#### WINTER 2000 WDIF FULL SERVICE FAMILY RADIO

A New Approach to Radio for Christians and those embracing Traditional Family Values

#### THE INFORMATION YOU WANT

Traffic



Weather



Markets/Finance



**Network News** 





**Award Winning Local WPTF News** 



#### THE ENCOURAGEMENT YOU NEED







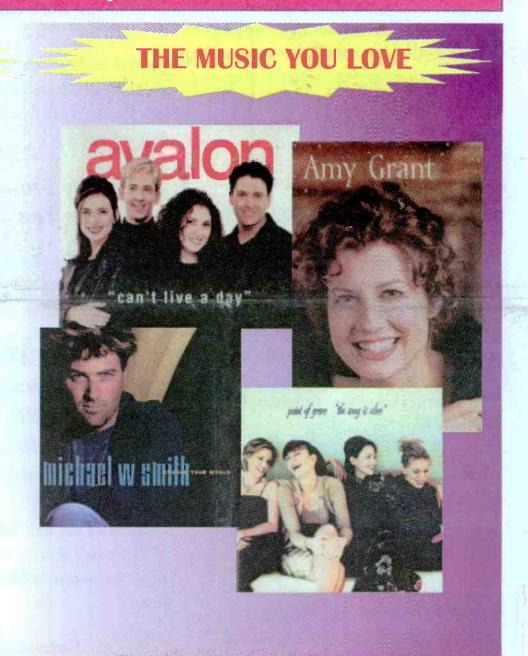




Dr. James Dobson



D. James Kennedy Janet Parshall Charles Stanley and others





FOR CHRISTIANS AND THOSE EMBRACING TRADITIONAL FAMILY VALUES

### Curtis Media Group's AM 570 WDTF

Programs a New Approach To Radio Serving Christians and Those Embracing Traditional Family Values

Radio station WRDT was acquired by the Curtis Media Group on June 1, 1999. The station at AM - 570 has now changed it's call letters to WDTF.

WDTF will continue to carry a fine line-up of many of the best Christian teaching and ministry programs in the nation. There will be, however, some new and exciting changes in the Curtis Media Group approach to programming targeting Christians and those with traditional family values.

More Than Just Another
"Christian"
Radio Station
Full Service Family Radio

More than just another, so called, "Christian Radio Station," WDTF will be Full Service Radio Programmed for Christians and Those Embracing Traditional Values. The WDTF full service approach is based on an understanding that these listeners and their families still have other interest and needs beyond Bible teaching alone. WDTF programming includes, or soon will include, the following Full Service features:

Award Winning
Local News from
The State's Largest
Radio News Team

+ Local News from the award winning WPTF news team.

The state's largest radio news gathering resource.

All You Need ... and Everything You Want Weekday Mornings!

+ A morning drive time wake up program featuring Network National News, Local News, Traffic Reports every twelve minutes, Meteorologist prepared Weather reports, Eddie Thomas Sports, Local Church Ministry Minutes, National Inspirational/Informational and Commentary features. A Researched Blend of Contemporary Christian Music Favorites Weekday Mornings & All Day Saturday

Beyond all the information you want to launch your day, WDTF mornings will also bring you a researched blend of Contemporary Christian Music from today and favorites of the past 20 years.

#### Ministry From Those You Know You Can Trust

Late morning and mid-day you will find the best quality line-up of ministry programs and Christian Jalk.

See the WDTF program guide in this publication.

NEWSDAY
simulcast with
AM 620 WDNC
Wraps-Up the Day for the
Triangle Traveling Home!

Afternoons 4-6 p.m. WDTF will join sister station 620 AM WDNC to provide NEWSDAY, the Triangle's only afternoon wrap of the days news, financial markets, sports, and topical issues.

Sound Off On
Carolina Sports with
Frank Morock on
The Evening Sportspage!

