

NRB Hosts Second Annual Capitol Hill Broadcast Summit in Washington, D.C.



November/December 2005 www.nrb.org

HEGO DOMINGO

STANTON PO BOX STUDIO

CA

91614-0463

1465

ASSOCIATES

PRODS

NRB 9510 Technology Dr. Manassas, VA 20110

NON PROFIT US POSTAGE PAID PT MAILERS 19973

se Majority Leader Tom

Also in this issue: House Majority Leader Tom DeLay Receives NRB Faith & Freedom Award

We are the most affordable, full-coverage, major market station for Christian broadcasters.

The right for san Francisco

1640AM

5 million plus coverage!

We are a full-power, 24-hour-a-day, local San Francisco radio station.

Join KDIA's other fine ministry programs such as:

- Leading the Way
- Somebody Loves You
- Back to the Bible
- Hope for the Heart
- Love Worth Finding
- Turning Point
- Discover the World
- Revive Our Hearts
- Truths that Transform

See us on the web at: www.kdia.com

- Review the full line-up
- Listen on-line
- View the coverage
- Check out our community involvement
- Join the team!

For rates and availability, please contact Mike Trout of Clear Media.

719-477-9988

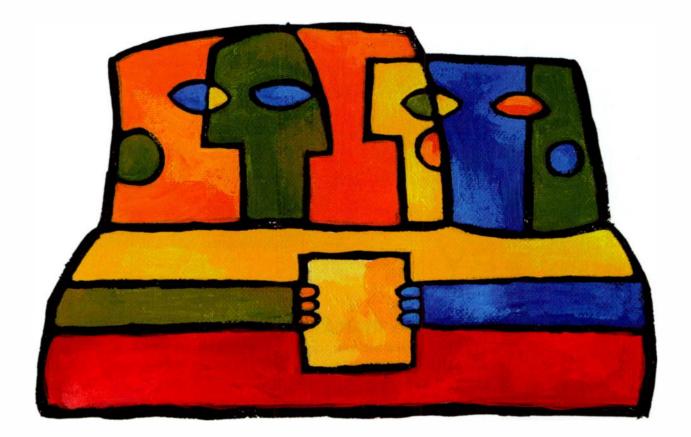
miketrout@clearmedia1.com



KDIA • Andy Santamaria, Managing Director • 510-243-9482 • www.kdia.com

WRH

Donor-Focused Strategic Marketing Advantage #3:



It Makes Communications With Your Donors More Meaningful.

When most organizations and ministries communicate with their donors, it's all too often a one-sided conversation. Most communicate with an institutional focus that fails to involve and relate to the donor. It fails to note that donors, like most people, want to read things that pertain to *them* and how *they've* made a difference by supporting you.

At Douglas Shaw & Associates, we can help you redirect your communications from an institutional focus to a donor focus. We call it Donor-Focused Strategic Marketing. You'll call it communications that donors will read.

If you'd like to know more, please call or visit us on the web.



- Prayer lines
- Customer service
- Petition drives
- Upselling and cross-selling
- Fundraising
- 24/7 call centers
- Product sales
- Bilingual Communicators

INBOUND BY INFOCISION



customer service



prayer lines





petition drives

FOR MORE THAN 23 YEARS, InfoCision has been helping religious organizations serve their members and donors. We've come to understand the unique needs of Christian ministries. To meet those needs, we create customized CRM solutions and employ caring Christian Communicators. These mature professionals are experts at representing Christian ministries. They understand your donors and are trained to build long-term relationships.

COMMUNICATOR PROFILE:

- Average age: 40
- Average tenure: more than 4 years
- 75% are full time
- . 66% are their family's main provider

A TRUSTED PARTNER

As the world's leading telefundraiser, InfoCision provides inbound services for more than 30 ministries. These are just a few of the distinguished organizations that trust InfoCision with their inbound programs.

- American Center for Law and Justice
- · Coral Ridge Ministries
- World Vision

EXPERIENCE THE INFOCISION DIFFERENCE. Call 1-866-372-2234 today!



InfoCision is the only teleservice company to win the MVP Quality Award (presented by *Customer Interaction Solutions* magazine) all 12 years since its inception.

Contents

COVER STORY

13 NRB Hosts Second Annual Capitol Hill Broadcast Summit in Washington, D.C.

BY ROBERT MCFARLAND

House Majority Leader Tom DeLay Receives NRB Faith & Freedom Award

Read the speech given by Tom DeLay upon acceptance of this award given during the annual Capitol Hill Broadcast Summit

IN EVERY ISSUE

- 4 President's Message
- 6 Chairman's Message
- 6 Member Guide
- 8 Washington

CALENDAR

NRB 2006 Dallas/Fort Worth, TX February 17-22, 2006 nrb.org/convention

10 Church Media

- 10 Internet
- **11 Television**
- 12 Radio

- **12 iNRB**
- 21 Trade Talk
- 28 A Word from the Word

Reach 2006 Dallas/Fort Worth, TX February 16-19, 2006 reachconference.org

ADVERTISER INDEX

ADVERTISER	PAGE
Aberdeen Captioning	21
Answers in Genesis	23
Billy Graham Evangelistic Assoc.	15
Bott Radio Network	5
Broadcast Software International	IBC
Cook Communications.	7

ADVERTISER	PAGE
Douglas Shaw & Associates, Inc.	1
InfoCision Management Corp	2, 24
InService America.	9
KDIA-AM	IFC
NRB 2006	27
NRB Radio Survey	25

ADVERTISER	PAGE
National Right to Life Committee, Inc	24
Reach 2006	20
Salem Web Network	ВС
Stevens Exhibits/Displays, Inc	26
Total Living Network.	16-17

The Five Sources of Suffering

n the aftermath of this year's powerful and deadly hurricanes that wreaked havoc on Americans living in costal areas, many people have whispered the age-old question: Why me? Why did this happen to me?

Insurance companies, of course, know the rudimentary answer to this question. For hundreds of years they have described such natural disasters as "Acts of God." This, however, leads to discomfort for some, because the next logical question is: Why would God allow it?

This is no small question. It has led some to misunderstand the nature and character of God. In the midst of their suffering, some have concluded that God may be all-loving or He may be all-powerful, but He cannot be both at the same time. They reason that if God were all-loving, He would put an end to suffering; because He does not, he must not be all-powerful. Conversely they reason, if God is in fact all-powerful, then He must not love us, for He does not intervene to save us from suffering.

This reasoning is flawed, but it points us to an important question: What are the sources of human suffering? The answer to this question sheds much light on the "Why me?" question. It also more clearly reveals the nature and character of God.

A careful search of the Scriptures reveals five sources of suffering, from which all human trials and tribulations arise.

Our Own Sins

The first and most obvious source of suffering is our own sin. In our falleness, we make choices that are ultimately to our detriment or even our destruction. For example, the person who systematically abuses drugs and alcohol will usually pay the penalty in their own body as vital organs become diseased later in life.

The Sins of Others

Second, we see that millions have experienced suffering as the result of the sins of others. Whether that be something as broad and as far reaching as war or as narrow and parochial as local crime or even physical abuse in a family, suffering at the hands of others is real, painful, and all too frequent.

The Curse on Creation

Third, those who suffer through natural disasters experience one of the most farreaching consequences of the Fall of Man. When God cursed Adam and Eve, He also cursed the ground, and by extension, all of creation. The earthquakes, floods, mudslides, volcanic eruptions, tornadoes, tsunamis, wildfires, hurricanes and other naturally caused disasters, that bring such widespread destruc-tion and suffering, can all be traced to the sinfulness and disobedience of man.

The Work of Satan

Fourth is the work of the enemy of our souls. Satan is described in Scripture as one who roams about as a ravenous lion seeking whom he might devour. His is also described as a great "troubler" whose chief delight would be the destruction of our

fwright@nrb.org or 703-330-7000.

faith. He labors diligently to that end.

The Work of God

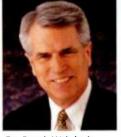
Fifth and surprising for some, but patently clear from Scripture, is that God sometimes permits trials and tests that can cause us great anguish and suffering. Embedded deeply within each trial, however, is His loving and gracious purpose that this suffering would produce godly fruit in our lives. His promise that He works all things for good, to those that love Him and are called according to His purposes, is unshakable.

A careful search of the Scriptures also reveals that God is indeed all-powerful, but that He allows suffering for a purpose. For the believer, human suffering can: 1) promote our spiritual maturity; 2) prove our integrity; 3) restrain our pride; 4) produce character and hope; 5) teach us a dependence on God; 6) prepare our hearts for ministry; 7) provide us with greater ministry opportunities; 8) enable us to comfort others; 9) demonstrate the power of Christ; 10) display the Glory of God; 11) reveal the proof of our faith; and 12) permit us to partake in Christ's suffering.

Suffering for the believer is therefore fruitful, when we view it from God's perspective. Malcolm Muggeridge put it this way:

Contrary to what might be expected, I look back on experiences that at the time seemed especially desolating and painful with particular satisfaction. Indeed, I can say with complete truthfulness that everything I have learned in my 75 years in this world, everything that has truly enhanced and enlightened my experience, has been through affliction and not through happiness.

For the unbeliever, however, suffering is first and foremost a call to repentance. It is a call to lift one's eyes to heaven and embrace the love of God offered through Jesus Christ. For this reason, we who serve in Christian broadcasting must be bold in our proclamation of the Gospel, especially in times of suffering and want, for in those times suffering may be the very gateway to heaven.



