Sept. 28-30 at University Plaza in downtown Springfield. More details about specific activities for each day will be announced in the coming weeks.

The Hall of Fame banquet will be scheduled for Friday, Sept. 29, while the Better Newspaper Contest Awards luncheon will be Saturday, Sept. 30.

Nominations for MPA's Hall of Fame, Outstanding Young Journalists

and Photojournalism Hall of Fame are currently being accepted and are due by March 31. Nomination forms are at mopress.com/current\_forms.php or by contacting Matthew Barba by phone at 573-449-4167, ext. 302, or by email at mbarba@socket.net.

If you would like to be a sponsor or trade show exhibitor, contact MPF Director Melody Bezenek by phone at 573-449-4167, ext. 303, or by email at mbezenek@socket.net.

Detailed information, including how to register for the convention, will be released in upcoming MPA publications, as well as at mopress.com/convention.

## Do you know any drone journalists?

Technology is always changing and this year Missouri Press Association is looking at how some of those changes are affecting journalism during its upcoming 151st Annual Convention and Trade Show being held Sept. 28-30 in Springfield.

One of the topics planned for the convention is drone journalism, including how these devices can be used by newspapers for advertising and gathering news.

As we get closer to the convention, MPA is looking for member newspapers who are on the cutting edge of technology (or even a few hobbyists who have had a chance to mix business with fun) and how you are using drones in your respective businesses.

If you would be willing to share some of your thoughts on being a drone journalist, please contact Matthew Barba, MPA editor, at 573-449-4167 or mbarba@socket.net



## Are you getting MPA emails?

Missouri Press News has moved to bi-monthly publication. More email communication will be used to ensure Missouri Press Association members are notified of events and are aware of various issues affecting their industry.

Missouri Press emails range from statewide classified ads to the weekly eBulletins with information about journalism and the newspaper industry, as well as information about legislative issues that could affect newspapers.

To ensure all members are receiving communications from MPA, we ask that you share this message with members of your staff who should be receiving communication from Missouri Press.

If someone needs to be added to Missouri Press' email lists, they can contact Editor Matthew Barba at mbarba@socket.net to be included.

If you have requested to be included on our email lists and you are still not receiving communication from Missouri Press, or if you were previously receiving emails from Missouri Press and have since stopped, please contact Barba to try to resolve the issue.



## Digital copies of public notices Send your digital newspaper to NewzGroup

**From Mark Maassen**  
*MPA Executive Director*

One issue that was brought up during the recently completed session of the Missouri state legislature is the timeliness of the postings of public notices to our statewide website.

NewzGroup is the company that is archiving our legal ads and public notices.

If at all possible, please send your newspaper digitally to them. This will help get your newspaper's legal notices up on our statewide site more quickly.

The statewide site can be found here: [mopublicnotices.com](http://mopublicnotices.com)

We have been promoting this website to our state legislators in hopes that it will answer their questions regarding why public notices need to be moved to a website but that is maintained by a neutral third-party, such as a newspaper.

At Missouri Press, we are already

doing that! And we have been for seven years!

Listed below is contact information for Lee Brooks, who is with NewzGroup and is helping us update our list of newspapers uploading their digital copies to the public notice website:

Lee Brooks  
lbrooks@newzgroup.com  
Phone: 1-512-472-7299  
Toll Free: 1-855-472-7299

### Public notice ads

The Missouri Press Association has a series of Public Notice ads available that help inform your readership about the importance of keeping public notices in the newspaper.

These ads are available in color and black-and-white online here: [mopress.com/public-notices](http://mopress.com/public-notices)

Other Public Notice resources, such as a searchable database and index of legal requirements, are also available through the MPA website.

**SAVE THE DATE  
HEADLINING  
TOMORROW**

**The Future of Missouri Newspapers**  
BUSINESS • FINANCE • LIFESTYLE • FASHION • SPORT • TRAVEL • WEATHER  
ISSUE #151

Perhaps more than at any other time in recent memory, scrutiny of the press is drawing many to wonder about the future of journalism in America and what forms it will take.

Finding future generations of journalists, and retaining existing ones, while cultivating in them that love for the work is key to the future survival of newspapers, according to Zach Adams, publisher of Iapahua Capital Journal and a presenter at Missouri Press Association's upcoming 151st Annual Convention and Trade Show. The theme of the convention is "Headlines of Tomorrow" and will be held Sept. 28-30 at University Plaza in downtown Springfield.

