March 13, 2020

Industry Updates on COVID-19

Best practices in addressing challenges of COVID-19

By Dean Ridings, CEO, America's Newspapers

This certainly has been a challenging week as we deal with the impact of the new coronavirus in our professional and personal lives. And, the days ahead will continue to tax our staffs, families and communities.

Times like this serve as a reminder of the critical role local newspapers play in our communities by providing the most important facts and information to our local citizens and businesses.

America’s Newspapers is committed to supporting its members during this time by providing a wealth of resources to help you navigate through these challenging times. We have created a dedicated page on our website at http://www.newspapers.org/americas-newspapers/coronavirus/ for you to turn to for information about this pandemic.

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Takeaways and recording of coronavirus webinar to be posted soon

Nearly 400 industry executives participated in this morning's webinar on employer challenges in dealing with the new coronavirus.
**Takeaways and a recording of the webinar will be posted on this page of our website soon.**

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**AP offers coronavirus topical guide**

To help with coverage of the new coronavirus disease, called COVID-19, The Associated Press has prepared a guide based on the AP Stylebook and common usage in AP stories.

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**Industry News**

**The Seattle Times to consolidate advertising systems to drive sales**

After being introduced to Adpoint at the Mega-Conference, The Seattle Times has chosen Adpoint (from Lineup Systems) as its new order management system across print, digital and agency services product lines.

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**USA TODAY joins Facebook’s Third-Party Fact-Checking Program**

USA TODAY has expanded its fact-checking efforts in a new partnership with Facebook to identify misinformation.

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**Recruiting & Building Team-Based Sales Models**

**Laurie Kahn to lead two-part webinar, beginning March 25**

Competition is high to attract, hire and retain needed sales talent, and many industries are changing to a more “team-based” sales model.

This model is gaining a high amount of success, especially since younger generations are projected to have lower tenure than the previous ones, more Boomers are retiring and the need is growing to ramp up new hires more quickly for retention.

In Part 1 of this two-part series, Laurie Kahn will share different team models, who would benefit, how it helps to hire in all market sizes, plus compensation ideas. Learn what others are doing to win in this war for talent.

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Newspapers in Arkansas and Georgia seek talented reporters

Members of America’s Newspapers encouraged to post job openings with us — at no cost

Read about the job openings in Arkansas and Georgia, as well as openings at other member newspapers.

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2020 Annual Meeting:
The famed Watergate Hotel in Washington, D.C., will be the site of the 2020 Annual Meeting of America’s Newspapers. The conference will be held Oct. 4-6 and registration will open in the spring. READ MORE

Free Webinars:

- The Sales Team of the Future (March 25)
- Finding New 2020 Revenue Inside the Mountain of Political Spending (April 7)
- How to Build a Talent Acquisition Program to Attract Sellers Today and Tomorrow (April 8)
- Around the Newspaper Legal World in 60 Minutes (April 9)


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