Dr. Frank Wright is president & CEO of NRB. Contact him at DIR. OF PUBLICATIONS/EDITOR Valerie D. Fraedrich

DIRECTOR OF MARKETING Steven R. Cross

WNRB

November 2005

Vol. 37, No. 9

PUBLISHER/PRESIDENT/CEO

Dr. Frank Wright

VP OF COMMUNICATIONS

Robert McFarland

COPY EDITOR Anne Dunlap

DESIGN Maxim Design Group, LLC, Howell, MI Sharon L. Schnell, Art Director

PRINTER Atlantic & Hastings, LLC, Salisbury, MD

GENERAL COUNSEL Wiley Rein & Fielding, Washington, DC

EDITORIAL OFFICE 9510 Technology Drive, Manassas, VA 20110 Phone 703-330-7000 Fax 703-330-6996 www.nrb.org

EXECUTIVE COMMITTEE

Chairman: Ron Harris, Criswell Communications/KCBI-FM; First Vice Chairman: James Gwinn, CRISTA Ministries; Second Vice Chairman: Janet Parshall, Salem Communications Corp./Janet Parshall's America; Secretary: Richard Bott, II, Bott Radio Network; Treasurer: Roger Kemp, Roger Kemp & Company; Members-at-Large: Bill Blount, Blount Communications Group; Stuart Epperson, Salem Communications Corp.; Robin Jones, Moody Broadcasting Network; Michael Little, The Christian Broadcasting Network; Bill Skelton, Love Worth Finding Ministries

COLUMN COORDINATORS

Church Media: Erik Ticen, The Tabernacle; HNRB: Miguel Contreras, Grace to You/Hispanic Ministry; iNRB: Dan Waldrop, Palm Beach Atlantic University; International: Stuart Epperson, Salem Communications; Internet: Cathy Allen, Love Worth Finding; Radio: Wes Ward. Revive Our Hearts; Technology: Bob Reed, Total Living Network; Television: Mark Dreistadt, Infinity Concepts, LLC.

NRB (ISSN 1521-1754) is published monthly except March, August and December. To subscribe, send \$24 for one year to NRB, 9510 Technology Drive, Manassas, VA 20110. Canadian orders add \$6 USD annually; other international orders add \$24 USD per year. Periodicals postage paid at Manassas, VA, and additional offices

Printed in USA. Copyright 2004 by NRB. May not be reproduced without NRE authorization. NRB assumes no responsibility for return of material and reserves the right to reject any editorial and advertising material

Indexed in the Christian Periodical Index and available on microfilm and microfiche from University Microfilms International, 300 N. Zeeb Road, Ann Arbor, MI 48103.

Advertising does not imply NRB endorsement or approval. Author views not necessarily those of NRB. Subscribers can change addresses via NRB's Web site at www.nrb.org.



POSTMASTER: Send change of address to: 9510 Technology Drive Manassas, VA 20110

BOTT RADIO NETWORK EXPANDS INTO NASHVILLE

******The Capital City**



Getting The Word of God...Into The People of God With Quality Bible Teaching, Christian News and Information.

Broadcasting from the center of Nashville with 50,000-watts non-directional at 1160 AM, the powerful signal covers all of Central Tennessee from Bowling Green, Kentucky to the Alabama state line. Beginning January 2006, this new 24-hour signal in Nashville will add to Bott Radio Network's existing 50,000-watt coverage of Western Tennessee over WCRV-AM in Memphis.

Listeners hear Bott Radio Network on more than 35 radio stations, plus nationwide on the SkyAngel direct satellite broadcasting system Channel 9781, and worldwide at www.bottradionetwork.com



President

For over 43 years, BOTT RADIO NETWORK has been a leader in Quality Bible Teaching, Christian News and Information. But now the need for teaching God's Word is greater than ever before. Yet, many stations are dropping Bible Teaching Ministries in favor of other "popular" trends. But just like the hoola-hoop, trends come and go, while God's Word remains the same yesterday, today and forever.

AN ADD AT A PERSON AT A PERSON

At BOTT RADIO NETWORK we know it is God's Word that He promises to bless. That's why BOTT RADIO NETWORK features the finest Quality Bible Teaching Ministries in America as our first priority!

Be assured, if your program is on BOTT RADIO NETWORK... You're In Good Company!



Rich Bott, II Executive Vice Presiden

BOTT RADIO NETWORK 10550 Barkley, Overland Park KS 66212 (913) 642-7770 www.bottradionetwork.com

SERVING ARKANSAS • CALIFORNIA • ILLINOIS • KANSAS • MISSISSIPPI • MISSOURI • NEBRASKA • OKLAHOMA • INDIANA • TENNESSEE Nationwide on SkyAngel Channel 9781, and worldwide at www.bottradionetwork.com

WRH

Appointed A Watchman

The storms of this year's hurricane season have become legendary. Katrina and Rita will take their place among some of the worst natural disasters to hit our nation. The devastation of the Gulf Coast region continues to have an enormous impact on individuals and families, communities, and the economy of the nation. This will not soon go away. It will take years to rebuild lives and cities, and the pain of many will live on in our hearts.

Ministries have also been dramatically impacted. Many churches stepped in quickly, at great expense, and took in evacuees from these massive storms. Christian broadcast stations helped raise funds and critically needed items to help those displaced by these hurricanes. They also ministered to those families and individuals who chose to start a new life in a new place. Christian broadcasters provide hope in the midst of despair, light in the darkness, and life for those dealing with death and devastation.

During Katrina, my mind went back 36 years to 1969. As a young Air Force airman I was assigned to Keesler AFB in Biloxi, MS. My wife, Judy, was the organist at the First Baptist Church of Gulfport. Additionally, I worked part-time at a radio station on the Gulf Coast. In August of that year Hurricane Camille slammed into the Mississippi coast, a category 5 storm with winds in excess of 200 miles per hour. Though we didn't evacuate the area, we had enough sense to get inland some 4-5 miles to ride out the storm through the night. At daybreak we began to see the total devastation along the coast. One could drive for miles and not recognize a single landmark, so complete was the destruction.

From our personal experience, and from these recent storms, let me share three brief stories. As Camille was bearing down, police went to those living along the coast urging them to evacuate. At one apartment building, young singles were having what they called their "hurricane party." They chose to stay, drink, and party as the storm unleashed its furry. By dawn, there was nothing to be found of the apartment building or its occupants. The storm surge had stripped the two story brick structure to nothing but its slab foundation. Fortytwo people died because they did not heed the warning.

With Katrina last August, the destruction was even more widespread than with Camille. When the levees holding water back from New Orleans began to break, we saw massive flooding, added agony, and a state of confusion by agencies and leaders who seemed to have missed the signals of coming disaster.

Rita became more personal for my family. I have a daughter living in Lufkin, TX, just inland from Beaumont, When the storm appeared headed to the Galveston/Houston area, she decided to stay. When the path of the storm shifted so that Rita's eye would pass over Lufkin, she wisely left with a school friend and headed



Dr. Ron Harris, executive vice president/GM, KCBI-FM, Dallas, TX (Criswell Communications), and NRB Executive Committee Chairman.

north to Arkansas, where they stayed at a National Guard Armory until we could get her back to Lufkin.

Why am 1 sharing this with you in this column? These stories are about warnings of impending disaster and doom, and how people respond. Some ignored the warnings, some were unaware of the potential for additional tragedy, and some heeded the call to evacuate. But the critical part of each story, and indeed, all times of impending danger, is the warning issued. Without a warning, people don't know what is coming. Without a voice that tells of the disaster to come, individuals don't know what to do to be saved.

This is as true spiritually as it is in our physical world. Ezekiel received a word from the Lord, detailed in Ezekiel 33, which is clear about what is to come. The sword of the Lord is coming to bring judgment. It is the task of the watchman to sound the alarm. Some may hear the alarm and be saved. Others may choose to ignore the warning, and they will pay the price for their choice. But the watchman *must* sound the alarm, or the blood of others will be on his hands for failing to fulfill his Godordained responsibility.

Then the Lord delivers these sobering words to Ezekiel. "As for you, son of man, I have appointed you a watchman...." (Ezekiel 33:7 NASB) God then gives his watchman the message to deliver: Warn the wicked man to turn from his wicked ways, repent, and be saved.

I believe God is calling us, Christian broadcasters, to be His watchmen today. He has given us an amazing platform from which to sound His warning of the coming sword. If we believe the judgment of the Lord is coming, and so many indicators point that way, then are we sounding the warning to those who listen?

AT-A-GLANCE MEMBER GUIDE

Member Services: (703) 330-7000, ext. 511 • www.nrb.org

NRB Headquarters

Conventions: psmith@nrb.org e-Newsletter: (703) 330-7000, ext. 513 e-Store: www.nrb.org Magazine-Advertising: (703) 330-7000, ext. 518 Magazine-Editorial: vfraedrich@nrb.org Web Classifieds: (703) 330-7000, ext. 511

Chapters

Eastern: Jack Hibbard (215) 591-9400 Midwestern: Ray Hashley (765) 642-2750 Southeastern: Tom Atema (828) 669-8477 Southwestern: Pat Simmons (918) 749-0386 Western: Evelyn Gibson (714) 738-1501

Education

Workshops • NRB Annual Convention (703) 330-7000, ext. 506 Leadership Institute: Tom Crowe (703) 247-4987 The Heritage Foundation: Mark Tapscott (202) 608-6155

Committees

Church Media: Orlen Stauffer (757) 495-1913 Hispanic: Miguel Contreras (661) 295-5777 Intercollegiate: Dan Waldrop (561) 803-2615 Int'l: Stuart Epperson (336) 765-7438 Internet: J. Sebastian Traeger (703) 548-8900 Music Licensing: Russ Hauth (805) 987-0400 Radio: Wes Ward (269) 697-2054 TV: Mark Dreistadt (724) 744-0981 Technology: Bob Reed (630) 801-3838

Benefit Programs and Services DHL (800) 636-2377

Insurance: Health Care • Christian Retirement Coalition (888) 879-1376, ext. 218 Insurance: Vision • Vision Care Discount (Outlook Vision) (703) 330-7000, ext. 511 Job Placement and Resume Service • Intercristo, www.nrb.org/intercristo Retirement Planning • Christian Retirement Coalition (888) 879-1376, ext. 214 The Complete Guide to EEO Regulations for Religious Broadcasters • e-Store: www.nrb.org FOR E WORD by BILLY GRAHAM AUDIO BOOK READ by JOHN TESH

CHARACTER YOU CAN COUNT ON

DR. BILL BRIGHT

THE LIFETIME TEACHINGS OF DR.BILL BRIGHT

FOUNDER OF CAMPUS CRUSADE FOR CHRIST

Written by one of Christianity's most respected and beloved teachers, this series is a must for every believer's library. Each of the books in the series focuses on a vital aspect of a meaningful life of faith. Each hardcover edition includes an abridged audio CD of the book read by some of America's best-loved celebrities. Forewords are written by today's most recognized Christian leaders.

