October 29, 2012, Issue 318 -

AMERICAN HEART



Talent Management: Relationships

Talent coach **Tommy Kramer** is clearly on to something when he says, "You've got to have a culture of being real; of talking to the listener in words that real people use over lunch." Saying so is easy enough, but how do get

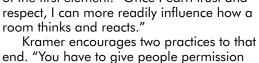
(I) W

Tommy Kramer

Steve Reynolds

your talent to deliver, and consistently? That's where **Country Aircheck** comes in, mobilizing Kramer and Reynolds Radio Group's **Steve Reynolds** for a quick study in relationship-building, open and honest communication, the power of positive reinforcement and patience.

Developing great relationships between on-air teams and management is the key. "Whether you're selling cars or on a football team, trust is imperative," Reynolds says of the first element. "Once I earn trust and



to try and to fail," he says. "Unless you have permission to try, you'll do basics and never take any chances, and unless you have permission to fail, you'll never try. If you've got the right people, they'll keep trying until they find what's right for them."

Fostering a sense of collective responsibility is also a pillar. "If you and I are on a team, you have to believe that I'll make a decision in your best interest (continued on page 7)



Writer's Blocks: Songwriter of the Year honoree Catt Gravitt and Song of the Year honoree Jon Stone trade note-making for note-showing at SESAC's Nashville Music Awards at The Pinnacle at Symphony Plaza last night in Nashville (10/28). Pictured (I-r) are SESAC's Tim Fink, Gravitt, Stone, and SESAC's Pat Collins and Trevor Gale.

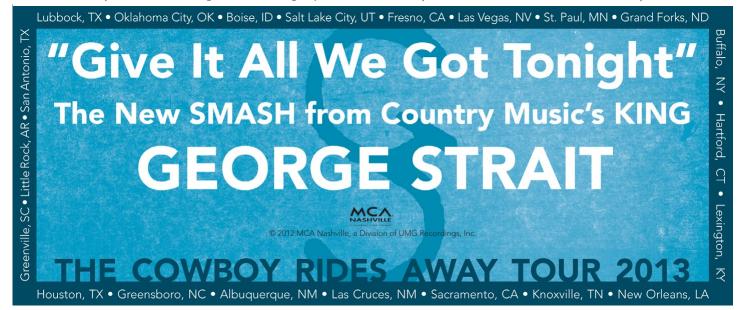
Sandy: Country Radio Prepares

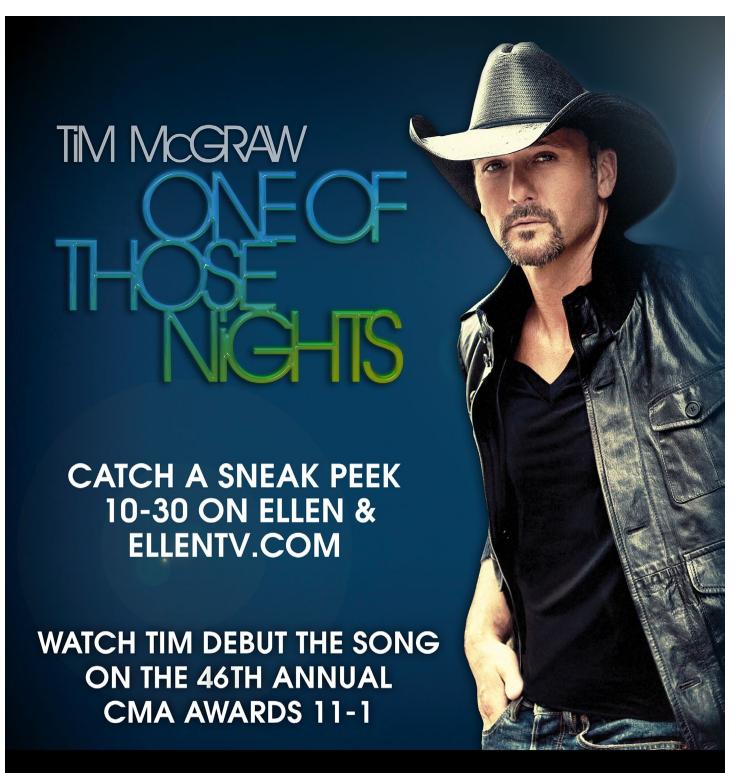
As the Northeast braced for Hurricane Sandy, Country radio in the region spent the weekend and today planning

coverage and making sure its employees remain safe.

WWYZ/ **Hartford PD Lance** Tidwell expects wind gusts up to 90mph on the shore and for the northern part of







THE NEXT HIT FROM TIM'S BIG MACHINE DEBUT ALBUM COMING FEBRUARY 2013

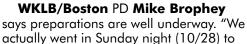
ON MPE 10-30-12 OFFICIAL IMPACT DATE 11-12-12





Connecticut, sustained winds of 35mph and 55mph gusts.

A significant portion of the state will likely be without power at some point. "A number of us are staying here at the radio station Monday night," he says. "Probably 20-plus full-time and part-time staff will be here for the next 36 hours or more."





Mike Brophey



Shelly Easton

get some logs done and merge traffic and music logs, so we are all set logistically." The station's offices are closed through Tuesday. "On-air, we are hitting items such as mass transit closings and state of emergency announcements," he says.

"We are playing music and delivering information when it's needed. Technically, we should be all set. We have a

permanent and giant generator that powers our entire building, and we have multiple electrical feeds to our transmitter site."

WXTU/Philadelphia has already built a storm microsite, says PD **Shelly Easton**, and will use Twitter and Facebook accounts to feed information to listeners. "In the event of a massive power outage, we will join forces with our ABC-TV affiliate to



Joe Kelly

simulcast in the interest of public safety," she says. "We have also made provisions to broadcast from our transmitter site if necessary. We are doing everything within our power to

remain live and local for the duration of the storm and serve our community."

WRBT/Harrisburg PD

JT Bosch says his entire airstaff "is on call or here now so we're ready to go. We will not want for news coverage at any point."



Tom Jacobsen



Did I Shave My Legs For This? Arista's Deana Carter makes a promo run through WKHX/Atlanta in this 2002 photo opportunity. Pictured (I-r) are Arista's Teddi Bonadies and consultant Joel Raab, WKHX's Victor Sansone, Carter, the station's Johnny Gray and Arista's Nathan Cruise. Got a vintage shot worth sharing? Send it to pagethreepic@countryaircheck.

WPUR/Atlantic City, NJ PD **Joe Kelly** says each of the stations in his cluster is providing coverage, with the possibility of combining efforts when Sandy hits land.

wgnA/Albany, NY PD Tom Jacobsen says, "The early indications are that the damage will not impact us as much as Irene, which devastated our listening area and washed out two townships. That being said, we are taking nothing for granted and are ready to handle whatever comes our way."

WKHK/Richmond PD Buddy Van



Arsdale is airing twice-hourly news reports and plans to continue doing so through the night. Like 'XTU, he's using Twitter and Facebook to feed information. Additionally, "Our engineers have done a great job of making sure we have multiple ways of getting back on the air, if needed," he says.