**151<sup>ST</sup> ANNUAL  
MISSOURI PRESS CONVENTION**

**SEPTEMBER 28-30, 2017**

**UNIVERSITY PLAZA HOTEL, SPRINGFIELD**





## CALENDAR 2017 June

- 8** — Northwest Missouri Press Association Meeting, Andrew County Museum, Savannah
- 15** — Porter Fisher Golf Classic, Lodge of the Four Seasons, The Ridge, Lake Ozark
- 16** — MPA/MPS/MPF Board Meetings, The Lodge of Four Seasons, Lake Ozark
- 16** — Show-Me Press Association Meeting, The Lodge of Four Seasons, Lake Ozark
- July**
- 13** — Southeast Missouri Press Association Annual Conference, Cape Girardeau
- August**
- 4** — Ozark Press Association Meeting, Springfield Botanical Gardens

## Regional press meetings Northwest Press will meet June 8

The 2017 Northwest Missouri Press Association convention is Thursday, June 8, at the Andrew County Museum in Savannah.

This will be the 127th annual meeting of the region's newspaper publishers, editors and staff members.

Leslie Speckman, editor and publisher of *The Savannah Reporter*, is president and host for this year's meeting.

A featured part of this year's program is a presentation from the Community Foundation of Northwest Missouri on regional vitality – what is required to sustain and grow the region's smaller communities on which newspapers depend for readers and advertisers.

The program also includes updates on Missouri Press Association activities and legislative issues. The luncheon will feature presentation of the Craig Watkins Friend of Northwest Press Award, the Merrill Chilcote Award for service to journalism in the region and

the James Kirkpatrick Award for service to the state.

Contact Melody Bezenek at 573-449-4167 for registration information.

### Other meetings

Show-Me Press Association will meet June 16 at Lodge of Four Seasons in Lake Ozark. Program and registration information can be found below.

Southeast Missouri Press Association will meet July 13 in Cape Girardeau. The program will include a news workshop, postal and circulation workshop and information on using Facebook to boost business.

Ozark Press Association will meet Aug. 4 at the Springfield Botanical Gardens. Russell Viers will be the featured speaker and input from attendees is being sought on what Viers should discuss.

Contact MPA at 573-449-4167 for registration information for both SEMO and Ozark meetings.



## Show-Me Press Meeting and Missouri Press Events

June 15-16, 2017 | Lodge of Four Seasons | Room Rate: \$119.00 | 888-265-5500

### Schedule of Events

#### Thursday, June 15

Noon Porter Fisher Golf Tournament | The Ridge at Lodge of Four Seasons | See Separate Form for More Details  
7:30 p.m. MPA/MPS/MPF Board Dinner | Bentley's Restaurant | 3100 Bagnell Dam Blvd. Lake Ozark

#### Friday, June 16 | All Events Held at Lodge of Four Seasons, Lake Ozark

8-11:30 a.m. MPA/MPS Board Meeting  
11:45 a.m. Missouri Press Foundation Board Lunch and Meeting  
12-1 p.m. Show-Me Press Lunch  
1-5 p.m. Speaker Russell Viers | Tell us what you want to hear from Russell!!!!

**Russell would like to know what you want to learn from him! Email [kwilliams@socket.net](mailto:kwilliams@socket.net) and let MPA know and we'll let you know the exact topic(s) he will cover soon!!!**

**If you didn't already know, Russell Viers** is an Adobe Certified Instructor in InDesign, Photoshop and Illustrator. He is a highly sought-after speaker/trainer worldwide, due to his extensive knowledge and entertaining style. His methods for modern PDF creation, editing and output have streamlined production for many in the industry. He helps publishers automate workflows, save time and cut overhead.

Registration Fee \$40.00/person including lunch **prior to June 7** | **\$50.00/person after June 7 deadline**

Company: \_\_\_\_\_ Address: \_\_\_\_\_

Phone \_\_\_\_\_ email: \_\_\_\_\_

Name(s) of Attendee(s): \_\_\_\_\_

**Please send registration and payment to Show-Me Press Treasurer Sandy Nelson | [sandy.nelson@npgco.com](mailto:sandy.nelson@npgco.com)**

The Courier-Tribune | 104 N Main | Liberty MO 64068 | Office: 816-454-9660 Fax: 816-414-3340





## Be Treated Like *Royalty* In *St. Louis*

You are invited to join the Missouri Press Foundation for a night of baseball in a private party suite at Busch Stadium.

**Cardinals vs. Royals**

**Busch Stadium Private Party Suite**

**Thursday, August 10**

**Game Time 6:15 p.m.**

**\$199 donation per person**

Unlimited buffet with Hunter hotdogs, brats, BBQ beef, baked Italian chicken, pasta salad, nachos and cheese, mixed greens salad, cookies and brownies.