CELEBRITY AUDIO CD INCLUDED WITH EACH BOOK! Audio Books Hosted by OHN TESH



reckson Tada

Audio Read by Joni Eareckson Tada Foreword by Max Lucado ISBN: 0-78144-251-6

0

HINKIN



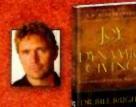
DR. BH I BRIC.

И

Audio Read by Gov. Mike Huckabee Foreword by John Maxwell ISBN: 0-78144-253-2



Audio Read by Naomi Judd Foreword by Rick Warren ISBN: 0-73144-247-8



Audio Read by John Schneider Foreword by Charles Stanley ISBN: 0-78144-254-0



Audio Read by Ricky Skaggs Foreword by Kay Arthur ISBN: 0-78144-248-6



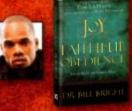
Audio Read by Kathie Lee Gifford Foreword by Pat Robertson ISBN: 0-78144-255-9



Audio Read by Amy Grant Foreword by Tony Evans ISBN: 0-78144-249-4



Audio Read by Janine Turner Foreword by Gary Smalley ISBN: 0-78144-250-8



Audio Read by Kirk Franklin Foreword by Tim LaHaye ISBN: 0-78144-252-4



EXCELLENT GIFT OPPORTUNITY-60-65% OFF! Ministries Contact: Dean Galiano 800-708-5550 x3211 Media Contact: Michele Tennesen 800-708-5550 x3844



FCC Imposes Broadcast EEO Fine

he Federal Communications Commission recently issued its first monetary penalty for violation of its two-year-old broadcast equal employment opportunity (EEO) rules. Although the enforcement action did not involve a religious station, it carries implications for all licensees—even those who qualify for the more streamlined EEO obligations imposed on "qualified" religious broadcasters.

The Commission imposed a two-part sanction on a Honolulu "station employment unit" (SEU) that failed to "recruit broadly" for 22% of the vacancies it filled over 18 months. The employment unit had relied solely on word-of-mouth references or walk-in candidates for 11 of its 51 hires, and it also lacked data and background documentation concerning much of the recruitment activities it did perform. The FCC decided that the combination of deficiencies warranted a fine of \$18,000 as well as special "reporting conditions" that extend over three years.

As veteran broadcasters know, the Commission has had recruitment-oriented broadcast EEO rules and anti-discrimination mandates in place for most of the last 35 years. But, the current regulations look much different than the original mandates. Until 1998, the agency required broadcasters to submit racial and gender information about applicants and hirees. Following a series of court challenges to those rules, the FCC stopped calling for data on women and minorities in evaulating station recruitment efforts.

Instead, today's mandates focus intensively on the recruitment process and the records that stations must keep to document those efforts. Broadcasters generally must recruit for all full-time job openings, keep copies of dated records showing which recruitment sources received each job notice, and prepare annual reports for station public files that disclose much of the recruitment information in detail.

The current rules include a partial exemption for religious licensees. Although secular stations are barred from discriminating against applicants on the basis of religion, licensees that meet the Commission's definition of a "qualified religious broadcaster" are permitted to require that employees share the same faith.

8 N R B NOVEMBER/DECEMBER 2005

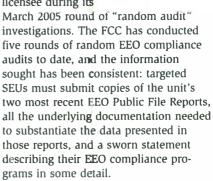
To qualify for the partial exemption, a licensee must be one that "is, or is closely affiliated with, a church, synagogue, or other religious entity, including a subsidiary of such an entity." If a question arises as to the qualifications of a particular licensee such as a nondenominational "religious entity"—the FCC will conduct a case-specific review "based on an evaluation of the religious entity's characteristics, including whether the entity operates on a nonprofit basis, whether it has a distinct religious history, and whether the entity's articles of incorporation set forth a religious purpose."

As veteran broadcasters know, the Commission has had recruitment-oriented broadcast EEO rules and anti-discrimination mandates in place for most of the last 35 years.

However, the partial exemption does not relieve religious broadcasters from all recruitment obligations and paperwork burdens. As with their secular counterparts, religious SEUs with five or more full-time employees must recruit for all full-time openings—but in the religious licensee's case, the obligation simply extends to "reasonable, good faith efforts to recruit widely among their co-religionists." Religious broadcasters also must abide by record-keeping and reporting mandates akin to those imposed on secular licensees.

In practice, this means that a religious broadcaster must: (1) compile a recruitment source list designed to reach a wide variety of people who share the same faith, (2) use that list consistently to publicize its job openings, (3) retain dated copies of job notices sent to each source, (4) keep track of which sources actually produce interviewees, and (5) prepare an annual "EEO Public File Report" to disclose much of this data. (My firm has prepared a detailed compliance manual, the Complete Guide to EEO Regulations for Religious Broadcasters, which is available through the NRB Store page on the association's website.)

Because religious broadcasters have these EEO obligations, they would do well to understand how and why the sanction against the Honolulu SEU came about. The Commission scrutinized the secular licensee during its



After reviewing the Honolulu SEU's audit submission, the Commission concluded that the licensee violated five different components of the EEO rules. The FCC determined that this range of deficiencies warranted ongoing agency monitoring. Thus, in addition to paying the fine, the Hawaiian broadcaster must submit its EEO Public File Report and underlying recruitment documentation to the Commission every year through 2008.

Religious broadcasters, like secular licensees, are subject to EEO random audits and so could face similar scrutiny. Those who are uncertain about their stations' EEO compliance programs should take this opportunity to review the rules and, if necessary, work with communications counsel to improve their recruitment procedures.



Richard E. Wiley, a

Washington, DC, law

firm of Wiley, Rein &

Fielding, is a former

Chairman of the

and serves as

this article.

Federal Communi-

cations Commission

Washington counsel

for NRB. Rosemary C.

Harold, a partner in

the firm, assisted him

in the preparation of

partner in the

You plant the seed... ...we'll make it grow.

INSERVICE reach • touch • grow

Inbound Call Solutions Outbound Fundraising Voice Broadcasting IVR Pick-and-Pack Fulfillment Prayer Calls Database Management e-Commerce Solutions Direct Mail Production Caging Creative Services

129 Vista Centre Drive • Forest, VA 24551 800.870.9865 • www.inserviceamerica.com

Why TV?

A s I'm writing this article, Hurricane Katrina has just wreaked devastation along the gulf coast towns. Images come across my television screen, video clips play on my laptop, and conversations are heard at the local coffee shops. Information is available at the click of a mouse or a change of the satellite signal. Similarly, every church needs to look at its own communication methods used to reach the local community: television and Internet are viable options.

Know Your Goals

Before asking your senior pastor to fly you off to Media World with purchase order in hand for the latest and greatest equipment, take a deep breath and follow some simple guidelines. The first priority is to know your goals. As the media director you need to develop a plan of action to accomplish the goals you envision for the media department then submit them to your church's leadership. Ideally, it should be broken down into three-month, six-month, one-year, twoyear, and five-year plans of action. Include what video platforms you are going to choose and what equipment will be purchased that have a minimum lifespan of five years. These goals will result from the following two action items.

Know Your Community

Who are you trying to reach? What are their demographics? Is your church located in an upscale community where neighbors are as likely to visit the local espresso café as walk through a church door? Or are you in an urban community where cultures are mixed and your strategy needs to reach a wide variety of individuals? These questions ultimately need be answered through meetings with church leadership to make decisions about your strategic planning and church mission. These people are your audience and they will judge you and your ministry on the images they see and hear on their computer or television screen.

Know Your Resources

As you develop plans for community outreach through various media platforms, know what your available resources are: volunteers, paid staff, and potential financial resources. It will be difficult to develop a large scale television program if you only have one paid media staff member. Television is only one aspect of the church media department. Each Sunday's worship service is a fullscale media production. You may have video announcements, worship service support graphics, potential IMAG support, audio support, in-house cable, and often live video feeds or other sermon support. Add to this, concerts, holiday programs, and plays and you can soon be overwhelmed by the workload.

It's Still About the Message

With today's technologies and advancements in equipment, the line between professional and consumer equipment has narrowed. The picture quality of cameras that used to cost over \$100,000 is now available for less than \$5,000. High definition is a reality for many organizations with both cameras and non-linear editing equipment prices within range.

The larger question has to do with your church's mission and goals. Why would you want to start a television ministry? I've always used the phrase, "Produce Once - Use Often". If you have the staff, equipment and resources, you are more than likely already providing IMAG support for your services. If this is being done professionally enough with good staging, lighting and sound, then broadcasting on the Internet becomes a very viable option. If you are broadcasting on the Internet, pursuing the proper avenues of local broadcasting over the airwaves or cable might be a way to reach your local community.

Phil Bransom is a nationally recognized television producer and director for his company, Phil Bransom Productions, www.philbransom.com, 503-803-8105

Mission Impossible

D o you ever feel like this world is spinning out of control and you're just hanging on? How many times have you heard someone use the excuse, "I'm just too busy?" Well, I think it's time we all take a breath, step back, and look at what seems out of control.

I recall being thrust into the e-world long before it was fashionable – and I admit I still don't know what it's all about. You see, I was around before DOS was even a language! If you recognize C:\> you are probably in the same boat. I started out on a MS DOS 2.0 system in 1984 that ran with errors every day for one whole year. That was a painful time, but boy did I learn things fast... I had to in order to keep operating. I can even remember a time when you actually had to write things down. (Gasp!)