—RJ Curtis







Lee Brice

Chart Chat

Congrats to Lee Brice, Adrian Michaels, Mike Rogers and the entire **Curb** promotion team on scoring this week's No. 1 single with "Hard To Love." The song is the second chart-topper from his Hard 2 Love album, joining "A Woman Like You."

News & Notes

Ohio Radio vet Gary James has joined Envision Radio Networks' affiliate relations team. Congratulate him here.

Ryman Hospitality Properties' WSM-AM/Nashville will debut its ASCAP Songwriters Show Wednesday (Oct. 31), which will air regularly from 2pm-3pm each following Wednesday and feature a different ASCAP songwriter each week.

Season 8 American Idol Finalist Danny Gokey will host the 3rd Annual Cruise for Sophia's Heart Foundation. The ship sets sail in Port Canaveral, FL Feb. 24,

Singer/songwriter Ryan Beaver has signed his first publishing deal with HoriPro Entertainment Group.

Average Joes Entertainment has partnered with Marco Club Connection to create a custom line dance contest around music from AJE artists. The winner will appear at the 21st Annual Country Dance World Championships in Nashville Jan. 2-5. More here.

Toolpusher's Jason Sturgeon, Bigger Picture Music Group's Craig Campbell and singer/songwriter Tim **Rushlow** raised money for breast cancer awareness and Gilda's Club Nashville with the Jason Sturgeon & Friends Against Breast Cancer Benefit as part of the Hard Rock Cafe's Pinktober campaign Tuesday (10/23).

The Week's Top Stories

Full coverage at <u>countryaircheck.com</u>.

 UMG/Nashville absorbed Capitol & EMI Nashville, keeping all four promotion teams under the direction of SVP/Promotion Royce Risser. At least 13 staffers have departed. (CAT 10/26, Breaking News 10/29, CAT 10/29)

TUNES: MUSIC THAT SHAPED MY



RJ Meacham

Columbia Dir./National Promotion RJ Meacham discusses his most influential songs, albums and concerts:

1. George Strait/Amarillo By Morning: My dad used to play and sing this and wanted someone to do the fiddle part, so he gave me an old violin and said, "Learn this." I was in elementary school. I can still play the fiddle part. Although, it now sounds more like cats being strangled.

2. Neil Diamond, Dallas, Texas 1979: My parents weaned me on Hot August Night. This was my first big arena show and my love of Neil has never died. Anyone who has been out drinking with me at a karaoke bar can attest.

3. Chris Ledoux opening for Garth Brooks in Denver: I saw a show at the old coliseum, just as Garth's trajectory was turning skyward. I was equally knocked out by Chris Ledoux, who opened. That man was the real deal: cowboy, rodeo champion, and badass entertainer. He ran and jumped around the stage as much as Garth. That show transformed my view of what modern country music could be.

4. Van Halen's 1984: I wore this album out, along with my jean jacket and Vans. I may have had a mullet.

5. Don McClean at some little community college in Dallas, 1970-something: It was just Don and his guitar playing "American Pie," "Vincent," and a bunch of stuff I didn't know. I'd never seen that kind of stripped down show before. To this day, it's one of my favorite ways to experience music.

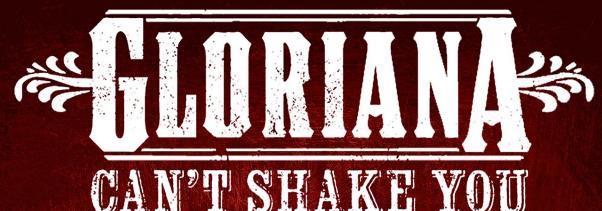
 A highly regarded song or album you've never heard: I loved him in Fight Club, but Meat Loaf, Bat Out Of Hell.

 An "important" piece of music you just don't get: Sorry David Friedman, but any of the "prog rock" genre: Genesis, Yes, Rush and the rest. I know a lot of those guys are amazing players, but I just don't hear it.

 An album you played or listened to incessantly: Martin Sexton, Black Sheep. A friend gave me a copy after he'd seen him play up in Boston. It still remains in heavy rotation on all my iDevices.

 One obscure or non-country song everyone should **listen to right now:** "Poetry" by Walt Wilkins. There's a Pat Green version, but Walt wrote it and just kills it. It is brilliant, beautiful and as inspiring as the title suggests.





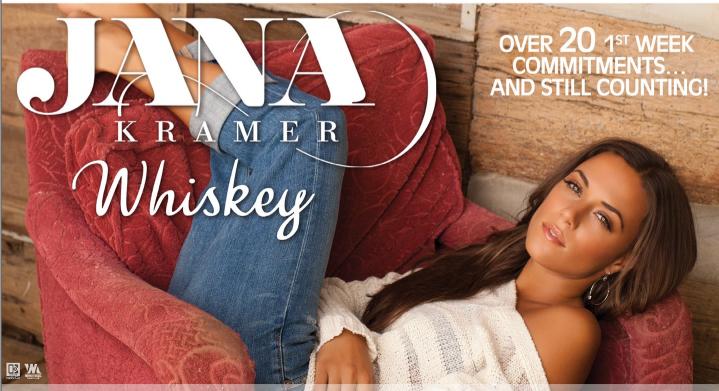
CAC/MB 40 - 35 5 SPOT JUMP!

AUDIENCE INCREASE OF NEARLY +1 MILLION!

ALREADY IN ROTATION WITH OVER 80 STATIONS!

THE FOLLOW-UP TO ONE OF THE MOST PLAYED SINGLES OF THE YEAR!





THE FOLLOW-UP TO HER RECORD-SETTING, GOLD-CERTIFIED DEBUT, "WHY YA WANNA"

GOING FOR ADDS MONDAY!

W.A.R. Promotion: Chris Palmer (VP), Jordan Pettit (Nat. Dir.), Ray Vaughn (SW), Lindsay Walleman (MW/NE), Raffaella Braun (WC), Tom Martens (SE)



DON'T YA WANNA PLAY IT?

BRETT ELDREDGE HAS A KILLER UP-TEMPO SONG HERE WITH "DON'T YA," AND IT SOUNDS GREAT ON KNC!! A MASSIVELY CONTAGIOUS HOOK THAT GRABS YOU AND DOESN'T LET GO!

- BYRON KENNEDY/KNCI

THIS SONG REMINDS ME VERY MUCH OF THE TYPE OF SONG THAT SHOOTS TO THE TOP OF THE CHARTS BECAUSE IT IS SO INFECTIOUS. "JUST GOT STARTED LOVING YOU" AND "CRUISE" ARE TWO THAT COME TO MIND.

- NATE DEATON/KRTY

I WAS IN LOVE WITH BRETT ELDREDGE'S NEW SINGLE, "DON'T YA," FROM FIRST LISTEN! THE BIG SEXY VOICE, THE CATCHY HOOK...IT'S A HIT! IT'S RARE A SONG HOOKS ME FROM FIRST LISTEN... THIS DESERVES TO BE HEARD - AND NOW!

- TJ MCENTIRE/KBEQ

YOU DON'T SEE IT TOO OFTEN THESE DAYS, BUT BRETT ELDREDGE HAS JUST GONE FROM A VERY TALENTED SINGER-SONGWRITER TO A STAR!

- STONEY RICHARDS/WDSY

CAN I GET A "HELL-DREDGE?" LOVE THIS SONG!!