In-suite bartender to serve Budweiser and Coca-Cola products.



Thanks to the *St. Louis Post-Dispatch*, the Foundation is able to offer a limited number of passes as a fundraiser for the Foundation. This is a first-come, first-served opportunity.

Contact Melody at [mbezenek@socket.net](mailto:mbezenek@socket.net) or 573-449-4167 to reserve your spots today!

 **ST. LOUIS POST-DISPATCH**

# Expanding into digital opens new revenue streams

By Jennifer Nelson

Reynolds Journalism Institute

The *Washington Missourian* was about to lose \$5,000 to \$6,000 in ad revenue to a competitor. The client needed to reach digital customers beyond the local opportunities the newspaper had provided in the past.

But the *Missourian* had just started working with the Missouri Press Service to expand its digital offerings. After the ad staff learned more about the client's needs, they suggested programmatic advertising, which targets customers based on factors like geographic location and browsing history.

The client agreed. The *Missourian* not only recouped the dollars they were going to lose but also brought in \$2,000.

Whitney Livengood, the *Missourian's* digital advertising sales manager, believes newspapers like hers need to provide digital services to clients or risk losing ad dollars to cable companies and other media outlets that do. These digital services include YouTube TrueView ads, targeted advertising and website

development.

"Make digital a priority," Livengood says. "If you don't embrace digital and start the process of positioning yourself, in your community, as a full-service marketing agency, huge revenue opportunities are going to pass you by."

Not all community newspapers have the resources or staff to offer digital services on their own, says Mark Nienhueser, MPS advertising director, who helped develop the suite during MPS' institutional fellowship with the Donald W. Reynolds Journalism Institute. MPS partners with Amplified Digital of St. Louis to serve as a "back office" to newspapers like the *Missourian*, offering services and training.

"Having utilized Amplified for a more customized training session, we've been able to respond to our customers' higher level questions immediately," Livengood says, which has been beneficial in moving the sales process along at a faster pace. "Having said that, the team at Amplified is an email or phone call away to answer any questions you or your clients may

have."

Armed with the digital suite, Livengood now approaches clients — especially those who had sought help elsewhere — with a full menu of options. One client has switched to the *Missourian's* digital suite from a competitor's product, and another one is interested in marketing with mobile-location targeting.

Most of the *Missourian's* clients are interested in programmatic advertising, says Livengood. But as her team visits with more clients, they're learning about other digital needs. For example, one client also expressed needing help with the management of a social media account, says Livengood.

## Coming to a state near you

According to Nienhueser, not all state press associations have the manpower or resources to set up similar services and work with vendors. As a result, MPS is offering a white label version to other press associations. He's working with eight other state press associations to implement similar programs; more associations are interested, he says.

## Make Sales Soar Like Magic

Improve your close ratios to 70% or more with the **New MiAD**

# WIZARD!

It's a fact that spec ads help close more sales — and yet spec ads are used less than 20% of the time. Now, with the real-world magic of MiAD® Wizard, personalizing and presenting spec ads for EVERY prospect is as easy as 1-2-3!

**No training.  
No time wasted.  
No more tough sells.**

Go to [miadwizard.com](http://miadwizard.com) and see the magic for yourself!

**METRO**  
CREATE. SELL. PROFIT.

800.223.1600  
service@metro-email.com  
www.metrocreativeconnection.com  
[miadwizard.com](http://miadwizard.com)





# Missouri Press Classifieds: Who is looking for YOU?

## FOR SALE

• Weekly Newspaper For Sale – Boone County, Missouri's only independent newspaper and website for sale in the fastest growing housing market in mid-Missouri. This property has positive cash flow, a solid financial track record and plenty of growth opportunities. This market's central location makes for a great opportunity to add to your group or become your own boss. Small building could be leased or purchased. Seller looking to retire, contact [bruce@bocojo.com](mailto:bruce@bocojo.com) (573)289-2665. 3-30

• Weekly Metro Suburban Publication for sale. Long established. In Missouri. Revenues near 100K Annually. Owner is nearing retirement, will train and assist in transition. Great as an add-on acquisition or younger couple to own and operate. Serious inquiries only. 816-225-5083 or email: [bmassop@massopgroup.com](mailto:bmassop@massopgroup.com)

• Weekly community newspaper for sale. Long established. In Missouri. 100K/annual revenue. Serious inquiries only. 660-726-2073 or email: [rgsales00769@gmail.com](mailto:rgsales00769@gmail.com)

• North Missouri newspaper and shopper for sale. Great potential, untapped sources of revenue. Call 660-626-6308.