I must confess that technology has certainly improved the world by ridding us of carbon paper and White Out, but it's the pace of technology that has our heads spinning. In fact, one of my favorite quotes is, "Technology doesn't make you less stupid; it just makes you stupid faster." I would imagine that we all have seen huge advancements in our technological worlds. But even though things continue to change rapidly, there are some fundamentals that we can actually rest in.

One of the most fundamental things is the fact that God is still in control. This is just a reminder that He is not only still in control, but (despite what some may say) He has always been in control. Even in Christian broadcasting, we can get caught up in thinking it all depends on us. We remain His hands

All Systems Go? Then Engage!

S o, you have a broadcast television ministry – or maybe you're just getting ready to start one at the Lord's leading. Either way, congratulations! You have a unique opportunity to reach out to America – and perhaps the world – through one of the most powerful mediums of this day and age.

Whether you've been in the TV ministry business for years or are just taking your first step, one important question should always be at the forefront of your mind: "Is my program completely engaging my audience?"

Perhaps you're thinking, "Of course it is. We have a great show, an appealing set, good people, and all the right behind-the-scenes personnel and equipment. And we're getting results, too." If that's the case, wonderful! You've built a solid foundation on which to construct an even more effective outreach. You can always achieve greater impact and success, but it takes completely engaging your audience.

Complete engagement means engaging your audience physically, emotionally, mentally, and spiritually. The concept of complete engagement is nothing new. Consider what Jesus said is the greatest commandment: "Love the Lord your God with all your heart and with all your soul and with all your strength and with all your mind" (Luke 10:27). Just as God wants you to completely engage yourself in your relationship with Him, so must you completely engage yourself in your relationship with each individual viewer.

First, you must engage viewers physically. Maybe you're wondering how you can accomplish this from your set in the studio while your viewers are sitting at home in their living rooms. Think about it this way: Is your program so interesting, enticing, appealing, and even exciting that viewers simply can't help but sit up, take notice, and pay attention? Review your latest program and make sure that the show's natural ebb and flow keeps viewers tuned in physically.

Next, consider the emotions of your audience. Viewers are individuals with hopes, fears, and dreams just like you. Are you packaging a program that touches them on an emotional level? An old adage for writing appeal letters holds just as true for producing an emotionally engaging ministry program: "Make me laugh, make me cry, make me mad, but make me feel something!"

Closely related to the emotions of your audience are their thoughts. It is possible to engage viewers physically and even emotionally without engaging their minds. You can easily get people leaping out of their chairs in an emotional moment of inspiration or anger, but are you feeding them the "solid food" of God's Word that will cause them to engage their minds (Hebrews 5:14). If, as Romans 12:2 says, one of the primary ways we grow as believers is to "be transformed" by the renewing of our minds, then part of your job is to help your viewers do just that.

Finally, are you engaging your viewers spiritually? Are you presenting them with the unadulterated, uncompromised Word of God that can eternally transform any life? Are you offering them something far more precious than silver and gold – the life-changing power of Jesus Christ (see Acts 3:1–10)? Are your own motives pure, as you can only bless the hearts of others if your own heart is pure before God? If so, then you will enjoy God's blessing and so will your viewers.

So, are you completely engaging your viewers – physically, emotionally, mentally, and spiritually? Thinking and praying about these four areas each new day may very well make the difference in seeing your broadcast television ministry go from good to great in its success and impact in the world.

John David Kudrick, Senior Editor, Infinity Concepts, LLC, info@infinityconcepts.net

and feet, which does depend on us, but those hands and feet ... and mind and spirit ... must be in submission to His plans and His Word.

With technology advancements steadily coming down the pike, we have so many opportunities that we can take advantage of. But, is it really necessary to have the latest Flash software or the most comprehensive developmental package? Having current applications is necessary, but are some of the things you want to do on your site consistent with your mission? That's why it's important to stop, take a breath, and listen. Just as God tells us in Psalm 46, verse 10, "Be still and know that I am God;" take a moment to review your organization's mission statement as well as your own personal mission statement and know that He is God.

What are you trying to accomplish with your website? Does it coincide with your organization's mission statement ... and yours? Are you trying to make your website and yourself be all things to all people? If you've not done it, I want to encourage you to write a mission statement for your website, then find a Scripture that confirms that mission and keep it handy. That will turn what seems to be a mission impossible into a mission incredible!

Cathy Allen, Vice President of Marketing for Love Worth Finding Ministries, callen@lwf.org

Modern Day Heroes

In the coming weeks, the nation will turn its attention from the gory details of Hurricane Katrina, to the relief efforts and the return to normalcy for those impacted by the tragedy.

As network news focuses on those who try to blame others for the hurricane there will be thousands and thousands of stories of heroism that will go untold by national media. (I actually heard someone trying to blame the Governor of Mississippi. It seems to me this was a natural disaster.)

The tragedy of Hurricane Katrina has resulted in police, firemen, and civil servants working tirelessly to return order out of chaos. Doctors and nurses are sleeping in hospitals, living in similar conditions as those who have no place to live. National Guardsmen have left their homes and families to help those in need. Churches, civic auditoriums, and average citizens are opening their doors to complete strangers. I was touched to see a young family from suburban Houston pack an ice chest of food and water and carry it to the Astrodome.

As the national news media focuses on the death, destruction, and politicians pointing fingers of blame at their political opponents, we in Christian radio have a unique opportunity to share the stories of people giving to others, donating their time and money, leaving the safety of their own homes and traveling hundreds of miles away to help complete strangers.

The stories are everywhere. No matter what city your radio station is located in, there are people in your own backyard who are sacrificing to help the hurricane victims. What's their story? Why are they willing to sacrifice? What's the difference between people who give of themselves to help others, and those who loot and shoot guns at relief helicopters? Friends, we have the never ending human drama of good and evil playing out before our eyes all day every day on our televisions. Those who choose "good" generally don't make the TV news.

Today you have thousands of listeners who have a story to tell of sacrifice and mercy for the hurricane victims. There are pastors and civic leaders in your area who would appreciate the opportunity to do a "one minute prayer at one" for those in need. (Thanks to my friend Tate Luck at WCVO for that idea). My guess is that every major church in your area is doing a relief project of some sort. Who's telling their story? Your station may be the only entity in town that can unite people of faith for good. What about holding the city's largest carwash in the parking lot of the major arena, with church youth groups washing cars to raise money for hurricane victims?

A few websites that contain stories of heroism and sacrifice:

www.medicalnewstoday.com

www.christianitytoday.com

www.redcross.org

www.family.org: tips to help your family cope with disaster

www.networkforgood.org: downloadable family disaster plan

www.christianemergencynetwork.com www.purposedriven.com/en-US/

Home.htm: Rick's Warren's message

"Rebuilding Your Life When You've Lost Everything"

www.byfaithonline.com

www.ob.org/projects/hurricane_relief/ index.asp

If Christian radio doesn't share these stories of modern day heroes, perhaps no one will.

John Frost, Goodratings Strategic Services, john@goodratings.com

World Changers for Christ

E very generation has its own unique traits that set it a part from past generations. The current generation is dubbed Millennials or Echo Boomers: a driving force to be considered when they know what they believe and why. These kids are great and I love working with them.

A few thousand years ago, Daniel and a bunch of Israelite young people were taken captive to Babylon as casualties of war. In Daniel chapter 1 you can read about their early experiences and the cultural pressure they endured. There were some basic things the Chaldeans wanted to accomplish with these young people in order to turn them into Babylonian pop culture citizens.

They wanted to teach these young people their ways: their own brand of Babylonian wisdom and language. Each was given a new name and a new identity, and they were to be just like the Chaldeans. Nothing has changed. Madison Avenue and the entertainment industry are modern day Chaldeans and are aggressively targeting this age group.

The Echo Boomers are the most technologically sophisticated group of young people in history. They spend more time on the Internet than watching television. (That should say something to us as broadcasters about the future of what we do, but that's another topic for another time.) Multitasking is second nature to most of them. They IM, have I-Pods and cell phones, e-mail, blog, and stay in touch with each other by electronically sharing their likes and dislikes.

This is a generation that likes to shop and spend money... lots of it. This hasn't gone unnoticed by those who try to control popular culture because there is a lot of money to be made. Consider the example of McDonald's restaurants. When was the last time you saw "Ronald" in a TV spot? It's all young people (no clown) having a good time eating burgers and fries, with a soundtrack playing current musical styles to round out the picture.

Once again the question for educators and broadcasters is: how do we reach this particular generation? There are many answers to that question, but one thing is for certain: In order to reach this "sight and sound" generation with the gospel, we need to be culturally relevant with a solid Biblical world view. That doesn't mean we compromise, but we do have a Holy Spiritled imagination to create distinct programming that will connect with this special group of young people. As we reach this generation, these kids will in turn go out and change the world for Christ.

Daniel Waldrop, Assistant Professor of Broadcasting & Film, Palm Beach Atlantic University, Daniel Waldrop@pba.edu

NRB Hosts Second Annual Capitol Hill Broadcast Summit

RB President's Council members assembled for three days in mid-September for the second annual Capitol Hill Broadcast Summit. The event impacted NRB Executive Committee member and CBN President/COO Michael Little enough to say, "Every religious broadcaster will benefit from the Capitol Hill Summit experience. It is a must!"

NRB's Favorable Reception

That week the air was electric in Washington, D.C., with President Bush's Supreme Court Chief Justice nominee, John Roberts, appearing before the Senate Judiciary Committee throughout the duration of the Summit. While in the nation's capital, President's Council members and guests heard from some of our elected and appointed leaders, including one of the senators who cast his vote to confirm Chief Justice Roberts.

Senator John Thune (R-SD) recounted how God used the loss of his first Senate race in 2002 and a lesson he learned through Oswald Chambers' My Utmost for His Highest to convince him to run again last year. Initially his wife opposed the idea, but God worked in her heart and through his daughters to convince Thune to throw his hat in the ring again. They all began to see that it "wasn't just about the winning—it was about the race." They all realized they needed to be obedient to what God told them to do, regardless of the results. So, the Thunes chose to trust God and follow His leading into a second campaign—and this time a victory, by defeating a sitting Senate party leader for the first time in 52 years.

