

America's Newspapers

NEWSPAPERS.ORG



February 11, 2020

It's not too late to register for Mega-Conference

www.mega-conference.com



KEY EXECUTIVES

Mega-Conference

Solutions, Success Stories and New Ideas

Funding Outside the Box: Alternative sources for sustainable news operations

Next Monday afternoon, Mega-Conference attendees will hear about the latest responses to the need for alternative sources of funding, including the way Utah's largest newspaper became recognized as a non-profit eligible for tax-deductible donations and a newly-announced initiative by The Fresno Bee.

[READ MORE](#)

[Read about The Fresno Bee's innovative initiative to cover critical issues shaping the future of the San Joaquin Valley.](#)



Deciding when — or whether — to diversify your family business

The Family Owners and Next Generation Leadership Conference opens this weekend with simultaneous discussions by the incumbent generation of leaders and the successors generation. It's not too late to register.

Zack Richner, founder and managing partner of Arrandale Ventures, and Brad Waters, publisher of the Rome (New York) Sentinel, will facilitate the discussion with the successors generation.



Brad Waters and Zach Richner

This session affords a unique opportunity for the next generation of family media owners to share their concerns, their successes and their expectations as they prepare to lead their businesses. What's said in this session stays in this session, offering an atmosphere of candor and also of support.

The Incumbent Generation Leadership discussion encourages confidential discussion exclusively for and among current family owners. The topics up for discussion are picked by the incumbent generation owners themselves.

[READ MORE and REGISTER](#)

Industry News



Adams Publishing Group chooses Brainworks Stratica as its enterprise-wide solution

Adams Publishing Group, a long-time customer of Brainworks, has announced plans to use Brainworks' Stratica Advertising & CRM solution company wide. Mark Adams, president & CEO, said Stratica will provide its sales reps with the forecasting and pipeline tools they need to identify and capitalize on revenue opportunities and growth.

[READ MORE](#)

MARTIN

Hearst Newspapers announces strategic investment in The Martin Group

Hearst Newspapers has made a strategic investment in an award-winning marketing communication agency that will enhance the company's ability to offer customized marketing solutions and strategies that deliver measurable performance for clients.

[READ MORE](#)

Investigative reporting, breaking news, diversity coverage honored by CNHI

Among the top winners in the annual Best of CNHI contest for 2019 are: the Palestine (Texas) Herald-Press; The Daily Item of Sunbury, Pennsylvania; the News and Tribune of Jeffersonville, Indiana; the Tahlequah Daily Press in Oklahoma; the Cumberland Times-News in western Maryland; The Register-Herald of Beckley, West Virginia; and the Tifton (Georgia) Gazette.

Congratulations!

[READ MORE](#)



Free Webinar: Feb. 21
Time Management Tips of Media Sales

Superstars

Where did the day go? This is a question we all ask. Ad sales expert Ryan Dohrn will share his Top 10 time management tools that will help you boost your personal productivity by 35% in just one week!

From creating call zones to time-saving email templates, to making better use of your CRM tools — learn expert and well-tested tips to reclaim eight hours every week and win more business faster.

[READ MORE](#)

WEBINAR

FEBRUARY 21 | 1 p.m. CST, 2 p.m. EST

Time management tips of media sales superstars

PRESENTED BY:
RYAN DOHRN OF BRAIN SWELL MEDIA



Family Owners and Next Generation Leadership Conference:

This weekend: Join fellow family newspaper owners Feb. 15 and 16 in Fort Worth for a conference made just for you. [Register](#)

2020 Mega Conference:

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

Free Webinars:

- [Time Management Tips of Media Sales Superstars](#) (Friday, Feb. 21)
- [Engagement Best Practices Around Elections and More](#) (Thursday, March 5)

Get Involved. Be Heard. Invest In Your Future.

Keep up with the latest news, schedule of upcoming events and other information specifically for the newspaper industry. Learn more about America's Newspapers at www.newspapers.org. And connect with us on [Twitter](#), [Facebook](#) and [LinkedIn](#).

America's  Newspapers

CONTACT US

www.newspapers.org

[Email](#)