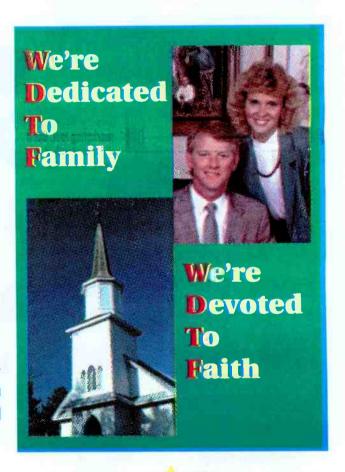
6-8 p.m. WDTF airs Frank Morock's Evening Sportspage, Two hours of live two-way Sports-talk. Nobody covers Carolina sports issues better, and keeps you up on the latest events from the national sports scene as well.



This full-service approach to reaching this vital segment of the community is unmatched anywhere on the Triangle radio dial. Sample it today at Am 570!

It's a new approach to
Full Service Family Radio
for Christians and
those embracing
Traditional Values

**AM 570 WDTF** 





FOR CHRISTIANS AND THOSE EMBRACING
TRADITIONAL FAMILY VALUES

### SHOULD YOUR CHURCH OR MINISTRY BE INVOLVED WITH A BROADCAST OUTREACH?

by WDTF General Manager Randy Jordan

As a former Pastor I know the decision to be involved with broadcast ministry is sometimes a difficult one to make. That's because it involves more than just the decision to go on radio or TV. There are time management issues, ministry priority issues, and, of course, financial and stewardship issues. For most local churches, however, local radio ministry can prove affordable and effective if your goals are correct. If your goal is to become the next Chuck Swindoll, John MacArthur or Charles Stanley you will likely be disappointed with your initial foray into broadcast ministry, unless you are already under-girded by a large and strong church ministry and have well funded and extensive marketing plans. However, should your goals be to draw new people to your ministry or to minister more consistently to your own congregation, your broadcast efforts will probably be among the most rewarding of your ministry.

I have had the pleasure of helping many, many church ministries establish broadcast outreach ministry over the years I have worked in radio. I have also been on the other side of the desk, producing a radio broadcast for the fellowship I pastored in Iowa several years ago.

May I suggest, if you are considering broadcast ministry, that you look at it less as advertising or marketing, and more as outreach ministry. Yes, it can be effective for you as a marketing tool, but if you approach it thinking of it as outreach or home missions you will be far more pleased with results.



When I was a pastor, my fellowship was first involved with a weekly Saturday morning half-hour broadcast. Now, this program did not blow our doors off as a marketing tool. But it did consistently drawnew people and

families to our fellowship who were being exposed to our ministry through it. It was particularly effective in drawing those who were new to our community. Those moving into a dynamic and growing area, like the Triangle, often find a radio station before they find a church.

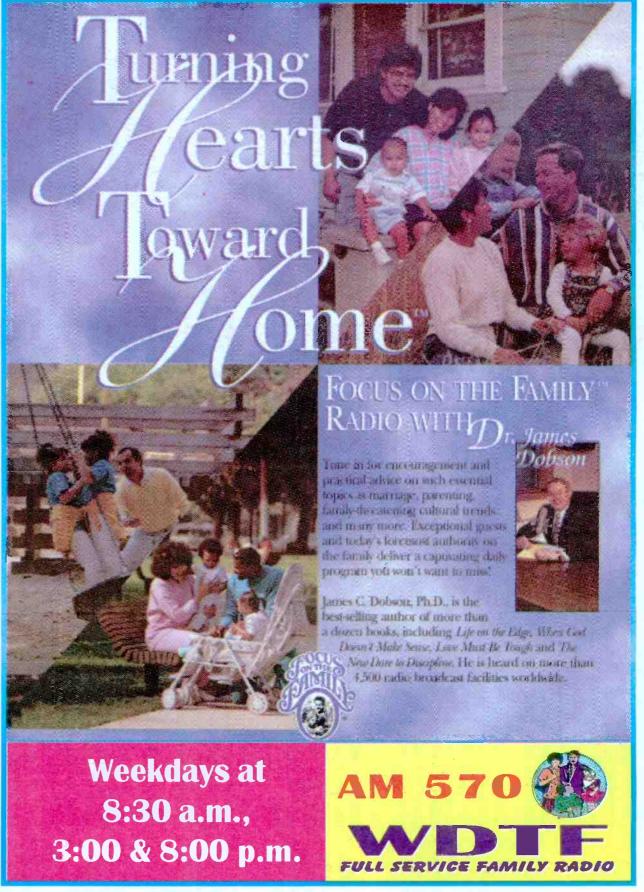
The next step for my fellowship was to use radio as a way to deliver a daily dose of encouragement and information to our own congregation through a short daily feature. You see, I found myself doing a great deal of counselling, and felt that I could keep many of those in my church out of trouble or, at least, help them make their faith more applicable to daily problems if I could just spend five minutes a day on the phone with them in encouragement. Obviously there was no way to spend 5 minutes a day on the phone with each one. But through radio I could get the job done. We developed a Good-news-cast as a way of delivering encouragement and information to our congregation. It worked wonderfully drawing very positive response from those in the church, and had the added benefit of reaching the community at large as well.