We also heard devotions from Rep. J.D. Hayworth (R-AZ), who expounded upon Micah 6:8 and encouraged us to "walk humbly with thy God" as we bring our faith to the marketplace. He applauded us for accepting the calling to proclaim the Gospel over the airwaves and "to use the media we represent to metaphorically be invited into people's homes, into their cars, into their lives." He exhorted us to accept the responsibility to continually discover ways for today's "always changing, evolving, improving" technology to reach the culture for Christ.

Then, FCC Commissioner Michael Copps thanked Summit attendees and all of NRB for being a "positive force in the world" and for their "tremendous" response to Hurricane Katrina and the New Orleans flood. He also affirmed NRB for its "advocacy for moral values in the media" and looked forward to working together "to protect children from indecent, profane, and obscene programming" and to "looking at indecency in the broader context of ... media consolidation."

BY ROBERT MCFARLAND

President's Council members were also treated to a briefing from key personnel in the Bush Administration. White House Director of Faith-Based and Community Initiatives Jim Towey greeted the group, as did Pete Wehner from the Office of Strategic Initiatives. Later, Deputy Director of Public Liaison Tim Goeglein commended to us the "most remarkable presidency" of George W. Bush. Mr. Goeglein asked us to pray for the White House staff to have the "energy and strength to do what is right" and for the protection of the President. As one President's Council member aptly remarked, Goeglein has always been receptive to NRB and has always sought to "represent us very well" to the President.

At a luncheon on Capitol Hill, NRB Chairman Dr. Ron Harris and NRB President/CEO Dr. Frank Wright presented the annual Faith & Freedom Award to House Majority Leader Tom DeLay (R-TX). Rep. DeLay thanked NRB for "the great honor that you give me in [my] receiving this award." Rep. DeLay then expounded upon the principles of faith and freedom, "as practical components of American life" and "the unique opportunity ... that Christian broadcasting has to enunciate its value to our culture."

Upon conclusion of the myriad speeches and briefings of the day, Ligonier Ministries President/CEO Tim Dick found "the number of passionate Christian leaders in the House and Senate was both surprising and encouraging."

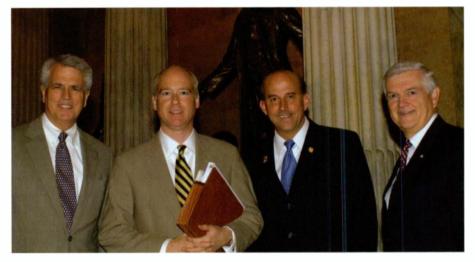
America's Godly Heritage

While many passionate Christian leaders fill the halls of Congress today, WallBuilders President Dr. David Barton explained during our after-hours Capitol tour that our nation's history is rife with examples of lives well lived. (In order to have a tour of the U.S. Capitol building after hours, we needed a Member of Congress physically present to accompany us on the tour. This year, we were blessed once again to have Rep. Robert Aderholt of Alabama make this tour possible.)

Four of the massive paintings in the Capitol Rotunda point to the prominent role that evangelism played in our nation's founding. Yet today, when we look at the portrait of the signers of the Declaration of Independence in the Capitol's Rotunda, explained Dr. Barton, our modern upbringing has trained us to identify only the least religious of our Founding Fathers: Thomas Jefferson and Benjamin Franklin. However, numerous signers of the Declaration held the equivalent of seminary degrees—hardly the atheists and agnostics they are made out to be today.

As Dr. Barton reminded us, our nation's heritage hosts many passionate Christian leaders. Charles Carroll, the last to die of the Founding Fathers, used his personal fortune to permanently endow a church with the monies necessary to support a minister of the Gospel. President James A. Garfield preached revival services and baptized those who came forth to be saved. John Jay, the first Supreme Court Chief Justice, led prayers in the courtroom, requesting Divine assistance to mete out justice the way God would judge. No doubt, one of America's greatest Christian statesmen was Daniel Webster. Speaking in the Old Senate Chamber, Dr. Barton recounted how people would crowd around the Massachusetts senator's closed office door when he would practice reading Scripture, especially passages from the book of Job. Senator Webster would make the story come alive with his powerful orations and virtually rattle the often become attached to some other "must pass" legislation. The following are two such bills for the purpose of example:

H.R. 259, The Hate Crimes Prevention Act of 2005, introduced by Rep. Sheila Jackson Lee (D-TX), is representative of this kind of dangerous legislation. According to Dr. Wright, this legislation "could be the end of Christian broadcasting as we know it—at least in terms of



From left to right: Dr. Frank Wright, Rep. Robert Aderholt (R-AL), Rep. Louie Gohmert (R-TX), Dr. Ron Harris

door on its hinges when reading God's response to Job beginning in chapter 38.

Most remarkable about Daniel Webster was the story of his death. When doctors had done all they could and gave him up for the grave, Webster protested he had three days left of strength. He used the first day to preach the Gospel to all his male descendants, the second day to all his female descendants, and on the third day he announced he was ready to die, boldly finishing a life well lived.

Vigilance on Capitol Hill

Daniel Webster embodied America's leaders of yesteryear who valiantly preserved our nation's Christian heritage, yet today our freedom to proclaim the Gospel through electronic media is constantly under attack. In a special briefing, Dr. Wright explained how NRB is tracking and acting upon 20-plus individual pieces of legislation that, depending on the individual bill, could help or hinder Christian broadcasting. While many of these bills will not be passed on their own, they can our freedom to broadcast the truth God has called us to proclaim." The bill would amend the Federal Criminal Code to set penalties for "willfully causing bodily injury to any person, or ... attempting to cause any such injury ... because of the actual or *perceived* race, color, national origin, gender, sexual orientation, or disability of any person" (emphasis added). In other words, if someone felt threatened by a broadcast regarding the biblical code of sexual conduct, it could be enough to trigger the penalties set forth in this legislation.

[Update: On September 14, a hate crimes provision was attached to legislation that passed the entire House of Representatives. Rep. John Conyers (D-MI) offered this amendment to H.R. 3132, the Children's Safety Act of 2005. As of this writing, NRB is currently working to have this legislation defeated in the Senate.]

Another piece of legislation that has concerned NRB is the Localism in Broadcast Reform Act of 2005, introduced in the House as H.R. 1665 by Rep. Louise Slaughter (D-NY) and in the Senate as S. 383 by Sen. John McCain (R-AZ). These bills would place unnecessary burdens on religious broadcasters by drastically reducing the term of broadcast licenses from eight to three years and by expanding the scope of the definition of a "party of interest" who may petition to oppose the grant or renewal of a license to include anyone who "asserts an interest in vindicating the general public interest." NRB has already called upon its membership to voice their concerns about this bill to their congressional representatives and continues encouraging members to do so.

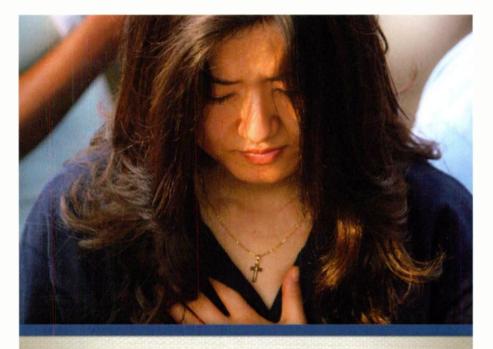
At the conclusion of Dr. Wright's extensive briefing, Coral Ridge Ministries Executive Vice President Tom Rogeberg remarked: "As was demonstrated again this year, NRB is thoroughly conversant with an enormous number of proposed pieces of legislation relating to broadcast issues and many others of critical importance to our membership."

Today's Sons of Issachar

NRB is prepared for the current legislative landscape, but still needs to be strengthened for the battles that lie ahead. The attendees at the Capitol Hill Broadcast Summit contributed to the future of Christian broadcasting through their material participation in the President's Council, however more still needs to be done.

At the conclusion of the Summit, NRB Chairman Dr. Ron Harris illustrated how we should be the "sons of Issachar" of 1 Chronicles 12—"men who understood the times, with knowledge of what Israel should do." In order to understand the times in which we live today and to have knowledge of what we should do, Dr. Harris encouraged even more NRB members to join the President's Council and attend the Capitol Hill Broadcast Summit next year.

Alexander Henkel of the Evangelical Christian Center aptly summed up his concern for the future of Christian broadcasting: "If there ever was a time for Christians to be heard—it is now! There is no time to be passive—it is time to be proactive, and that is what the NRB is all about!" As Christian communicators, we have been entrusted with proclaiming the Gospel through today's electronic media. Let us be found faithful stewards of the precious freedoms we have to share Christ to a lost and dying world. Robert McFarland is Vice President of Communications at NRB. To learn more about the President's Council, you can contact him at rmcfarland@nrb.org.



Breaking ground in the hearts of listeners 55 years and counting.

> Broadcasting the life-changing Gospel message worldwide since 1950

> > BILLY GRAHAM EVANGELISTIC ASSOCIATION

Take a Closer Look at TLN's Programs:

Named Best Talk TV Show by NRB!

Shirley Rose, Michelle McKinney Hammond and Tammy Maltby host this Emmy-Nominated program that delivers a powerful mix of on-location features, dramatic storytelling and lively interviews.

Eye-Popping Animation That Meets FCC Guidelines

With dynamic computer graphics, music and humor, this unique TV series captivates 4-8 year-olds and cleverly teaches biblical values and timeless life lessons.

250(2(2)7.



RUZZ PORPY

Award-Winning host Jerry Rose draws out candid discussions from celebrities in the music, television and film industries about fame, fortune, family and faith.

Lively Call-In Show Offers Relationship Life Support!

Marriage expert Bob Moeller takes on some of the toughest issues married couples face, offering practical help and Biblical encouragement.

New for 2006!

1-Hour Specials

FOR BETTER FOR WORSE FOR KEEPS

Each week, TLN offers powerful specials ranging from the mysterious to the majestic-all sure to intrigue, inform and inspire viewers.