- LOLA MONTGOMERY/KUPL

SPINNING ON OVER 30 STATIONS NEW THIS WEEK-KMPS/SEATTLE!





BROOKE YANCEY

615-324-7913



OFF THE RECORD: JOANNA SMITH



RCA's **Joanna Smith** puts an industry spin on the artist interview: **I grew up listening** to WTVY/ Dothan, AL. The *Bud And Broadway* show (now at KTGX/Tulsa) have been so supportive of me.

The first time I heard myself on the radio was after a station visit and they ruined the surprise because they

told me they were going to play my song, so... I have yet to just happen upon it.

I'll never forget the time I played a radio showcase inside the Audi Club at Yankee Stadium. Keith Gale came up with this idea and invited 30 or so stations. They had my picture up on the jumbotron with my single and the add date and everything. It was incredible.

There's no place like home, but I could be a New York City girl in a heartbeat. The atmopshere, the attitude, I love the whole vibe of that city.

If I don't have my book when I travel, I go insane. I'm a huge reader and if I don't have one, then I'm bored. I'm currently reading Team of Rivals: The Political Genius Of Abraham Lincoln. It's getting me all amped up for the Spielberg movie.

There's a dictionary app I like to use to help me look up all the words I don't know in my Lincoln book.

One of the most interesting road companions has to be David "Bubba" Berry. When he hears a song on the radio that he likes he will honk that horn mercilessly. If a Vern Gosdin song comes on he goes absolutely crazy.

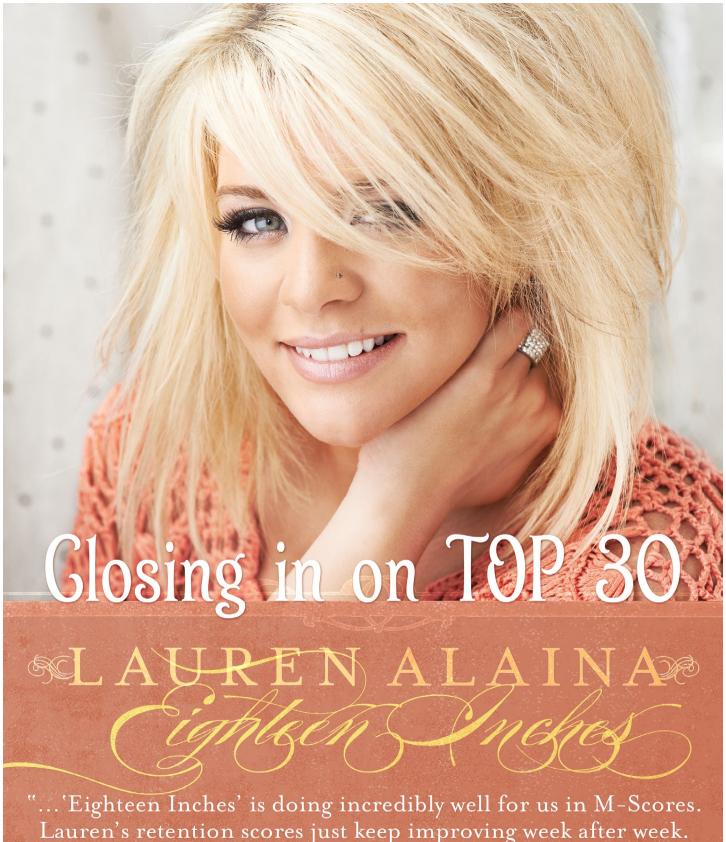
I can't walk out of a truck stop without a Detour Protein Bar. It tastes like a Snickers. Not quite, but kinda. You can't find them everywhere, so it's sorta like a treasure hunt. If I saw Bruce Springsteen in the airport, I'd freak out. I'm a fanatic. I just went to this record shop in Nashville and bought everything he's ever done.

- **SiriusXM** CEO **Mel Karmazin** will step down Feb. 1, 2013 when his current contract expires, ending his leadership of the satcaster which began in 2004. (CAT 10/23)
- Former EMI Music Publishing/Nashville EVP/GM **Ben Vaughn** was appointed to the newly created position of EVP for **Warner Chappell/Nashville**. (CAT 10/25)
- **Blaster Records** took promotion in-house, led by VP/Promotions **Gator Michaels** and comprised of his **Instigator Entertainment** staff. (BN 10/25)
- First day sales for **Taylor Swift**'s *Red* reportedly exceeded 500,000 copies, with **BMLG** reporting 262,000 on iTunes alone, where the album topped the all-genre chart within 36 minutes of release. (CAT 10/23)
- **CRS** sold out the New Faces Show And Dinner for **CRS 2013**, even though talent for the show won't be revealed until December. (CAT 10/26)

Talent Management: Relationships

(continued from page 1)

and I have to believe the same of you," Reynolds explains. "One of my favorite PDs is Jimmy Steele at Hip-Hop KPWR/Los Angeles. When he's asked about his great radio station,



Lauren's retention scores just keep improving week after week. The song is a hit with our listeners."

- Johnny Chiang, OM, COX Media Group - Houston







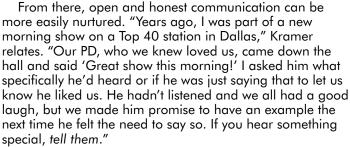








he deflects the credit to his team 100% of the time and he means it."



"Managing by showing people how they did it right builds equity for the times when you have to point out how they did it wrong," Reynolds adds. "And when we listen to audio, I like to have them tell me why something was off point instead of me telling them. When you make it a conversation, you can factor out their emotional reaction to being critiqued. Talents are different than athletes. Peyton Manning's a \$15-milliona-year quarterback who's been conditioned since high school to watch himself on videotape. That's often too raw for performers in radio or television."

If you're wondering whether your talent can pick these things up, Kramer has good news. "All talents are coachable," he insists. "The ones who aren't are just afraid or stupid; and you overcome stupidity with knowledge and understanding and you overcome afraid by setting up an 'inside-the-actors-studio' atmosphere that makes it all about the work. Once you get people to divorce their egos and just think about what's coming out of the speakers and whether or not they connected with the listener, you're there."

Rounding out Reynolds' list is a general sense of pride and a genuine care for the people involved. "If [the talent] truly has pride in their show, what they do, who they work for and where they live, people will feel that on the air," he says. "And you have to honestly care about the personal lives, happiness and satisfaction of everyone involved. I always ask PDs if they know why each of the people on their team do [radio], because everyone's answer is different. The anchor of the show may only want to live in that town and work on that station for the rest of his life, while his female sidekick is looking for stardom.



Toby Keith Hope On The Rocks (Show Dog-Universal)

Keith produced and wrote or co-wrote all 10 tracks with frequent collaborators Scotty Emerick, Bobby Pinson and Rivers Rutherford. "They're all really different, but the reason I

trust them is they show up, they want to be there, they want to work and they're not yes-men," Keith says. "They don't just say, 'Here's a song, fix it your way and put your name on it.' We start them all from scratch." A deluxe edition includes remixes of "Red Solo Cup" and "Beers Ago," and live versions of "Whiskey Girl" and "Get Out Of My Car."