## HELP WANTED

**BUSINESS REPORTER:** *Springfield Business Journal*, an award-winning weekly niche publication in southwest Missouri, is seeking a reporter. Expertise in AP style is required; three to five years of reporting, ideally in business, is preferred. The position offers competitive pay and benefits, including health, life and 401(k). Send résumé and clips to Eric Olson, editor, [eolson@sbj.net](mailto:eolson@sbj.net) or PO Box 1365, Springfield, MO 65801. 4-24

**PUBLISHER:** The *Ruston Daily Leader*, an award-winning six-day daily (afternoon M-F, Sun. AM) newspaper in Ruston, Louisiana seeks an energetic, experienced newspaper professional to lead its dedicated team as publisher.

The publisher is the top local executive and is responsible for all facets of the newspaper operation including financial performance, advertising and circulation sales, editorial content online and in print, marketing, promotion, on-site web press printing facilities (Goss press with 4-high), social media marketing/ad sales, and community involvement. A college degree or equivalent professional experience in newspapers, magazines, online journalism and business management is desired.

Applicant should be friendly and outgoing with excellent written and verbal

communication skills. Ideal candidate will be a smart, creative leader who is passionate about journalism, bringing creative vision, voice and style while seeking to challenge the status quo in pursuit of excellence. We seek a proven leader with the ability to learn quickly and work well with others in a fast-paced, deadline-oriented team environment. Other desirable experience would include newsroom management plus advertising and marketing across multiple platforms in print and digital. Candidate should demonstrate an understanding of the changing media landscape and be prepared to meet the needs of the served community in print, online and mobile. Successful applicant will relocate to Ruston/Lincoln Parish in the beautiful piney hills of north-central Louisiana on Interstate 20. Lincoln Parish is the home of Louisiana Tech University and Grambling State University. Publisher will also be responsible for management/oversight of *The Gazette*, a weekly newspaper in neighboring Farmerville, LA serving the city and Union Parish. Dedicated and competent newspaper staff is in place at both locations.

Compensation will be a combination of salary plus performance bonus commensurate with experience. Company group health plan with Blue Cross/Louisiana is available.

**CONTINUED ON NEXT PAGE**

## Southeast Missouri

Annual Meeting July 13, 2017  
Networking, Registration Starts at 2 p.m.



## Press Association

University Center  
Southeast Missouri State University, Cape Girardeau

- |  |  |
|--|--|
| 2 p.m. Registration and networking                           | 4:30 p.m. Using Facebook to boost business                       |
| 2:15 p.m. Business meeting, introductions and announcements  | 5 p.m. Cookie Break  |
| 2:30 p.m. Public Notice Session by MPA Director Mark Maassen | 5:15 p.m. Load bus for tour of Southeast's Rust Center for Media |
| 3 p.m. Join weekly and daily editors for a News Workshop     | 6:30 p.m. Bus returns, meeting adjourned                         |
| 3:45 p.m. Postal and circulation workshop                    |  |

*Attendance is free to SEMO Press members. SEMO Press membership is \$100 per newspaper.*

Please send dues with this form to Michelle Friedrich, Treasurer

Daily American Republic • 208 Poplar Street • P.O. Box 7 • Poplar Bluff, MO 63901 • 573-785-1414 • Fax 573-785-2706

Newspaper: \_\_\_\_\_

Contact Name \_\_\_\_\_

Street Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Email Address: \_\_\_\_\_ Phone: \_\_\_\_\_

Meeting Attendee(s): \_\_\_\_\_

# Missouri Press Foundation

A portion of the registration fees from Missouri newspapers participating in Online Media Campus webinars goes to benefit the Foundation.



## Upcoming Webinars

### Rural Journalism: Tracking Agriculture

Thursday, May 18

Presenter

Al Cross, Institute for Rural Journalism and Community Issues

### What Would Sammy Do? Top Priorities For Sales Today

Thursday, May 25

Presenter

Sammy Papert, Wormhole

### Building a Strong Service Directory to Increase Revenue

Wednesday, June 7

Presenters

Janet DeGeorge, Classified Executive Training & Consulting

### Miss one of Online Media Campus's great webinars?

Don't worry ...

You can view past webinars at [onlinemediacampus.com](http://onlinemediacampus.com)!

Register at [onlinemediacampus.com](http://onlinemediacampus.com)

High-quality, low-cost web conferences that help media professionals develop new job skills without leaving their offices.

Have news for MPA?  
Contact Matthew Barba at [mbarba@socket.net](mailto:mbarba@socket.net).