To Learn More About TLN's Ad Hoc Syndication Network, Contact Brent Kenyon at (630) 801-3653 or bkenyon@tln.com

JETHING GREAT JUR STATION?



The Power of Positive Television עניציע **tim.com**

House Majority Leader Tom DeLay Receives NRB Faith & Freedom Award

hank you for inviting me to be with you, and in particular for the great honor that you give me in [my] receiving this award. Particularly, you have a lot of class because you allow a fellow Texan to give me this award. It always makes it just a little more special. Those of you that aren't from Texas, you probably don't understand what I mean, but Texans are... well, whatever we are. Blessed. Yes, we're very blessed. As it is only the second year that this award has been given, it is safe, I guess, to assume no tradition yet exists for its presentation to be followed by a rambling exposition on the part of the honoree. And if I'm successful today, you can rest assured that any such windy tradition will have to wait until the third annual Faith and Freedom Award is presented this time next year.

With the time I do have today, I'd like to share with you some thoughts about faith and freedom as concepts, as practical components of American life, and perhaps most importantly for this venue, the unique opportunity I believe that Christian broadcasting has to enunciate its value to our culture.

At his confirmation hearing yesterday, Supreme Court nominee John Roberts recalled an old tradition at Harvard Law School, which refers to the law as the wise restraints that make men free. How odd it must be for some to hear together the seemingly dueling concepts of freedom and restraint. But of course, the two concepts have never been truly at odds. going back to the very first chapter of human history. Indeed, the very notion of freedom defined as a state of being outside restraints or responsibilities is not really freedom at all, but at best anarchy. This fact, of course, is obvious to Christians-or for that matter, devout adherents to any of the world's great religions: true freedom is available to

immorality is an expression of one's enslavement. The truly free are they who, by becoming servants of the truth, become masters, in a sense, of the less noble aspects of our fallen nature. The media, informed by the confused values of our secular culture and driven by the simplicity of narrowly-drawn conflict, can never be expected to help clarify this misunderstanding. Nor, sad as it is today, can most politicians-even the most wellintentioned among us. The combative sound-bite relationship that most elected officials have with the media on the left and the right make it almost impossible for such dialogue to ever take place. No, this message, this truth, if it is to be spoken in America's public square, must be spoken

You have a love of spreading God's truth, the opportunity to live in an age when that love can be manifested in a career, and the skills and experience to make that career affect millions of lives around the world.

mankind only through submission and service to God. Indeed, to us the wise restraints that make men free are the moral teachings of Jesus Christ and the Holy Scripture He inspired.

Thus, while faith and freedom seem to be as compatible as chocolate and peanut butter, to our popular culture (as defined and celebrated by our mainstream and entertainment media) the two values are direct opposites. Consider the strange media coverage of late Roman Catholic Pope John Paul II, which often referred to the Pope's dual struggles against communist oppression on the one hand and western decadence on the other as glaring inconsistency. Well, you don't have to be Catholic, or for that matter even Christian, to see that in a moral society freedom is both a human right and a human responsibility. As human beings we are free to do evil. We are free to lie, cheat, steal and even kill, but doing such things neither enhances nor truly exhibits personal freedom. In fact,

by men and women like you: ministers, apologists, and broadcasters. You are the ones who deliver this good news. So, given the power-the global, immediate, and universal power-of media in this day and age, one is almost tempted to think that if Pentecost Sunday were this weekend and not two thousand years ago, the Holy Spirit might descend on the apostles not in the form of tongues of fire, but as radio licenses, cable networks, newspapers, and Internet portals. The apostles of this day and age, ladies and gentlemen, those called to go out to be servants of the servants and leaders of the leaders, are you. What a blessing it is, in our lives, to wake up one day and realize that our vocation (what we do to live) and our avocation (what we live to do) are the same thing. That is a blessing that God has bestowed on each and every one of you.

You have a love of spreading God's truth, the opportunity to live in an age when that love can be manifested in a career, and the skills and experience to make that career affect millions of lives around the world. You have the freedom to serve faith in a way others do not, and inherent in that freedom, ladies and gentlemen, is the responsibility to do so. You have been given a gift – the truth – and the ability to speak it to the world. It is a gift that has been given so generously to few Christians in the history of our faith, and it is a gift that cannot be repaid, so it can only be used in service of the One Who gave it.

That is exactly what the men and women of the National Religious Broadcasters do every day. You provide a voice to the truth—the truth that is both faith and freedom to the wide, waiting world-faith and freedom together. The name that you have given this award is also the name God has given to two of His principle teachings. Our culture needs to hear how and why faith and freedom intersect. How they mutually reinforce each other. Our culture needs to know why it is that the wise restraints that make men free are not merely the secular laws that govern our states, but the natural law and moral teaching that govern our souls.

There is a hunger embedded in every soul, and the mission of Christian broadcasting is to feed that hunger with the only thing that can satisfy it—the truth of our Heavenly Father. What a mission you people have been called to. What a witness you give to all the viewers, listeners, and visitors to your broadcasts. What an honor that such a group would single me out for recognition and praise. So, I thank you very much for everything that you do and I thank you for having me here today. May God continue His blessings on you, and we pray earnestly and sincerely that God continue to bless this great nation of ours. Thank you very much.

Congressman Tom DeLay serves as Majority Leader, the second ranking leader in the United States House of Representatives, and represents the 22nd District of Texas. This is his acceptance speech upon receiving the NRB Faith and Freedom Award on September 14, 2005. Christian Media's Newest Strategic Event



February 16–19, 2006 Saylord Texan Resort & Convention Center Dallas/Fort Worth, Texas USA

Innovative Media for a New Generation

CC for

If you're serious about media, then you can't afford to miss Reach 2006. The only event of its kind, Reach 2006 can help you get more value from your media resources.

- **Discover** new ways to capture and hold an audience.
- Identify new forms of effective media for your ministry.
- Create programs that challenge thinking and communicate truth.
- **Integrate** media into both worship and outreach.
- Plan strategically for maximum impact.

Do what you do better. Just Reach.

For more information or to register, visit www.reachconference.org



TRADETALK

AIRWAVE NEWS TV

Plano, TX – Christian Film Studio, Providential Pictures and Chuck Swindoll's Insight for Living released the newest episode of Paws & Tales The Animated Series® on September 20. Entitled A Closer Look, whose trailer can be viewed at pawsandtales3d.com, imparts lessons about finding and appreciating our own God-given gifts and using them to serve others. The first episode in the series, Seeing the Unseen, won the Best Children's Award at this year's ICVM show, and the Dove foundation gave A Closer Look a perfect 5 out of 5. Paws & Tales The Animated Series® is adapted from Insight for Living's popular weekly radio show Paws & Tales, which airs on more than 450 outlets nationwide. A Closer Look, incorporating closed captioning and Spanish subtitles, is appropriate for children between the ages of 3 and 8. (Melisa Richter, melisa@richterpr.com)



Pittsburgh, PA – Cornerstone TeleVision teamed with Greg Robbins to produce and launch the very first Christian sitcom, *Pastor Greg.* Creator and writer

of the sitcom, Greg Robbins, also stars in the series. The pilot, *Pastor Greg: Proof God Has a Sense of Humor* and holiday special, *Pastor Greg's First Christmas* debuted successfully and October 13 will

launch the 22 episode series on more then 120 network affiliates nationwide, including NBC, ABC, CBS, FOX, WB, UPN, and more. (Alyson Hayes, Ahayes@ctvn.org)

Fort Worth, TX – On September 12, Janet



Parshall's America featured interviews with Secretary of Defense

Donald Rumsfeld and National Security Advisor Steve Hadley, and aired on FamilyNet Television. Janet and her guests discussed a number of topics, including Rumsfeld's thoughts from September 11, 2001 and the continuing War on Terror. (Andrea Sharples, asharples@familynet.com)



Virginia Beach, VA – Regent University alum Nathan Simms released

his first full-length film from New World Pictures in national theatre markets on September 9. Full length film *Echoes of Innocence* was written and directed by Sims, with a production team led by his wife, Gina, and fellow Regent alum Clayton Coblenz. Salem Radio Network ran a radio campaign for the film, whose PR firm is A. Larry Ross Communications. New World Pictures has 12

projects in line and is currently raising funds for another full-length motion picture. (Baxter Ennis, bennis@regent.edu)



Fort Worth, TX – FamilyNet News hosted a half-hour special, *Katrina: Restoring Hope* on Saturday, September 17th and September 18th, focusing



on compassion extended through ministries and personal blessings, and featuring firsthand stories from New Orleans Pastor Fred Luter of Franklin Avenue Baptist Church. FamilyNet News reporters Lorri Allen and Scott JuVette, aided by correspondents at the scene of the relief efforts, focus on the ministry and hope, not the tragedy and despair. (Chip Turner, cturner@FamilyNet.com)



TRADETALK

MUSIC

Nashville, TN – New Waymaker Christian Music recording artist Ricardo

(ricardomusic.com) recently shared his testimony and music with Monica Schmelter, general manager of the Nashville-based Christian Television Network affiliate WHTN-TV39 and host of the network's flagship daily television program Bridges. Ricardo's debut album



Unmerited is available on Waymaker Christian Music and is distributed by Word Distribution. (Lynn McCain, Lynn@mccainpr.com)

Monica M. Schmelter and Ricardo

Nashville, TN – Gospel music sales have reportedly grown more than 80 percent since Christian SoundScan (christiansoundscan.com) was first introduced ten years ago. Now, the system that tracks sales of Gospel music at Christian and general market retailers has undergone a major upgrade, which includes the addition of digital albums, digital tracks and R&B/Hip Hop albums charts, as well as many other new features designed to respond to the growing needs and changing music landscape. Christian SoundScan now tracks digital sales, including albums, singles, and tracks, which reflects the importance of this new music format to the overall music busi-

ness. In addition to

Christian Music Trade Association

tracking digital sales, Christian SoundScan also features charts for digital albums and digital tracks. Digital album sales will count toward the overall music charts. The Christian Music Trade Association (CMTA) is a sister organization of the GMA which operates Christian SoundScan (cmta.com), (Tricia Whitehead, spinhouse@bellsouth.net)