LiveWire Livin' (Way Out West) This Joplin, MO-based six-piece was a 2009 Colgate Country Showdown finalist and released a self-titled EP in 2011. Tracks include "Whiskey Sunday," "I'll Go To Prison" and lead single "Lies." Justin Woods produced.

Nov. 13 **Aaron Lewis** The Road (Blaster/WMN)

Album release info to news@countryaircheck.com.

The third and maybe fourth wheels on the show might have ambitions to anchor it one day or to become rich in syndication. You have to care about the highs and lows in their lives, know their goals, and have them know that you're genuine if you are to mentor and influence the show."

There are as many management practices to avoid as there are to be embraced. Besides not actively visiting with talent, Reynolds says technology is your enemy when it comes to managing them. "It's so much easier to manage people via email or texting and it's the biggest mistake most managers make,"



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AMERICA'S TELESCOPE IN ON NASHVILLE

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Hair Smilin': Carrie Underwood gets assurances from KJKE/ Oklahoma City's Owen Pickard that her hair is stage-ready before she signed the blow dryer and a CD library for a winning listener.

he says. "We are in the people management business and what we don't do well enough is not think about what we'll say to a person or how we'll say it, but how that person will react to it. Email and texting are to communicate facts, not to manage people."

Kramer brings up what he calls "innocuous" subjects that he often hears talent doing and PDs encouraging. "You have to do things that people care about," he warns. "Sharing what the 'number one salty treat' is doesn't matter because people don't care. And you have to do things that matter today. If you do things on your show that can be done any day, it's not going to work well. If you do something that can be done any day on any station in any city, that's even worse. Just because you get six callers on a subject like that doesn't mean it was wildly successful. It's because it doesn't take a brain or a heart to respond. Think about that. Do you want to be a show that doesn't take a brain or a heart to listen to?"

Now that you know what works, you might be wondering how long it's going to take to get your talent house in order. Reynolds stresses patience. "It takes a long time for talent to develop," he says. "If you've hired good talent, have the right management mechanisms in place and have a strategy for how the show should sound, you've got to manage it for a minimum of 18 months before you can start believing ratings."

Kramer illustrates the end goal. "I was working with a guy the other day who told me he already had a good idea of what he was doing and I asked, 'What's that?' He said, 'Well I'm new here and the listener wants to know about me.' 'No,' I said. 'The listener wants to know what she has in common with you.' [Talents] have to find ways to reveal things about themselves without sounding like the only reason they showed up was to talk about themselves. That's what's most important."

More talent management tips from the pros in an upcoming issue of **Country Aircheck Weekly**.

–Russ Penuell

CAC



NEW COUNTRY AIRCHECK/MEDIABASE REPORTER WEIGHTS

There are the new weights for **Country Aircheck/Mediabase** Reporters, based on audience estimates from the Spring 2012 Arbitron ratings. Weights for stations in PPM marklets use a three-month average of April-May-June 2012 AQH Persons. The weights are calculated using this formula: Market rank is multiplied by 10 and then added to the station's AQH Persons. A station's weight is determined by dividing the adjusted AQH by a number that is 10% of the leading Country station's AQH (in this case WKLB/Boston's 30,900 total AQHP). This calculation assigns a weight for each panelist on a 1-10 scale. These new weights are effective with this week's Mediabase Country chart as printed in CA.

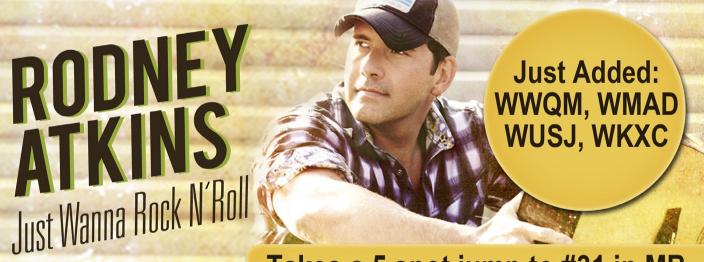
Station/Market	Weights	KKIX/Fayetteville, AR	2.1	WQNU/Louisville	2.2	KNCI/Sacramento	3.7
WQMX/Akron	3.6	WKML/Fayetteville, NC	2.5	WMAD/Madison, WI	1.2	KEGA/Salt Lake City	1.2
WGNA/Albany, NY	2.9	KHGE/Fresno	1.5	WWQM/Madison, WI	1.1	KSOP/Salt Lake City	1.5
KRST/Albuquerque	1.3	KSKS/Fresno	2.6	KTEX/McAllen	3.7	KUBL/Salt Lake City	2.2
WNCY/Appleton, WI	3.4	KUAD/Ft. Collins, CO	1.7	WGKX/Memphis	2.5	KAJA/San Antonio	4.6
WUBL/Atlanta	4.1	WCKT/Ft. Myers	1.1	WKIS/Miami	3.9	KCYY/San Antonio	3.8
WKXC/Augusta, GA	2.5	WWGR/Ft. Myers	2.1	WMIL/Milwaukee	4.9	KSON/San Diego	4.6
KASE/Austin	3.1	WQHK/Ft. Wayne, IN	1.9	KEEY/Minneapolis	6.8	KRTY/San Jose	2.2
KUZZ/Bakersfield	2.8	WOGK/Gainesville	3.6	KMNB/Minneapolis	4.1	KFGY/Santa Rosa, CA	1
WPOC/Baltimore	4.6	WBCT/Grand Rapids	3.6	WKSJ/Mobile	2.3	WCTQ/Sarasota	1.2
WTGE/Baton Rouge	1.1	WPAW/Greensboro	3.3	WKMK/Monmouth-Ocean	4.1	KKWF/Seattle	4.6
WYNK/Baton Rouge	2.2	WTQR/Greensboro	3.1	WSIX/Nashville	1.8	KMPS/Seattle	3.9
WDXB/Birmingham	2.7	WRNS/Greenville, NC	2.8	WJVC/Nassau-Suffolk	1.3	KDRK/Spokane	1.4
WZZK/Birmingham	3.3	WSSL/Greenville, SC	2.7	WNOE/New Orleans	4.2	KXLY/Spokane	1.4
KAWO/Boise, ID	1.5	WRBT/Harrisburg	2.4	WGH/Norfolk	1.6	WRNX/Springfield, MA	1.4
KIZN/Boise, ID	1.4	WWYZ/Hartford	4.7	WUSH/Norfolk	2.2	KTTS/Springfield, MO	2.1
WKLB/Boston	10	KILT/Houston	5.6	KJKE/Oklahoma City	2.4	KSD/St. Louis	4.6
WYRK/Buffalo	5.9	KKBQ/Houston	6.8	KTST/Oklahoma City	2.4	WIL/St. Louis	5.1
WEZL/Charleston, SC	1.5	WDRM/Huntsville	2.7	KXKT/Omaha	2.2	KATM/Stockton, CA	5.1
WSOC/Charlotte	4.4	WFMS/Indianapolis	4	WWKA/Orlando	4.9	WBBS/Syracuse	3.4
WKKT/Charlotte	4.4	WLHK/Indianapolis	3.1	KPLM/Palm Springs, CA	1	WFUS/Tampa	4.8
WUSY/Chattanooga	3	WUSJ/Jackson, MS	1.4	WYCT/Pensacola, FL	2.3	WQYK/Tampa	4.1
WUSN/Chicago	9.7	WGNE/Jacksonville	1.6	WXTU/Philadelphia	7.7	KVOO/Tulsa	1.8
WUBE/Cincinnati	4.4	WQIK/Jacksonville	2.1	KMLE/Phoenix	3.7	KWEN/Tulsa	3.1
WGAR/Cleveland	4.4	WXBQ/Johnson City	4.2	KNIX/Phoenix	3.4	KJUG/Visalia-Tulare	1.3
KATC/Colorado Spring		KBEQ/Kansas City	2.4	WDSY/Pittsburgh	4.1	WMZQ/Washington, DC	6.1
KCCY/Colorado Spring		WDAF/Kansas City	2.3	WOGI/Pittsburgh	2.3	WIRK/West Palm	2.2
WCOS/Columbia, SC	2.1	KMDL/Lafayette, LA	2.2	WPOR/Portland, ME	1.8	KFDI/Wichita	2.6
WCOL/Columbus, OH		WPCV/Lakeland	3.6	WTHT/Portland, ME	1.9	WGGY/Wilkes-Barre	2.4
KRYS/Corpus Christi, T.		WITL/Lansing	2.3	KUPL/Portland, OR	2.8	WXCY/Wilmington, DE	1.6
WHKO/Dayton	4.5	KCYE/Las Vegas	1.8	KWJJ/Portland, OR	3.7	WGTY/York, PA	2.7
KWOF/Denver	1.7	KWNR/Las Vegas	1.5	WCTK/Providence	6.7	Dial Global/Hot Country	7
KYGO/Denver	3.4	WBUL/Lexington, KY	2.9	WQDR/Raleigh	3.6	Dial Global/Mainstream Cou	ntry 8
KHKI/Des Moines	2.1	KSSN/Little Rock	2.5	KFRG/Riverside	3.4	Premium Choice	6.7
WYCD/Detroit	8.3	KKGO/Los Angeles	9.6	WSLC/Roanoke, VA	2.4		
KHEY/El Paso	2.1	WAMZ/Louisville	3.1	WBEE/Rochester	3.3		