The Good-news-cast, although produced primarily to target our own congregation, ended up being a very effective marketing tool, drawing many to our fellowship who were exposed to a daily taste of ministry activity and the love, care, concern, and encouragement we displayed for one another through the broadcast.

Another great use of radio is to rebroadcast your Sunday morning services as a ministry to shut-ins or those who missed a particular service. Many times this is far more effective and less costly than tape duplication for the same purposes. WDTF currently has several hour long positions open Sundays for this purpose.

If ministry is your goal, whether targeted as outreach to the community at large, or simply to encourage your own congregation, you will find broadcast ministry among the most rewarding things you give time and finances to

WDTF AM-570 offers several ministry options to you. Weekly, weekend half hour or quarter hour program segments. Daily weekday quarter or half hour program positions and, of course, the above mentioned long-form Sunday service positions. There are also a limited number of Morning Drive ninety second Ministry Minute positions open. Slightly longer Good-news-casts are possible too.



Production of your broadcast may be done at our studios, but in most cases can easily be accomplished in the comfort of your office or church facility with sound equipment your ministry already owns.

Many programs are produced from sermon tapes. However, it is my experience that the best local church results are often driven by broadcasts that are produced specifically for radio. This is because of the personal and intrusive nature of radio.

To produce a broadcast specifically for radio will require an investment in time ( 60-90 minutes), but can be very rewarding.

If ministry is your goal...
you'll find it among the most
rewarding things you give time
and finances to.

and found yourself turning up the radio because something on the radio was more interesting than the personal conversation you were having? How many times have you mentally talked back to the radio?

People take radio for granted. If you called most of folks in the morning and asked what they are doing, they would say "I'm getting ready for work." The truth is they are listening to the radio. If you asked most people what they do in a car; they would respond; "I drive." Nope, they listen to the radio. This intrusiveness and mobility make radio a preferred medium for your ministry outreach or marketing purposes.

Radio is a very one-on-one medium. This is one of it's greatest strengths. People listen to it individually, not in groups. They do not feel they are a part of an audience of hundreds or thousands. They feel like they are listening to a conversation between themselves and the person on the radio. That is why they often respond best to programs produced specifically for radio. Intrusiveness is another great radio strength for delivering a message like the gespel or your marketing message. People often listen and don't even realize they are listening. How many times have you been driving dawn the road in conversation with somebody in the car

Should you have questions about radio and how it fits into your local ministry, just give me a call at AM 570 WDTF. I'll be pleased to discuss your ideas and help provide answers that can make your decision regarding broadcast ministry and outreach much easier. Call Randy Jordan WDTF General Manager at 919-855-9383 or email Randy@iol33.com

Let Us introduce You To Some

# AM 570 WDTF

## FOCUS ON THE FAMILY:

Focus On The Family is the most listened to Christian radio ministry in the country. Hosted by Dr. James Dobson and Mike Trout, the program focuses on topics and issues of importance to family relationships. Practical help is offered for a wide range of problems people deal with. The primary emphasis is on help and encouragement for parenting, marriage, and cultural issues that threaten traditional Judeo-Christian values.