Puyallup, WA - Hosted by Christian Musician magazine, Worship Musician magazine and the Puget Sound Worship Leader Network, the Christian Musician Summit announces the line-up for its third annual event, to be held at the Overlake Christian Church in Redmond, WA, November 11-12,

2005. Featured presenters and performers for the event include Paul Baloche,



Chris Tomlin, Abe Laboriel, Phil Keaggy, Vinny Colaiuta, Lincoln Brewster, Vicky Beeching, Rick Cua, Scott Wesley Brown, Norm Stockton, Louie Giglio, and Michael Gungor to name a few. Sponsors of this year's event include World Vision, Integrity/Vertical Music, CCI Solutions, EasyWorship, Cider Mountain Recorders, and SLS Audio. (Anita Crawford, anita@springboardentertainment.com)

Mobile, AL – Integrity Gospel released Sacred Chapter 6, a new CD from Music One/Sony Urban recording artist and pro-

nonw@integinc.com)

ducer Jeff Majors. The album is the latest in the harpist's "Sacred Series" brand and features performances by Dottie Peoples, Gospel Gangstaz, and Kelly Price. Majors is also beginning his third season this fall as host of the series, The Gospel of Music with Jeff Majors, seen nationwide in more than 22 million homes on the network TV One on cable and Direct TV. Touted as the first national, weekly Gospel variety music television broadcast in history, top contemporary artists as well as many well known names in Gospel join him for conversation and artists representing the full spectrum of Gospel music. (Shannon Walker, shan-

Lynchburg, VA - New Lynchburg, VA-based entertainment company, InTake Media, launched in September, with veteran concert promoters Dan Portnoy and John Gauger at the helm. Formed with the goal of becoming a culture shaper, InTake Media's focus is providing quality entertainment for "twentysomethings". The first offering to debut was The Dropcast, a 30 minute biweekly podcast featuring popular culture -



those who create it and those who discuss it. In addition to reaching a national audience with The

Dropcast, InTake Media also presented concerts and events in the local area. (Anita Crawford, anita@springboardentertainment.com)



Mobile, AL - Integrity Gospel Zion Rejoice -Live From Faithful Central on September 6.

Recorded live at Faithful Central Bible Church in Los



Angeles, CA, the album is a partnership of GRAMMY Award nominated producer Joe Pace and Minister of Music Barbara Allen, and Worship Leader Jimmy Fisher. Zion Rejoice features a band of musicians under the leadership of Warryn Campbell (Mary Mary). The house band includes: Jonathan Dubose, Jr., on guitar; Andrew Gouche on bass; Gordon Campbell on drums; Kenneth Knight and Dewayne Swan on organ/keyboards and Timothy Carmon on keyboards. The horn section features limmy Bowland on baritone sax: Barry Green and Nick Lane on trombone and Lee Thornburg and Vincent Ciesielski on trumpet. In addition, vocalist Daryl Coley makes a guest appearance, performing a solo on the song "In This Place," one of the new songs written by Pace. (Shannon Walker, shannonw@integinc.com)

Nashville, TN – After a 16-year career defining Christian music with their signature har-



monies and inspirational songs, 4HIM has announced the release of their final studio recording on INO Records November 22, 2005. Composed of Andy Chrisman, Kirk Sullivan, Mark Harris and Marty Magehee, this landmark group began their 4HIM career in 1990, after becoming acquainted with one another during their time in the vocal group Truth. Throughout their time together, 4HIM has received much acclaim for their 11 hit albums including an RIAA Gold certified album (The Basics of Life), 24 No. 1 radio singles, eight Dove Awards including three "Group of the Year," and a Grammy Award nomination as well as Alabama's Music Hall of Fame for The Governor's Achievement Award. In addition to their numerous tours across the nation, the group has also been featured performers with the Billy Graham and Louis Palau crusades. (Lori Isaacs, lori@theMcollective.com)

ANSWERS TO LIFE'S ISSUES!



Heard daily on over 700 stations nationwide!



CALL OR EMAIL TODAY FOR A DEMO: RADIO@AnswersInGenesis.org 859-727-5405



Give your listeners a fresh Pro-Life Perspective

NATIONAL RIGHT TO LIFE

Your Voice for Life... ...from the Nation's Capital

Pro-Life Perspective is the official radio program of the National Right to Life Committee, the nation's largest pro-life group.



First broadcast frem our Washington, D.C. studios in 1985, Pro-Life Perspective has attracted millions of listeners from coast to coast - an audience that continues to grow.

Hosted by NRLC President, Dr. Wanda Franz, and often featuring prominent pro-life guest speakers, Pro-Life Perspective is the best way for pro-lifers across America, including your listeners, to stay informed on current life issues.

> Wanda Franz, Ph.D. NRLC President Pro-Life Perspective Host

Perspectives on Life



Perspectives on Life are 30- and 60-second public service announcements designed to educate and inform your listeners about the latest information affecting the pro-life movement.

Every quarter, Perspectives on Life subscribers will receive new PSAs. In addition special supplements will be issued when action is required to help pass pending pro-life legislation in Congress.

Best of all, there's no cost to your station!

For more information on Pro-Life Perspective or Perspectives on Life cull us at (202) 626-8833 or email mediarelations@nelc.org.

Pro-Life Perspectives and Perspectives on Life from National Right to Life

Nashville, TN – Sparrow Records' artist Bethany Dillon recently traveled to Los



Angeles to film a music video for her upcoming single, Dreamer, which was the end credit song in the October 21 DreamWorks motion picture, Dreamer: Inspired By A True Story. Dillon is pictured during the video shoot with director Brandon Dickerson, whose directorial credits include music videos for Switchfoot and Sixpence None The Richer. The Dreamer video aired on VH-1, CMT and MTV, among other major mainstream and Christian outlets. Dreamer: Inspired By A True Story stars Kurt Russell, Dakota Fanning, Kris Kristofferson and Elisabeth Shue in a heartwarming tale of a horse trainer (Russell) and his daughter (Fanning) who nurse an injured horse back to health and, together, strive to achieve a dream against all odds (dreamworks.com/dreamer). As the end credit song, the Dillon and Ed Cashpenned Dreamer is inspired by a story Fanning's character writes of a king who gave up everything for his kingdom. In addition, Dillon is a featured artist on Music Inspired By: The Chronicles of Namia: The Lion, The Witch and The Wardrobe (EMI CMG), which released in October in conjunction with the December Walt Disney Pictures/Walden Media film, The Chronicles of Narnia: The Lion, The Witch and The Wardrobe (narnia.com). Selections by Dillon will also be included on the upcoming WOW Christmas (Green) and WOW Hits 2006 releases. (615-261-1818).



The Industry Leader in Christian Inbound and Outbound Telephone Fundraising

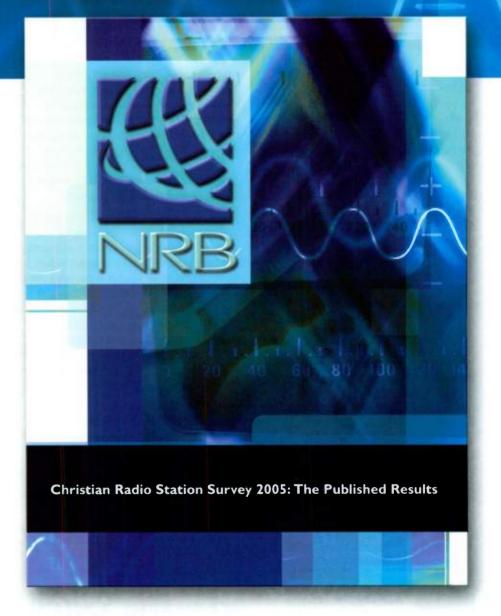
Contact Curtis Stern at 330.670.5164

WRH

Christian Radio Station Survey 2005: The Published Results

This newly compiled Christian radio station data is the most complete and up-to-date information available to our industry.

Order your copy today by logging on to www.nrb.org and clicking the e-Store icon. For questions contact bpowers@nrb.org



More than 200 Christian Radio Station Owners/GMs/SMs share facts about:

- Station Profile & Gross Income
- Market Ranking
- Christian Formats
- Advertising

- Salaries/Benefits (from the CEO Down)
- Technology Used (data lines/equipment)
- Grant Underwriting
- Sharathons
- Employee Salaries/Benefits
- Non-Com and Commercial Specific
- And much more...

Fair market value is \$125 for Members and \$195 for non-members. Log on to the NRB e-Store at www.nrb.org and request either the PDF (sena through e-mail) or the printed notebook version. Shipping/handling for the printed version is \$8,95 Virginia sales tax added where applicable.