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"Sweetwater Rain is a hybrid of everything that's right with the world.

Absolutely blown away by the music and style!"

Phathead, Program Director WJVC Long Island



LW	TW	Artist/Title (Label)		Total Points	L/- Points	Total Playe	⊥/_ Dlay	s Audianca	±/- Aud 9	Stations	ADDS
2	1	EEE BRICE/Hard To Love (0	Curb)	21138	1622	6464	699	52.897	3.657	141	7
1	2	CARRIE UNDERWOOD/B		20624	-166	6325	60	50.98	-0.556	140	6
4	3	LUKE BRYAN/Kiss Tomorr	row Goodbye (Capitol)	20539	2967	6311	968	51.134	6.109	141	7
6	4	EASTON CORBIN/Lovin'	You Is Fun (Mercury)	18543	1481	5893	544	45.375	3.048	141	7
8	5	S JAKE OWEN/The One The	at Got Away (RCA)	18529	2016	5671	788	46.33	3.928	141	7
7	6	MIRANDA LAMBERT/Fas	test Girl In Town (RCA)	18304	1414	5710	544	44.832	3.279	141	7
9	7	RASCAL FLATTS/Come W	ake Me Up (Big Machine)	14574	718	4448	283	35.453	1.616	141	7
11	8	FLORIDA GEORGIA LINI	E/Cruise (Republic Nashville)	13982	1738	4283	648	35.335	5.177	139	7
10	9	KIP MOORE/Beer Money	(MCA)	13924	1240	4262	460	34.449	3.274	141	7
12	10	S JUSTIN MOORE/Til My Lo	ast Day (Valory)	13602	1791	4333	672	33.818	4.505	140	17
14	11	GREG BATES/Did It For Th	ne Girl (Republic Nashville)	11715	831	3630	334	29.776	1.895	133	8
13	12	ERIC CHURCH/Creepin' (E	EMI Nashville)	11680	717	3701	340	28.62	1.638	134	7
20	13	ZAC BROWN BAND/ Good	dbye In Her Eyes (Atlantic/Southern Grou	ınd) 10616	2103	3252	654	24.407	4.327	141	10
18	14	KENNY CHESNEY/El Cerr	rito Place (Blue Chair/Columbia)	10508	1101	3298	433	24.644	1.726	138	7
17	15	BRAD PAISLEY/Southern	Comfort Zone (Arista)	10462	869	3183	366	25.183	2.422	141	8
16	16	TOBY KEITH/I Like Girls T	hat Drink Beer (Show Dog-Universal)	9991	-89	3077	65	24.285	0.128	140	8
21	17	RANDY HOUSER/How Co	ountry Feels (Stoney Creek)	9904	1426	3172	568	24.377	2.791	129	8
24	18	TAYLOR SWIFT/Begin Ago	ain (Big Machine)	9062	2062	2800	732	21.443	4.699	140	18
23	19	DARIUS RUCKER/True Be	lievers (Capitol)	7790	692	2467	270	18.532	1.844	132	7
22	20	CASEY JAMES/Crying On A	Suitcase (19/Columbia)	7590	39	2327	46	18.803	0.34	129	6
25	21	DIERKS BENTLEY/Tip It C	On Back (Capitol)	7212	864	2299	294	18.03	3.599	126	11
28	22	GARY ALLAN/Every Storm	(Runs Out Of Rain) (MCA)	6555	1225	2035	434	15.219	3.618	126	11
27	23	THOMAS RHETT/Beer Wit	th Jesus (Valory)	6498	1093	2048	378	15.409	2.503	121	10
29	24	S JON PARDI/Missin' You Co	razy (Capitol)	5563	237	1859	155	12.714	0.778	121	7
31	25	KACEY MUSGRAVES/Me	rry Go 'Round (Mercury)	4782	768	1377	227	10.378	2.194	114	11

Airborne indicates songs that have been added to 60% of the Country Aircheck/Mediabase reporting panel. ✓=Top 5 point gainers.



No matter what you're going through - you can always find son ething to be grateful for. Give the gift of perception, your listeners will CAC: 51 BB: 52 New Adds: WOXB WSOC WKMI KTTS NASHVILLE, TH WZZK Lyrics. THE OTHER DAY I CAUGHT MYSELF COMPLAINING • HOW MY BOSS HAS GOT ME WORKING OVERTIME • THEN THE STRANGER WHO WAS SITTIN' THERE BESIDE ME • SAID "I SPENT ALL DAY IN THE UNEMPLOYMENT LINE • ARE THERE OPEN SHIFTS - ARE THEY HIRING ON? • I'LL TAKE ANY HOURS - EVEN ALL NIGHT LONG • DO YOU THINK YOU COULD PUT A GOOD WORD IN FOR ME?" CHORUS: EVERYTIME YOU THINK YOU'VE GOT IT BAD • YOU CAN FIND SOMEONE WHO'S GOT IT WORSE • ALL THE THINGS YOU TAKE FOR GRANTED NOW • THEY STARTED OUT AS BLESSINGS FIRST • IF YOU'VE GOT SOMEONE WHO LOVES YOU • AND A STEADY JOB THAT PUTS FOOD ON THE TABLE • IF YOU'RE STRONG AND ABLE MAN, BE GRATEFUL WE BITCH ABOUT HOW MUCH IT'S GONNA COST US • TO FILL OUR TWENTY-SOMETHIN' THOUSAND DOLLAR CARS • LIVIN' IN THE LAND OF MILK AND HONEY • IT'S SO EASY TO FORGET HOW LUCKY WE ARE • YOU CAN WORK HARD AND BUY A PATCH OF DIRT • AND ON SUNDAY MORNING GO TO CHURCH • AND PRAY FOR THOSE WHO DON'T HAVE IT AS GOOD AS YOU "You should Be Grafeful' that Nick, "I haven't been this enthusiastic about Great follow up to Home Sweet Home!

