

Salem Communications Announces Recipients of Top Sales Awards for 2013

CAMARILLO, CA -- (Marketwired) -- 06/25/14 -- [Salem Communications](#) has announced the recipients of the 2013 "CEO Circle" award. Natalia Formen of Columbus, Ohio, Erik Johnson from Denver and Jeff Arnette from Washington, D.C., are all recipients of the top award -- representing the best from Salem's radio efforts in medium, large and major markets, respectively. "It's the highest honor that a salesperson within Salem can receive," noted David Santrella, President of the Radio Division at the company, "and this year's recipients have achieved remarkable success in what remains a very challenging sales environment."

Natalia Formen received the award in Salem's "Medium Market" category -- where Salem operates [WRFD 880-AM](#) and [98.9-FM The Answer](#). "It's a joy to watch Natalia succeed," said Tom Heyl, General Manager in Columbus. "She just *does not give up*. She will not take 'no' for an answer."

The award for Salem's "Large Market" category went to Erik Johnson for his work at [KRKS 94.7-FM](#) and [KNUS 710-AM](#) in Denver. "He's a genuine overcomer," said General Manager Brian Taylor. "Knowing the challenges he's faced makes the joy of this particularly sweet. Since joining us in 2008 he has developed into a very accomplished seller."

Jeff Arnette received the award for the "Major Market" category, for his sales efforts at [WAVA](#) (105.1-FM and 780-AM) and [Intelligent Talk 1260 WWRC-AM](#). "He's a veteran of 10 years for us here in the nation's capital. Jeff understands the mission, embraces the message, and he lives it," said David Ruleman, Vice President and General Manager. "He's become one of the most well-rounded sales representatives I have worked with."

Recipients of the CEO Circle award have all succeeded in meeting their budget targets while generating the highest percentage of revenue from new business (relative to their colleagues). "Both within Salem and in the industry at large, there is a widespread recognition that American media is changing quickly. These sellers are the best of the best. They are meeting some challenging budget objectives while leading the company forward in today's dynamic and exciting media environment," said David Santrella. "I couldn't be more proud."

The CEO Circle award was founded in 2012. The recipients each received a cash award and a three-night stay in Westlake Village, California -- including a limousine trip to Disneyland.

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ABOUT SALEM COMMUNICATIONS:

Salem Communications Corporation is America's leading Christian and conservative multi-

media corporation, with media properties comprising radio, digital media and book, magazine and newsletter publishing. Each day Salem serves a loyal and dedicated audience of listeners and readers numbering in the millions nationally. With its unique programming focus, Salem provides compelling content, fresh commentary and relevant information from some of the most respected figures across the media landscape.

The company, through its Salem Radio Group, is the largest commercial U.S. radio broadcasting company providing Christian and conservative programming. Salem owns and operates 103 local radio stations, with 62 stations in the top 25 media markets. [Salem Radio Network](#) ("SRN") is a full-service national radio network, with nationally syndicated programs comprising Christian teaching and talk, conservative talk, news, and music. SRN is home to many industry-leading hosts including: [Bill Bennett](#), [Mike Gallagher](#), [Hugh Hewitt](#), [Michael Medved](#), [Dennis Prager](#) and [Janet Mefferd](#).

Salem New Media is a powerful source of Christian and conservative themed news, analysis, and commentary. Salem's Christian sites include: [Christianity.com](#)®, [BibleStudyTools.com](#), [GodTube.com](#), [GodVine.com](#), [WorshipHouseMedia.com](#) and [OnePlace.com](#). Considered by many to be a consolidation of the conservative blogosphere's most influential brands, Salem's conservative sites include [Townhall.com](#)®, [HotAir.com](#), [Twitchy.com](#), [Human Events.com](#) and [Red State.com](#).

Salem's [Regnery Publishing](#) unit, with a 65-year history, remains the nation's leading publisher of conservative books. Having published many of the seminal works of the early conservative movement, Regnery today continues as the dominant publisher in the conservative space, with leading authors including: Ann Coulter, Dinesh D'Souza, Newt Gingrich, David Limbaugh, Michelle Malkin and Mark Steyn. Salem's book publishing business also includes [Xulon Press](#)™, a leading provider of self-publishing services for Christian and conservative authors.

Salem Publishing™ publishes Christian and conservative magazines including [Homecoming](#)®, [YouthWorker Journal](#)™, [The Singing News](#), [Preaching](#) and [Townhall Magazine](#)™.

Salem Communications also owns [Eagle Financial Publications](#) and [Eagle Wellness](#). Eagle Financial Publications provide market analysis and specific investment advice for individual investors from seasoned financial experts [Mark Skousen](#), [Nicholas Vardy](#), [Chris Versace](#) and [Doug Fabian](#). Eagle Wellness provides practical health advice and is a trusted source for nutritional supplements from one of the country's leading complementary health physicians.

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