### LEADING THE WAY:

The Bible teaching ministry of Dr. Michael Youssef, Pastor of the large Church of the Apostles in Atlanta. Dr. Yousseff was born in the Middle East and his personal knowledge of biblical culture and history uniquely equip him to proclaim the word of God with accuracy and authority. Michael's sense of humor also makes his messages among the most enjoyable on radio.

### LIFE AT ITS BEST:

Norm Nelson has a long heritage of Bible ministry on radio. This more traditional program offering blends music and easy to follow teaching. In recent years the program has also called it's listeners to action as well, in mission projects ranging from Kosevo to China.

# SEARCH THE SCRIPTURES:

Dr. Carl Brogi pastors a large fellowship of believers in Seabrook S.C. His teaching ministry, verse by verse through a passage, is contemporary and easy to understand. Brogi consistently provides encouragement and challenge to apply your faith to daily life.

### IN TOUCH:

The teaching ministry of Dr. Charles Stanley, Pastor of the First Baptist Church of Atlanta. In Touch has offices in 21 countries and six of the seven continents. Dr. Stanley is heard on over 200 television stations and more than 500 radio stations. His heart for compassionately sharing the Gospel and Biblical counsel is inspired by Psalm 67:2 in *The Living Bible:* "Send us around the world with the news of Your saving power and Your eternal plan for all mankind."

# TRUTHS THAT TRANSFORM:

The ministry of Dr. D. James Kennedy of Coral Ridge Presbyterian Church in Fort Lauderdale, FL. Dr. Kennedy designed and founded Evangelism Explosion and then built his large church by reaching the un-churched through the EE plan. He is known as one of the country's best apologist, defending the Gospel and the traditional values that have made America great.

### STRAIGHT JALK:

The teaching ministry of Phil Spry of Southside Community Church in Garner. Phil's program moves with enthusiasm. His pace is rapid, but the truths he shares and the stories he uses to communicate them make his presentation both insightful and very enjoyable. A very unique local ministry from a dynamic pastor of a growing church.

# OR LIFE AND GODLINESS:

Dwayne Milioni is Pastor of Open Door Baptist Church on Raleigh's northside. He also teaches a course in counseling at the seminary in Wake Forest. Dwayne brings unique insights from the scriptures to the various problems people face today. His approach is based in a knowledge that the Bible contains the whole counsel of God for us today, and that God has given to us, by His divine power, everything pertaining to life and godliness.

### RIVER OF LIFE:

The broadcast ministry of Pastor's Dave and Ina Newell or River of Life Church in Morrisville. Dave and Ina bring insight from years of ministry and experience in the Holy Spirit. You will find their ministry delivered with gentleness. They also emphasize that the love and power of God is able to meet you where you live today. Caring ministry from a growing new church.

### INSIGHT FOR LIVING:

Chuck Swindoll is arguably the most followed and beloved Bible teacher of our time. His great sense of humor coupled with deep expository teaching through books of the Bible, or on Bible characters, make Chuck very easy to listen to and follow. Warning: if you start listening, you won't want to miss a single message in any

## FAMILY NEWS IN FOCUS:

The News and Issues reporting arm of Focus On The Family. WDTF airs five minute daily news reports and a half hour weekend wrapup of the weeks news. FNIF keeps you up to date with legislative and court decisions around the country and other events that may greatly affect your family, school, church, moral foundations and religious liberties.

# JANET PARSHALL'S AMERICA:

Janet worked for some time with Bev LeHaye at Concerned Women for America, and is now president of the Family Policy Council. She brings a unique blend of interviews to talk radio covering issues from politics and foreign policy to the latest diet information and books.

### FOCUS WEEKEND:

An hour long weekend program capsulizing the previous weeks Focus On The Family broadcasts.

## ET MY PEOPLE THINK:

The teaching ministry of Ravi Zacharias. A strong presentation of truth from the scriptures and Christian apologetics.

