



**JANUARY 17, 2019 | 1:00 - 2:00 P.M.**

**“ON THE SPOT” (SALES)**

*presented by Paul Weyland Communication Strategies President Paul Wayland*

**FEBRUARY 21, 2019 | 1:00 - 2:00 P.M.**

**“DEALING WITH CONSUMER ANXIETY  
ABOUT FAKE NEWS”**

*presented by MSU School of Journalism Professor Esther Thorson*

**APRIL 18, 2019 | 1:00 - 2:00 P.M.**

**“UPDATING WEBSITE TOS AGREEMENTS”**

*presented by Wilkinson Barker Knauer LLP*

**MAY 16, 2019 | 1:00 - 2:00 P.M.**

**“YOU ARE DOING IT WRONG” (PROGRAMMING)**

*presented by Robinson Media President Kevin Robinson*

**JUNE 20, 2019 | 1:00 - 2:00 P.M.**

**“CURRENT ISSUES TOPIC - TBD” (ENGINEERING)**

*presented by Nautel's Jeff Welton*

**JULY 18, 2019 | 1:00 - 2:00 P.M.**

**“CHIEF OPERATOR RULES REVIEW”**

*presented by Alabama Broadcasters Association Contract Engineer Larry Wilkins*

**SEPTEMBER 19, 2019 | 1:00 - 2:00 P.M.**

**“CURRENT ISSUES TOPIC - TBD” (MANAGEMENT)**

*presented by Media Staffing Network President/CEO Laurie Kahn*

**OCTOBER 17, 2019 | 1:00 - 2:00 P.M.**

**“SCARCE TALENT: RECRUITING  
& HIRING BETTER SALESPEOPLE”**

*presented by Instant Sales Training Creator Chris Lytle*

**NOVEMBER 19, 2019 | 1:00 - 2:00 P.M.**

**“CURRENT ISSUES TOPIC - TBD”**

*presented Wilkinson Barker Knauer LLP Partner David Oxenford*

Mark your calendars to spend “Third Thursdays with the MAB” each month as we continue our webinar series throughout 2019.

**Webinars are FREE to MAB members.**

\*There is no webinar scheduled for **MARCH**: Join us at the **Great Lakes Media Show** on March 5 & 6 in Lansing. Learn more at [GreatLakesMediaShow.com](http://GreatLakesMediaShow.com).

\*There is no webinar scheduled for **AUGUST**: Join us at the **Summer Advocacy Conference** on August 5 & 6 in Grand Rapids. Learn more at [MABsummer.com](http://MABsummer.com).

**QUESTIONS?**

Contact Jacquelen Timm at 1-800-YOUR-MAB or [tim@michmab.com](mailto:tim@michmab.com).

Learn more at **[MABwebinars.com](http://MABwebinars.com)**