PROUDLY PROMOTED BY **NEW REVOLUTION** ENTERTAINMENT

a new band in a loooooong time! The first time I beard The Farm, the music demanded my affention. They're falented wasicians, have a fresh voice, and flexive all around good people!

I'm a fan!!

- Mark Grantin "From the first time I heard the song live, I knew 'Be Grateful' HAD to be the next single. I am grateful we have such wonderfully talented acts like The Farm sending such great music to vadio." - Don Gosselin WNOE

This song is a powerful reminder to remember why we should all be grateful." - Adam Jeffries

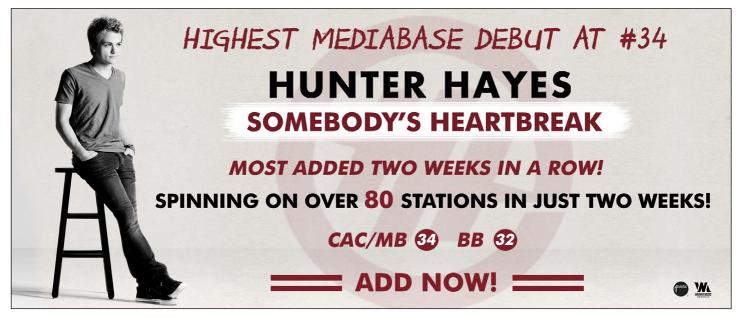
Krista, and Damien got together. One of the most talented and best live acts I've seen in a very long time. This makes 2 hits in a row!"
- Phathead



WEDIARASI

			MEDIADADI								
LW	TW		Artist/Title (Label) To	otal Points	+/- Points	Total Play	s +/- Plays	Audience	+/- Aud	Stations	ADDS
34	26	<u></u>	LITTLE BIG TOWN/Tornado (Capitol)	4761	1553	1443	525	9.898	2.962	107	15
15	27		TIM MCGRAW/Truck Yeah (Big Machine)	4518	-6038	1470	-1815	12.92	-12.283	135	1
32	28		CHRIS CAGLE/Let There Be Cowgirls (BPG)	4051	561	1343	220	7.624	1.29	101	5
33	29	<u></u>	ELI YOUNG BAND /Say Goodnight (Republic Nashville)	3750	370	1158	121	9.037	1.648	100	4
35	30		MAGGIE ROSE/I Ain't Your Mama (RPME)	3000	205	998	87	5.048	0.284	103	9
36	31		RODNEY ATKINS/Just Wanna Rock N Roll (Curb)	2920	178	935	64	6.679	0.523	95	9
37	32	<u></u>	FAITH HILL/American Heart (Warner Bros./W.A.R.)	2889	556	810	226	5.09	0.577	80	10
38	33	<u></u>	LAUREN ALAINA/Eighteen Inches (19/Interscope/Mercury)	2107	89	716	43	3.982	0.251	67	2
Debu	t 34	<u></u>	HUNTER HAYES /Somebody's Heartbreak (Atlantic/WMN)	1985	1147	603	387	3.862	1.911	78	31
40	35	<u></u>	GLORIANA/Can't Shake You (Emblem/W.A.R.)	1922	416	635	140	2.933	0.833	73	7
39	36	<u></u>	PARMALEE/Musta Had A Good Time (Stoney Creek)	1777	183	601	64	2.219	0.212	75	4
41	37	<u></u>	THE LOST TRAILERS /American Beauty (Stokes Tunes/New Revolution)	1595	90	571	33	2.254	0.298	63	2
43	38	<u></u>	KATIE ARMIGER/Better In A Black Dress (Cold River)	1492	142	521	79	2.796	0.178	46	5
44	39	<u></u>	KELLEIGH BANNEN/Sorry On The Rocks (EMI Nashville)	1384	72	486	50	1.891	0.038	62	3
42	40		RANDY ROGERS BAND/One More Sad Song (MCA)	1359	-112	441	-22	2.358	-0.301	51	2
Debu	t 41	\end{aligned}	JASON ALDEAN/The Only Way I Know (Broken Bow)	1339	970	345	224	3.176	2.206	24	15
46	42	\end{aligned}	TYLER FARR/Hello Goodbye (Columbia)	1328	201	462	86	1.759	0.285	67	6
45	43		ALAN JACKSON/You Go Your Way (ACR/EMI Nashville)	1219	-93	420	-31	3.281	-0.559	54	2
47	44	\end{aligned}	CRAIG MORGAN/More Trucks Than Cars (Black River)	1153	115	437	51	1.776	0.25	51	4
De <mark>bu</mark>	t 45	<u></u>	CHRIS YOUNG/I Can Take It From There (RCA)	1103	472	324	133	2.015	1.006	48	15
49	46	<u></u>	JOANNA SMITH/We Can't Be Friends (RCA)	969	20	301	17	1.523	0.149	53	2
Debu	t 47	<u></u>	BRANTLEY GILBERT/More Than Miles (Valory)	924	441	270	147	1.5	0.696	41	14
Debu	t 48	<u></u>	CRAIG CAMPBELL/Outta My Head (BPG)	917	250	361	87	1.254	0.471	49	4
Debu	t 49	<u></u>	COLT FORD w/JAKE OWEN/Back (Average Joes)	874	63	291	28	1.293	-0.04	37	2
Debu	t 50	<u></u>	THOMPSON SQUARE/If I Didn't Have You (Stoney Creek)	772	440	206	136	1.413	0.709	52	39

Airborne indicates songs that have been added to 60% of the Country Aircheck/Mediabase reporting panel. ✓=Top 5 point gainers.

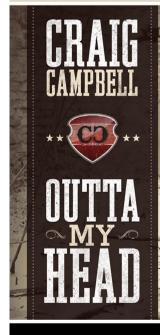


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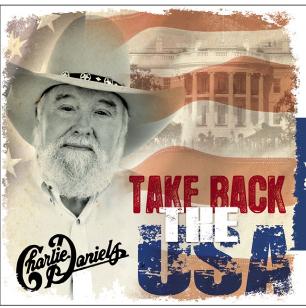
2013!