### RON HUTCHCRAFT:

High energy youth ministry dealing with tough relational and cultural issues providing practical encouragement for applying a Biblical worldview to life.

### DAWSON MCALLISTER:

Another live call-in ministry focussed upon youth and the challenges they face. Dawson McAllister offers insight and counsel, and provides several ministry resources for listeners to plug into at any time they are in need.

# PROGRAM GUIDE

# SATURDAY

MUSIC & YOUTH ORIENTED)

**HEART for HOMESCHOOL** N.C. Family Policy Council MUSIC UNTIL MORNING CHILDREN'S PROGRAMS **BUSINESS SPOTLIGHT** COMMUNITYISSUES CAROLINA CLOSUP **CHRISTIAN MUSIC IOSH MEDOWELL** CONTEMPORARY CALL IN KIDS Midnight 0:00 AM 9:00 AM 6:00 AM 7:00 AM 7:30 AM 8:00 AM 8:54 AM 9:30 AM 9:45 AM

### SUNDAY

**FAVORITES ALL DAY** 

MUSIC & YOUTH ORIENTED)

THIS WEEK /BEV LaHAYE **MUSIC UNTIL MORNING** EDENTON STREET UNITED METHODIST CHURCH FAMILY NEWS IN FOCUS LET MY PEOPLE THINK LIVE FROM THE LAMBS BAPTIST BIBLE HOUR DAWSON MCALLISTER SINGLE CONNECTION OF WHITE MEMORIAL PRESBYTERIAN CHURCH FOCUS - WEEKEND RON HUTCHCRAFT C.C.M.CONCERT LIVEWORSHIP MUSIC Midnight 12:30 PM 10:00 PM 7:00 PM 8:00 AM 8:30 AM 6:00 PM :00 PM 2:00 PM 9:00 AM 5:00 PM NOON 11:00





# PROGRAM GUID

# **MONDAY through FRIDAY**

FOCUS ON THE FAMILY 5:00 - 5:30 AM

with Dr. James Dobson

800-A-Family mail@fotf.org www.fotf.org

INSIGHT FOR LIVING with Chuck Swindoll

12:30 - 1:00 PM

5:30 - 6:00 AM

with Dr. Charles Stanley

www.intouch.org 800-745-7600

6:00 - 8:30 AM

The Music You Love & The Encouragement You Need with Randy Jordan. The Information You Want 4M-570 Full Service Family Morning

8:30 - 9:00 AM

www.fotf.org mail@fotf.org 800-A-FAMILY FOCUS ON THE FAMILY with Dr. James Dobson

9:00 - 9:30 AM

www.leadingtheway.org 800-337-LEAD with Dr. Michael Youssef

9:30 - 10:00 AM

touch-stone@usa.net www.audiocentral.com/rshows/nelson with Norm Nelson

10:00 - 10:30 AM

888-901-5915 SEARCH THE SCRIPTURES with Dr. Carl Brogi

10:30 - 11:00 AM

with Dr. Charles Stanley

www.intouch.org

800-323-3747

1:00 - 1:15 PM

with Randy Jordan

1:15 - 1:30 PM

with Family News In Focus and more. WDTF CHRISTIAN NEWSBREAK

1:30 - 2:00 PM

*NDTF BUSINESS SPOTLIGHT* 

Long-form Information on Products and Services.

2:00 - 3:00 PM

pa@wava.com 800-343-9282 ANET PARSHALL'S AMERIC Live Talk with Janet Parshall

3:00 - 4:00 PM

To be determined

800-868-2478

1:00-6:00 PM

The Triangles only afternoon radio wrap-up of the day's events, news, sports, market information and topics.