# Classifieds: Continued from P9

Interested candidates should send their resume, salary history, and professional references with a specific cover letter (written for this job posting, designed to outline why you are the person for this job) to Marc A. Richard at [fackelmannewsgroup@gmail.com](mailto:fackelmannewsgroup@gmail.com). Thanks for your interest and we look forward to hearing from you about this exciting opportunity! 4-18

**ADVERTISING EXECUTIVE:** *The Christian County Headliner News* has a rare opening for an energetic, friendly, honest, customer service expert that is hungry for success! The perfect candidate will appreciate a team effort, but won't be afraid to make cold calls by themselves.

This candidate won't be happy with attaining goals. More importantly, they will want to blow them away.

Our full time position offers a salary, plus commission and bonuses.

Please submit your resume and references to: Headliner News, attn: Tricia Chapman, P.O. Box 490, Ozark MO 65721 or email to [triciac@ctheadliner.com](mailto:triciac@ctheadliner.com) 4-17

**GENERAL ASSIGNMENT REPORTER:** *The Christian County Headliner News* is seeking a journalist with a passion to report news and feature stories happening in Christian County, Missouri.

If you possess the skills, experience and degree befitting a weekly print and 24/7 online news publication, we want to hear from you!

Please submit your resume and writing samples to: Headliner News, attn: Tricia Chapman, P.O. Box 490, Ozark MO 65721 or email to [triciac@ctheadliner.com](mailto:triciac@ctheadliner.com) 4-17

**ACCOUNT EXECUTIVE:** *The Quincy Herald-Whig* is bringing the future of advertising and marketing solutions to our customers today. Our multimedia advertising sales team is looking for an Account Executive by title who is a multimedia sales specialist in action.

If you have the skills to meet with an active customer base and provide them with effective, comprehensive, and solid marketing and advertising solutions then you may be the candidate we are looking for. College degree in marketing or advertising preferred plus two-three years successful marketing, advertising or customer service experience including business-to-business/face-to-face sales. Must be digitally savvy and have strong computer skills including Word, Excel and Power point. A valid driver's license required.

We offer a competitive commission along with a comprehensive benefit package, training, development and the opportunity for growth! Great expense, cell and gas reimbursement program.

Send Resumes to: Christina Wilson | Human Resources 130 S. Fifth Street | Quincy, IL 62301 or email: [cbwilson@whig.com](mailto:cbwilson@whig.com) 4-12

**EDITOR:** *The Missourian*, an award-winning twice-a-week community newspaper, is seeking a seasoned editor to oversee coverage of the St. Clair, Mo., area, which includes municipal, school and county beats. This position requires substantial reporting responsibilities and fluency in digital and social media. Five years in community journalism is preferred. Solid reporting background and photography skills required. Community newspaper background preferred. This position requires some night and weekend work.

Good pay and benefits, including health insurance, 401K plan and profit sharing. Send resume, qualifications and clips to Susan Miller Warden, 14 W. Main St., Washington, MO 63090, or email to [millers@missourian.com](mailto:millers@missourian.com). When applying, mention you saw this opening listed with the MPA. 4-5

**PUBLISHER:** Due to a family health-related resignation, the *Branson Tri-Lakes News* is searching for a new community newspaper publisher. The *News* is a twice-weekly paid community newspaper in the Live Entertainment Capital of the World, Branson, Missouri.

This new publisher would report directly to the owners of the newspaper, a family-owned community newspaper company with 18 newspaper companies in eight states.

We also have our own glossy sheet-fed printing operation which opens up many other possibilities for advertising solutions for our customers.

The new publisher will earn a competitive salary with a very generous bonus tied directly to operating profit. Other benefits such as free family health insurance, vehicle allowance, vacation, life insurance, etc. are all in the employment package. Please apply online to John Lancaster, Vice President, Lancaster Management, Inc., at [john@lminews.com](mailto:john@lminews.com). Be sure to include your resume, references, salary requirements and your goals for the future. Let's see if your goals match with ours. 4-4

**PUBLISHER:** Excellent opportunity for a general manager at the *Lincoln County Journal* in Troy, Missouri and *Newstime* in Lake St. Louis. Seeking an energetic and motivated person for this position. Must be able to adapt to a very aggressive and fast growing market area. Ensuring delivery of financial goals is integral to the position. Candidates must have related managerial experience and a strong record of innovation, growth and achieving goals. Must possess experience with newspaper publishing, budgeting, operations, and sales. Manager would be responsible for sales and editorial staff. Position is salaried with full benefits. Please send resume, references, and salary expectations to [RStyles@lakewaypublishers.com](mailto:RStyles@lakewaypublishers.com) 3-31