AIRWAVE NEWS RADIO

Florence, KY – The following transactions have been brokered by John Pierce &



Company, LLC: K-Love expands with the Educational Media Foundation agreement to purchase WCVJ-FM/Jefferson, OH from Agape School, Inc. WCVI is overseen by Myron and Sarah Hubler. The purchase price was \$650K. Salem Communications agreed to trade WTSJ-AM/Cincinnati, OH, as well as WBOB-AM and six million and seven hundred and fifty thousand dollars cash for the assets of WLQV-AM/Detroit, MI, which was owned by Jon Yinger's Christian Broadcasting System, LTD. The total value exceeds \$14 million dollars with the swap and the cash portion. Salem Communications also agreed with Jim Hilliard of James Crystal Broadcasting to trade the assets of Salem's KNIT-AM/Dallas, TX for Hilliard's WORL-FM/Orlando, FL, for an even exchange. Until last year, KNIT was owned by Univision. Value of this trade is in excess of six million dollars. Davidson Media Group recently closed on the acquisition of WNTS-AM/Indianapolis, IN, from the Sam Smulyan Estate, which was overseen by Jeff Smulyan after the passing of his father. The closing price is \$2 million. Additionally, Davidson Media Group (DMG) has agreed to acquire the assets of KTFX-AM/Tulsa, OK, from William H. Payne. Harold Glunt, President of Beacon Broadcasting closed on the purchase WLOA-AM/Farrell, PA, from Jim Wright's Holy Family Communications for \$295K. (irasnick@johnpierceco.com)



Nashville, TN – Through their collaboration on the novella, *Holding Heaven* (Integrity/October 2005), author Jerry B. Jenkins and biblical artist Ron DiCianni

transports the reader to the hardscrabble Middle East of the first century to eavesdrop on two intimate conversations between Jesus and his earthly father, Joseph. Now, these exchanges come alive in a holiday dramatic radio special available on Christian stations nationwide beginning in November 2005. Produced by Gap Digital with writer Chris Fabry, the team behind the *Left Behind* Dramatic Audio, *Holding Heaven* is two 24minute programs hosted and narrated by Jenkins and featuring the voice talents of a full cast of professional actors. Sound effects and music is by Steve Wick. A sneak preview of the dramatic audio will be available at integritypublishers.com online starting November 7. (Beverly Rykerd, Beverly@rykerd.com)

Saint Paul, MN – KNWC-FM Life 96.5 and LifeLight teamed up to raise money for Hurricane Katrina victims. KNWC was the official radio station of LifeLight, touted as the largest free outdoor concert in the nation. In its eighth year, the event ran four days and had Labor Day weekend attendance of 275,000. Together bands, staff and festival goers alike raised a total of \$40,000 to help the victims of hurricane Katrina. A Christian event, musical headliners included Point of Grace, Jeremy Camp, Newsboys, Salvador, and Third Day.



Tim Unsinn, Program Director with Point of Grace



Luanne Christensen, LIFE 96.5 morning cohost with LIFE 96.5 listeners (Jeff Rupp, jeff@knwc.org)

Muskegon, MI – In September, Lausanne World Pulse (lausanneworldpulse.com), a cooperative enterprise of several evangelism organizations, launched a free online magazine with updated news, information, and analysis regarding global evangelism and missions worldwide (soon available in a downloadable print version). Monthly content includes trends and stats, world evangelism and mission reports, and Who Is Jesus Christ? (whoisjesus.org), a popular web evangelism tool. (Internet For Christians, 09/16/05)

Muskegon, MI – On Godspy.com (godspy.com), Michael Massing argues that today's culture watchers

like *The New York Times* have become experts at



observing culture, but aren't taking into account the moral and societal effects of pop culture trends and developments. He suggests that responsible analysis of pop culture needs to look at the impact on its consumers, rather than being content with simply describing the latest bands, music, books, and fashions. It's a thought-provoking commentary, and presents an argument with which many evangelicals will no doubt agree. The site also contains an interview with Massing in which he elaborates on some of his ideas. (Internet For Christians, 10/06/05)



STHE PREMIER EVENT IN CHRISTIAN COMMUNICATIONS



Separate 17-22 | Gaylord Texan Resort & Convention Center Section 2018

The NRB Annual Convention & Exposition is the largest nationally and internationally recognized event dedicated to assist, train and network professionals in Christian communications. The convention is a "must attend" on the broadcast industry's calendar, serving as the best way to meet with and speak directly to top management in Christian communications.



Whether you are a broadcaster, media pastor, program producer or other communications professional, the breadth and depth of opportunities of the convention will provide you and your staff with the skills and knowledge required to overcome the daily challenges you face. These opportunities include



intensive **Boot Camps**, vital **educational sessions**, inspiring **keynote addresses** and ministry from internationally known speakers and artists, the peer-driven **Innovation Exchange**, the crucial leading-edge information found in the awardwinning **Exposition**, the ever-expanding **Job Fair**, and the hands-on nature of the **Tech Lab**.

Visit www.nrb.org/conv to register and for further details

TRADETALK

PEOPLE

Pittsburgh, PA - WORD-FM, a Salem Communications affiliate, welcomed Jerry Bowyer as afternoon talk show host of The Jerry Bowyer Program on



September 1. Bowyer has also served as a substitute host for Salem's KKLA-FM, WYLL-AM, and national program, Bill Bennett's Morning in America. In addition to his radio responsibilities, Bowyer hosts television programs: Pennsylvania Newsmakers, a public policy show; and WorldView, a Sunday morning political talk show. He also writes a weekly financial analysis



column for National Review FN for TechCentralStation.com. (Clare Kushma, 412-937-1500)

Saint Paul, MN - KDNW-FM/Duluth, MN station manager Paul Harkness announced Dan Hatfield as the new program director and morning show host. He most recently was program director and morning show host for WRFG-FM's The Refuge. Hatfield also

was morning show host in the Twin Cities on KIJO-FM,



operations manager for Linder Broadcast Group in Mankato, MN, and morning show host for KDOG-FM. (Paul Harkness, PWHarkness@nwc.edu)

Nashville, TN - Bryan Norman joined the Nelson Book team as editor, filling the position vacated by Kyle Olund, who recently moved to the Backlist Development area of the company. Norman most recently served Thomas Nelson as associate editor of Cool Springs Press, Thomas Nelson's gardening imprint, for the past year. He gained experience through a publishing internship with NavPress while he attended graduate school at the University of Colorado. Norman has a Bachelor of Arts in English Literature and Language from Belmont University and a Master of Arts in English Literature from the University of Colorado. (Melanie Minter, mminter@thomasnelson.com)



Seattle, WA - Jim Gwinn, 65, is retiring as President of CRISTA Ministries, effective January 1, 2006. President of CRISTA since 1987. Gwinn is excited to share

that 4,028 people were loved to Christ last year through CRISTA's ten ministries, with InterCristo being one of them. Additionally, CRISTA's SPIRIT 105.3 was voted FM station of the year as well as Internet site of the year in 2004. Gwinn has been a member of NRB since 1966, has served on the NRB Board of Directors and Executive Committee, and is a member of NRB's President's Council. (Jim Gwinn, jgwinn@crista.net)

Brentwood, TN - EMI Christian Music Group (EMI CMG) promoted industry veteran Greg Bays to Senior Vice President, Sales and Marketing for EMI CMG Distribution. Bays



is responsible for the strategic direction and sales and marketing functions of EMI CMG Distribution, and reports to President and CEO Bill Hearn. Bays succeeds former EMI CMG Distribution President Rich Peluso who recently accepted the newly created position of President of The Safe Side Company, launched by Baby Einstein founders Bill and Julie Clark, and

America's Most Wanted's John Walsh, for which EMI CMG is the distributor. Peluso remains in the Franklin, TN area and will open a sales office there in 2006. (Tricia Whitehead, Spinhouse@bellsouth.net)



A WORD FROM THE WORD

Government—Isaiah 9:6

ay, what do you think of our government? Now, maybe you shouldn't answer that question - we don't have all day! Seriously though, everyone knows that our government is far from perfect. But then, what do you expect? It's run by imperfect, flawed human beings.

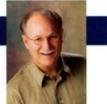
One of our favorite texts from the Christmas season is Isaiah 9:6: "For a child will be born to us, a son will be given to us; And the government will rest on His shoulders..." One of the prominent aspects of this prophecy in this context - in fact, the purpose for which

it was written - is, "And the government will rest on his shoulders." Verse 7 goes on to say, "...there will be no end to the increase of His government..." The point is this: This child, this Son, will govern the entire world. It is the picture of the entire world resting upon His shoulders - like Altas of classical mythology, with the world on his back.

The word for "government" in Isaiah 9:6 is the Hebrew word for dominion, or lordship. It comes from a root verb that means "to prevail; to have power."

In other words, this is not a word referring to the administrative and organizational

aspects of government. Rather, it is the idea of prevailing over others, of having dominion, and exercising power



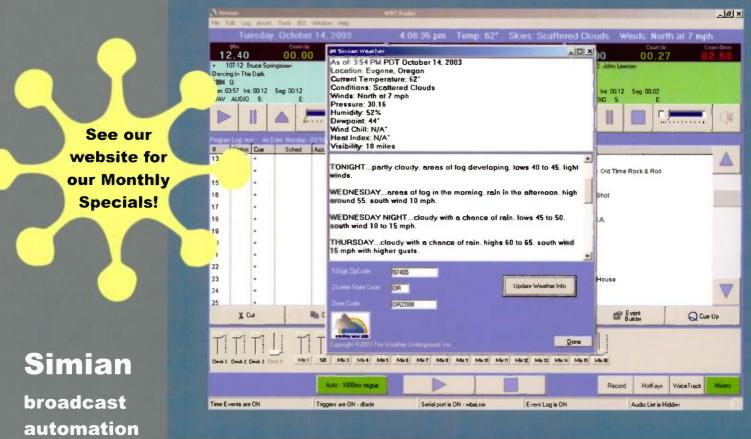
Dan Hayden

and lordship. You see, one day Jesus Christ will come again in great power and glory to establish His kingdom upon the earth. Then the government will "rest on His shoulders."

Now you know the real meaning of the word. Say, whenever you get disgruntled with our government, think about the government of Jesus, and pray for His return!

New Simian 1.6





Just \$1499 including technical support and updates for 1 year

Simian 1.6 is the result of input from numerous BSI users. Thanks to their input, Simian now includes an on-screen weather display that updates from the internet.

The new Simian also includes sophisticated new Voice-Tracking functionality allowing Voice-Tracking days in advance, even from remote studios, and an improved ability to verify logs before air play.

Simian is still the most feature-rich automation system in the industry and provides powerful, reliable broadcast automation for stations in the US and around the world.

Thousands of users have discovered how easy and versatile BSI Simian really is.

Broadcast Software International 1925 Bailey Hill Road, Suite A Eugene, OR 97405 www.bsiusa.com 888-BSI-USA1 (888-274-8721)

Test and try before you buy.



ONE PLACE COM LISTEN FOR LIFE

Find out how your ministry can podcast with OnePlace.com. Contact Travis Messer at travis@salemwebnetwork.com or 804.768.9404, ext. 178.