Two hours of Carolina and 860 - 9783 EVENING SPORTSPAGE national two way sportstalk with Frank Morock 6:00 - 8:00 PM

FRUTHS THAT TRANSFORM FOCUS ON THE FAMILY 9:00 PM 8:30 PM 8:00 PM

800-229-9673

TRUTHS THAT TRANSFORM

11:00 - 11:30 AM

with Dr. D. James Kennedy

11:30 - 11:45 AM

with Phil Spry

11:45 - Noon

**DECISION TODAY** 

NSIGHT FOR LIVING 10:00 PM 10:30 PM

SOUNDS OF MAJESTY IN TOUCH 11:00 PM

steve@keylife.org

www.keylife.org

919-847-6969

FOR LIFE AND GODLINESS

NOON - 12:15 PM

with Steve Brown

with Dwayne Millioni

12:15 - 12:30PM

RIVER OF LIFE

Open Door Baptist Church

800-KEY-LIFE

Southside Community Church

919-661-2752

SEARCH THE SCRIPTURES LIFE AT ITS BEST MIDNIGHT 12:30 AM **IRUTHS THAT TRANSFORM** 

INSIGHT FOR LIVING LEADING THE WAY 1:00 AM 1:30 AM 2:00 AM

919-460-1480

www.riverisflowing.org

with Dave & Ina Newell

IN TOUCH 2:30 AM

www.insight.org

919-833-3874

800-772-8888

STRAIGHT TALK RIVER OF LIFE 3:00 AM 3:15AM FOR LIFE AND GODLINESS 3:30 AM WDTF CHRISTIAN NEWSBREAK TRUTHS THAT TRANSFORM 3:45 AM 4:00 AM

**LEADING THE WAY** 4:30 AM

We're Devoted To Faith" "We're Dedicated To Family....







So who listens to radio programmed for Christians and those embracing traditional values?

#### IT'S NOT YOUR GRANNY!

#### **AM 570 WDTF**

The Christian Marketplace

- 93% 18-54 / 67% 25-54 / 52% 25-44
- 64% female
- 68% married
- 48% have children under 18 at home
- 91% more likely to have at least 4 children

#### **AM 570 WDTF**

The Christian Marketplace

Household income \$30-50K - 27%

\$50-70K - 19% \$75K+ - 11%

• 45% more likely to be a college graduate

- 40.5 are degreed. (U.S. Avg. 19.6%)

• 16% have post graduate degrees - (U.S. Avg. 9.2%)

#### **AM 570 WDTF**

The Christian Marketplace

- Second only to the Country format for concentration of homeowners
  - 15% Plan to buy a home in the next year!
- 54% more likely to own a minivan,
  24% more likely to own Honda or Oldsmobile,
  23% more likely to own BMW or Mercedes.
- 84.2% more likely to spend \$2000 on a computer

#### **AM 570 WDTF**

The Christian Marketplace



- 76.2% have some college, (U.S. Avg. 43.5%)
- 42% more likely to be in a professional field
- 30% more likely to use a financial planner

Isn't this the target audience your business or ministry desires to reach?

Let AM 570 WDTF share with you how to do so effectively and very affordable. Call us at 919-855-9383.



#### National Ministries Depend Upon You!

Radio programmed for Christians on a commercial basis has advantages but requires your active response.

by WDTF General Manager Randy Jordan

adio programmed to reach Christians comes in two basic varieties, commercial and non-Commercial. Commercial stations are supported just like any other radio station. They depend upon those who listen to respond to the advertising businesses, and in this case, the ministries that are on the radio station. Non-commercial stations, or so-called *listener supported* stations, depend directly on their listeners to act as a pool of donors from which they directly solicit donations or gifts.

The term listener supported is really a misnomer, when applied only to non-commercial stations. The truth is all radio stations are listener supported. Every radio station, whether a secular rock station or a non-commercial Christian station depends upon the response and support of it's primary listener base. For commercial stations, like WDTF, the support is indirect. When you do business with the advertising businesses or send support to ministries you hear on the station, you support us.

I have been in radio for 25 years, most of those years in commercial Christian radio. I chose to work in commercial Christian radio because I believed commercial Christian radio helped believers be better stewards of what they have. You see, if you do what you are going to do anyway, buy products goods and services, and make a point to do that with those who advertise with us when it makes sense, then we can do what we do without ever asking for donations. That then frees the donor dollars in your budget to go to other ministries that cannot otherwise be supported, like missions projects, hunger outreaches, disaster ministry and other worthy endeavors. Perhaps even a little of that donor budget could go to other ministries that help you and your family, like the national program ministries you hear on radio.