Country Aircheck Add Leaders	Adds		Activator Top Point Gainers	
THOMPSON SQUARE/If I Didn't Have You (Stoney Creek)	39		JAKE OWEN/The One That Got Away (RCA)	1895 🇸
HUNTER HAYES/Somebody's Heartbreak (Atlantic/WMN)	31		FLORIDA-GEORGIA LINE/Cruise (Republic Nashville)	1728 🗸
JERROD NIEMANN/Only God Could Love You More (Sea Gayle/Arista)	22		TAYLOR SWIFT/Begin Again (Big Machine)	1555 🇸
HAYDEN PANETTIERE/Telescope (Big Machine)	21		JUSTIN MOORE/Til My Last Day (Valory)	1377 🇸
TAYLOR SWIFT/Begin Again (Big Machine)	18		LEE BRICE/Hard To Love (Curb)	1201 🇸
JUSTIN MOORE/Til My Last Day (Valory)	17		ZAC BROWN BAND/Goodbye In Her (Atlantic/Southern Ground	d) 1070
CHRIS YOUNG/I Can Take It From There (RCA)	15		LUKE BRYAN/Kiss Tomorrow Goodbye (Capitol)	1032
JASON ALDEAN/The Only Way I Know (Broken Bow)	15		RANDY HOUSER/How Country Feels (Stoney Creek)	1024
LITTLE BIG TOWN/Tornado (Capitol)	15		KENNY CHESNEY/El Cerrito Place (Blue Chair/Columbia)	1016
BRANTLEY GILBERT/More Than Miles (Valory)	14		GARY ALLAN/Every Storm (Runs Out Of Rain) (MCA)	915
Country Aircheck Top Point Gainers			Activator Top Spin Gainers	
LUKE BRYAN/Kiss Tomorrow Goodbye (Capitol)	2967	/	JAKE OWEN/The One That Got Away (RCA)	364
ZAC BROWN BAND/Goodbye In Her Eyes (Atlantic/Southern Ground)	2103	1	TAYLOR SWIFT/Begin Again (Big Machine)	333
TAYLOR SWIFT/Begin Again (Big Machine)	2062	1	FLORIDA-GEORGIA LINE/Cruise (Republic Nashville)	324
JAKE OWEN/The One That Got Away (RCA)	2016	~	JUSTIN MOORE/Til My Last Day (Valory)	287
JUSTIN MOORE/'Til My Last Day (Valory)	1791	~	LEE BRICE/Hard To Love (Curb)	278
FLORIDA GEORGIA LINE/Cruise (Republic Nashville)	1738		LUKE BRYAN/Kiss Tomorrow Goodbye (Capitol)	204
LEE BRICE/Hard To Love (Curb)	1622		ZAC BROWN BAND/Goodbye In Her (Atlantic/Southern Grown	und) 194
LITTLE BIG TOWN/Tornado (Capitol)	1553		KENNY CHESNEY/El Cerrito Place (Blue Chair/Columbia)	191
EASTON CORBIN/Lovin' You Is Fun (Mercury)	1481		GARY ALLAN/Every Storm (Runs Out Of Rain) (MCA)	181
RANDY HOUSER/How Country Feels (Stoney Creek)	1426		HUNTER HAYES /Somebody's Heartbreak (Atlantic/WMN)	181
Country Aircheck Top Spin Gainers			Country Aircheck Top Recurrents	Points
LUKE BRYAN/Kiss Tomorrow Goodbye (Capitol)	96	8	JASON ALDEAN/Take A Little Ride (Broken Bow)	15530
JAKE OWEN/The One That Got Away (RCA)	78	8	DUSTIN LYNCH /Cowboys And Angels (Broken Bow)	12121
TAYLOR SWIFT/Begin Again (Big Machine)	73	2	HUNTER HAYES/Wanted (Atlantic/WMN/RRPM)	10446
LEE BRICE/Hard To Love (Curb)	69	9	LOVE AND THEFT/Angel Eyes (RCA)	8197
JUSTIN MOORE/Til My Last Day (Valory)	67	2	LITTLE BIG TOWN/Pontoon (Capitol)	7468
ZAC BROWN BAND/Goodbye In Her Eyes (Atlantic/Southern Ground)	65	4	JANA KRAMER/Why Ya Wanna (Elektra Nashville/W.A.R.)	7234
FLORIDA GEORGIA LINE/Cruise (Republic Nashville)	64	8	KENNY CHESNEY/Come Over (Blue Chair/Columbia)	6386
RANDY HOUSER/How Country Feels (Stoney Creek)	56	8	ERIC CHURCH/Springsteen (EMI Nashville)	6382
EASTON CORBIN/Lovin' You Is Fun (Mercury)	54	4	ELI YOUNG BAND/ Even If It Breaks Your Heart (Republic Nashville	6019
MIRANDA LAMBERT/Fastest Girl In Town (RCA)	54	4	BLAKE SHELTON /Over (Warner Bros./WMN)	5982

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TEDIARASE

Country Aircheck Activity

CHRIS YOUNG/I Can Take It From There (RCA)

Debuts at 45*

1,103 points, 324 spins

15 adds, including: KASE, KMDL, KPLM, KVOO, WGAR, WGNE, WKML, WMAD, WNCY, WQHK

JOANNA SMITH/We Can't Be Friends (RCA)

Moves 49-46*

969 points, 301 spins 2 adds: WTHT, WYCT

BRANTLEY GILBERT/More Than Miles (Valory)

Debuts at 47*

924 points, 270 spins

14 adds, including: KBEQ, KTTS, KVOO, KXLY, WCKT, WCTQ, WDAF, WGAR, WGNE, WGTY

CRAIG CAMPBELL/Outta My Head (BPG)

Re-enters at 48*

917 points, 361 spins

4 adds: KHGE, KMPS*, WMIL, WTHT

COLT FORD w/JAKE OWEN/Back (Average Joes)

Re-enters at 49*

874 points, 291 spins 2 adds: **KSOP, KTTS**

THOMPSON SQUARE/If I Didn't Have You (Stoney Creek)

Re-enters at 50*

772 points, 206 spins

39 adds, including: KAJA, KAWO*, KEGA, KFRG*,

KHGE, KJUG, KRTY, KSKS, KSSN, KTEX

THE FARM/Be Grateful (WMN/New Revolution)

772 points, 273 spins

3 adds; KTTS, WKSJ, WTHT

CLAY WALKER/Jesse James (Sidewalk)

728 points, 214 spins

3 adds: KRYS, WTHT, WUSJ

HAYDEN PANETTIERE/Telescope (Big Machine)

703 points, 242 spins

21 adds, including: KCCY, KCYE, KEEY, KHGE, KNIX,

KRYS, KSOP, KUPL, KWNR, WBUL

ADD DATES

NOVEMBER 5

JANA KRAMER/Whiskey (Elektra Nashville/W.A.R.)

LIVEWIRE/Lies (Way Out West)

LOVE AND THEFT/Runnin' Out Of Air (RCA)

THE BAND PERRY/Better Dig Two (Republic Nashville)

NOVEMBER 12

AARON LEWIS/Forever (Blaster)

TIM MCGRAW/One Of Those Nights (Big Machine)

KELLY CLARKSON f/VINCE GILL/Don't Rush (19/RCA/Columbia)

NOVEMBER 19

DUSTIN LYNCH/She Cranks My Tractor (Broken Bow)

VIDEO ADDO

CMT

DARIUS RUCKER/True Believers (Capitol)

LITTLE BIG TOWN/Tornado (Capitol)

SARAH DARLING/Home To Me (Black River)

CMT PURE

DARIUS RUCKER/True Believers (Capitol)

LINDI ORTEGA/The Day You Die (Last Gang)

LITTLE BIG TOWN/Tornado (Capitol)

SARAH DARLING/Home To Me (Black River)

GAC

DWIGHT YOAKAM/A Heart Like Mine (Warner Bros.)

