

# America's Newspapers

NEWSPAPERS.ORG



September 4, 2020

## Weekend Wrap-Up of News

### Digital Selling Skills for Sales Executives



**Four-module training series for managers and sales teams begins Wednesday, Sept. 16**

The digital training world changes quickly. Join America's Newspapers for a special four-part sales training program developed specifically for sales managers and their teams. This webinar series is available to newspapers at no cost.

Each one-hour session will focus on a selling skill to compete in today's competitive environment and provides the perfect opportunity for managers to engage with their team members and coach them to improve their digital sales knowledge and grow revenue.

[READ MORE](#) and [REGISTER FREE](#)

### PIVOT 2020: Session highlight

AMERICA'S NEWSPAPERS  
VIRTUAL CONFERENCE

**PIVOT**  
2020  
OCTOBER 6-8

**Senior Executives: Have you registered for PIVOT and reserved your spot during one of the Idea Exchange sessions?**



Networking and the sharing of good ideas have long been the hallmarks of industry conferences. While conversations in the hallways aren't an option this year, our Senior Executive Idea Exchange will allow newspaper

executives to network at PIVOT 2020.

[LEARN MORE](#) and [REGISTER](#)

*Attendee registration for members is just \$99; non-member rates are \$199.*

*Discounts also are available for multiple attendees from a given newspaper or from multiple papers across newspaper groups.*

### Become a PIVOT 2020 sponsor

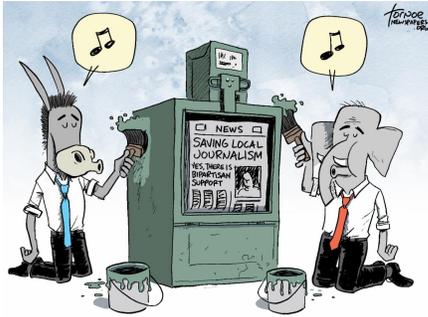
PIVOT 2020 provides a unique opportunity to reach the influencers and decision-makers in the newspaper industry.

Sponsorships are limited, so act quickly.

[LEARN MORE](#)



## Bipartisan support continues to grow



**Local Journalism Sustainability Act (H.R. 7640) now has 52 cosponsors**

Three additional Congressional representatives have recently signed on as cosponsors of the Local Journalism Sustainability Act, bringing the total number of cosponsors to 52.

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[Download and reprint our editorial and this editorial cartoon](#)

## Industry appointments

### Regional publisher named for three Boone newspapers in Alabama

Robert Blankenship has been named the regional publisher of the Andalusia (Alabama) Star-News, Brewton Standard and Atmore Advance and all affiliated print and digital products.

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### New publisher appointed for Kentucky newspapers

Kevin Smith is the new publisher of The Advocate-Messenger in Danville, Kentucky, and The Winchester Sun.

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### Myrtle Beach Sun News names new senior editor/general manager

Justin M. Madden has been named senior editor / general manager of the Myrtle Beach (South Carolina) Sun News.



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## Industry news

### The Sumter Item seeks to elevate voices through Community Conversations

The Sumter (South Carolina) Item premiered the first installment of Community Conversations last Friday on Facebook Watch with a conversation among six Sumterites sharing their thoughts on what it means to be Black in Sumter and in America. The video is posted on The Sumter Item's Facebook page and website for anyone to view.



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### RJI invites local news challenge partnerships

What are you struggling with? What is a constant hurdle for your newsroom or journalists? What problem being solved would make your daily work easier?

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### Daily Messenger building for sale

The two-story building that has housed the operations of the Daily Messenger in Canandaigua, New York, for two decades, is for sale but the newspaper is not going anywhere.



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