

America's Newspapers

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Mega-Conference to feature interactive sales transformation workshop

Dive into the key drivers it takes to achieve a transformed sales model and focus on specific steps sales managers can take to motivate, evaluate and retain their best salespeople during a two-part sales transformation workshop at the Mega-Conference.

To make it easy for publishers to bring their sales managers with them, we're offering a special "bring the team" discount for newspapers: **half-price after the first full-price registration**. In addition, a reduced rate of \$445 is available to attendees from news media organizations that are privately owned with five or fewer employees.

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Recognize your staff for the innovative work they do with a Mega-Innovation Award nomination

We've made the nomination process super easy! Just tell us about the innovative approaches you are using.

All nominations are due by
Tuesday!

There's no cost to submit a nomination ... and you might even win a free registration to the Mega-Conference to present your idea!

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Industry News



From the Publisher: Don't worry. We're still here.

This week, as part of an ongoing commitment to Save Community Journalism, every Pamplin Media Group newspaper is asking its readers to consider: "What if this newspaper did not exist?"

To emphasize the importance of local news, The Outlook in Portland, Ore., printed a blank front page today.

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Public Notice Bill introduced within first

30 minutes of Kentucky General Assembly

All public notices would be moved from Kentucky newspapers to local government websites if House Bill 195 is enacted. The legislation was introduced on the opening day of the 2020 General Assembly.

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KENTUCKY PUBLIC NOTICES



**CONSORTIUM
ON TRUST IN MEDIA
AND TECHNOLOGY**
UNIVERSITY OF FLORIDA

University of Florida announces Trust Consortium scholars

The inaugural class of University of Florida Trust Consortium Scholars have each been given a \$5,000 award, which can be applied to faculty members' research programs as they tailor their work to examine trust in media and technology.

Projects include examinations of the effects of artificial intelligence on the creation of “deep fakes” and data infrastructure, to strategies on improving digital literacy and organizational communication.

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Washington Post Opinions launches interactive election simulator

The Post Opinions Simulator, which was launched yesterday, will allow users to position five candidates against each other, change where they think candidates will stand in the polls and see what the spread might look like on the day votes are cast if that happens, and simulate changes in fundraising numbers.



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Family Owners and Next Generation Leadership Conference:

Join fellow family newspaper owners Feb. 15 and 16 in Fort Worth for a conference made just for you. [Registration is now open!](#)

2020 Mega Conference:

Get the latest trends and strategies from industry leaders at the Mega-Conference, Feb. 17-19 in Fort Worth. [Register](#)

Free Webinar: Classifieds 2020. Presented by Janet DeGeorge of the San Jose Mercury News, Thursday, Jan. 16, at 1 p.m. CST, 2 p.m. EST. [Learn more and register here.](#)

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