DARIUS RUCKER/True Believers (Capitol)

SARAH DARLING/Home To Me (Black River)

THE COUNTRY NETWORK

None Listed





LW	TW	Artist/Title (Label)	TW Points	+/- Points	TW Plays	+/- Plays
3	1 🥱	LEE BRICE/Hard To Love (Curb)	14548	1201	2916	278
6	2 🥏	LUKE BRYAN/Kiss Tomorrow Goodbye (Capitol)	14432	1032	2880	204
1	3	CARRIE UNDERWOOD/Blown Away (19/Arista)	14107	-101	2804	-18
5	4 🥏	MIRANDA LAMBERT/Fastest Girl In Town (RCA)	13583	546	2683	108
2	5 🥏	EASTON CORBIN/Lovin' You Is Fun (Mercury)	13571	49	2671	-4
7	6 🥏	JAKE OWEN/The One That Got Away (RCA)	13212	1895	2606	364
14	7 🥏	FLORIDA-GEORGIA LINE/Cruise (Republic Nashville)	9666	1728	1870	324
10	8 🥏	KIP MOORE/Beer Money (MCA)	9620	558	1940	125
9	9 🥏	RASCAL FLATTS/Come Wake Me Up (Big Machine)	9249	152	1798	35
11	10 🤝	ERIC CHURCH/Creepin' (EMI Nashville)	8422	304	1618	57
12	11 🤝	JUSTIN MOORE/'Til My Last Day (Valory)	8409	1377	1639	287
17	12 🤝	KENNY CHESNEY/El Cerrito Place (Blue Chair/Columbia)	8291	1016	1626	191
15	13 🥏	BRAD PAISLEY/Southern Comfort Zone (Arista)	7806	709	1534	134
16	14 🥏	GREG BATES/Did It For The Girl (Republic Nashville)	7516	619	1433	122
19	15 🤝	ZAC BROWN BAND/Goodbye In Her Eyes (Atlantic/Southern Ground)	7423	1070	1467	194
22	16 🥏	RANDY HOUSER/How Country Feels (Stoney Creek)	6658	1024	1229	177
18	17 🤝	DARIUS RUCKER/True Believers (Capitol)	6647	222	1318	48
25	18 🤝	TAYLOR SWIFT/Begin Again (Big Machine)	5840	1555	1188	333
23	19 🤝	DIERKS BENTLEY/Tip It On Back (Capitol)	5569	391	1111	69
24	20	CASEY JAMES/Crying On A Suitcase (19/Columbia)	4710	-235	851	-39
27	21 🤝	THOMAS RHETT/Beer With Jesus (Valory)	4443	790	804	137
28	22 🤝	GARY ALLAN/Every Storm (Runs Out Of Rain) (MCA)	4312	915	848	181
26	23 🤝	JON PARDI/Missin' You Crazy (Capitol)	3845	77	723	7
30	24 🤝	LITTLE BIG TOWN/Tornado (Capitol)	3166	741	628	156
29	25 🤝	ELI YOUNG BAND/Say Goodnight (Republic Nashville)	2852	213	534	35
32	26 🤝	KACEY MUSGRAVES/Merry Go 'Round (Mercury)	2569	645	500	128
34	27 🤝	CHRIS CAGLE/Let There Be Cowgirls (BPG)	2084	160	380	27
33	28	ALAN JACKSON/You Go Your Way (ACR/EMI Nashville)	1985	-397	387	-85
36	29 🤝	FAITH HILL/American Heart (Warner Bros./W.A.R.)	1784	552	364	91
53	30 🤝	HUNTER HAYES /Somebody's Heartbreak (Atlantic/WMN)	1376	902	291	181

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LW	TW	Artist/Title (Label)	TW Points	+/- Points	TW Plays	+/- Plays
44		MONTGOMERY GENTRY/I'll Keep The Kids (Average Joes/New Revolution)	1240	440	218	83
37	32 종	RODNEY ATKINS/Just Wanna Rock N Roll (Curb)	1175	54	247	-2
46	33 🥱	CHRIS YOUNG/I Can Take It From There (RCA)	1027	330	221	59
41	34 🥏	GLORIANA/Can't Shake You (Emblem/W.A.R.)	981	229	181	40
40	35 🥱	JOANNA SMITH/We Can't Be Friends (RCA)	976	-3	184	0
39	36 종	CRAIG MORGAN/More Trucks Than Cars (Black River)	938	55	170	12
42	37 🤝	MAGGIE ROSE/I Ain't Your Mama (RPME)	857	62	158	5
43	38 종	COLT FORD w/JAKE OWEN/Back (Average Joes)	781	2	136	2
50	39 종	JOSH TURNER/Find Me A Baby (MCA)	768	193	144	43
Debu	t 40 종	JASON ALDEAN/The Only Way I Know (Broken Bow)	718	430	181	77
47	41 🤝	KELLEIGH BANNEN/Sorry On The Rocks (EMI Nashville)	669	77	107	15
49	42 종	TYLER FARR/Hello Goodbye (Columbia)	658	87	127	22
45	43	RANDY ROGERS BAND/One More Sad Song (MCA)	630	-12	118	-2
Debu	t 44 종	HAYDEN PANETTIERE/Telescope (Big Machine)	551	450	141	118
48	45 🤝	PARMALEE/Musta Had A Good Time (Stoney Creek)	532	35	111	12
Debu	t 46 종	BRANTLEY GILBERT/More Than Miles (Valory)	475	383	80	62
D <mark>ebu</mark>	t 47 🥱	THOMPSON SQUARE/If I Didn't Have You (Stoney Creek)	396	239	71	44
55	48	CLAY WALKER/Jesse James (Sidewalk)	370	-11	79	-2
54	49 🤝	CRAIG CAMPBELL/Outta My Head (BPG)	357	1	72	0
Debu	t 50 종	KRISTY LEE COOK/Airborne Ranger Infantry (Broken Bow)	311	215	41	26
56	51 🤝	THE FARM/Be Grateful (WMN/New Revolution)	310	33	42	4
		> JOHN MAISON/Love Is A Trip (Big High Five)	300	0	55	0
Debut	53 🤝	BRETT ELDREDGE/Don't Ya (Atlantic/WMN)	299	0	46	0
57	54 종	THODGES/Sleepy Little Town (Show Dog-Universal)	298	-4	84	12
58	55 🤝	HIGH VALLEY/Love You For A Long Time (Eaglemont/Rodeowave)	292	36	56	8
		* UNCLE KRACKER/Nobody's Sad On A Saturday (EMI Nashville/Sugar Hill)	235	63	46	10
		RACHELE LYNAE/Party 'Til The Cows Come (Momentum)	234	19	44	3
52	58	GWEN SEBASTIAN/Met Him In A Motel Room (Flying Island)	224	-148	40	-26
_		CONESTAR/The Countdown (4 Star)	204	16	41	2
Debu	60 종	KEVIN FOWLER/Here's To Me And You (Average Joes)	196	13	34	3

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