The national program ministries you hear on WDTF must be supported by our listeners too. Many people don't understand that those ministries buy the time from WDTF and depend upon the response of those who are blessed by their radio ministry to pay for that time. If you are being spiritually fed, encouraged, and growing because of their ministry, doesn't it makes sense for you to support those ministries which are helping you and your family? Because the ministries are counting on WDTF to reach a large audience, even your smallest gifts, when added to those of many others, is enough to sustain their continued broadcast of those ministries.

When I was a pastor years ago, one of the things I learned (I was young and naive) was that even ministries have a bottom line. I trust this short communication helps you understand how to best support radio programmed for Christians and those embracing traditional values. It's your active support of those programs and advertising business that makes our programming possible.

### **Drive Time The Way You Want It On AM 570 WDTF.**

New Morning and Afternoon Shows are planned

why should Christian radio listeners have to tune to another station to get the information they want in the morning or afternoon? FULL SERVICE FAMILY RADIO AM 570 is designed to answer that question. They shouldn't!

For a short time longer you may find AM 570 mornings covered by some of your favorite ministry programs. But soon 6-8:30 a.m. you can launch your day with THE INFORMATION YOU WANT, THE MUSIC YOU LOVE AND THE ENCOURAGEMENT YOU NEED.

Most Triangle inspirational stations provide only network news and very limited traffic information. AM 570 mornings will deliver traffic every 12 minutes. The station will also move far beyond offering only network news, WDTF will bring you local updates from the award winning WPTF news team, the states largest radio news gathering organization. Meteorologist prepared weather reports and Eddie Thomas Sports will round out the Full Service information you'll find mornings on WDTF.

In addition to all the information you want, you will be treated to inspiration in song from a researched blend of Contemporary Christian Favorites from today and the past 20 years.

Encouragement will also be drawn from several local and national ministry features including Janet Parshall's Washington Watch, James Dobson's Family Minute, and local church Ministry Minutes. Special Morning features for youth ministry are also planned.

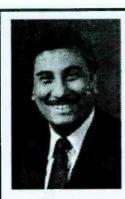
Mornings will be hosted by Randy Jordan with assist from Eddie Thomas. Both are broadcast veterans with more than 20 years of experience in radio programmed for Christians and those embracing traditional values. AM 570 mornings will blend information, music, encouragement and fun to provide the kind of wake-em-up-and get-em-going programming you will want to make a part of your day every day.

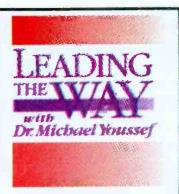
Afternoons 4-6 p.m. AM 570 WDTF will join sister station 620 AM WDNC for *Newsday*. The two stations will blanket the Triangle with the markets only afternoon wrap up of the days news, market information, sports and topical issues. Timely traffic, of course, will help you get home smoothly.

For mornings that launch your day with information and encouragement, and afternoons that keep you up to date, you only need one dial position:

FULL SERVICE FAMILY RADIO

AM 570 WDTF





In a time when so many are seeking spiritual answers, Dr. Michael Youssef's authentic message touches hearts and changes lives.

Declaring the whole counsel of the Word of God, his messages bring hope to seekers and help to believers in apply to truth to life.

Weekdays at 9:00 a.m.





Dr. Charles Stanley and In Touch Ministries Taking the Gospel of Jesus Christ to as many as possible, as clearly as possible, as irresistibly as possible, as quickly as possible, in the power of the Holy Spirit and all to the Glory of God.





Weekdays at 10:30 am





11:00 a.m.

TRANSFORM with Dr. D. James Kennedy



TRUTHS THAT

CONTEMPORARY CHRISTIAN MUSIC FAVORITES

weekday mornings & ALL DAY SATURDAY

# RADIO THAT'S SAFE FOR THE WHOLE FAMILY

### AM 570



WDTF

#### **★** THE INFORMATION YOU WANT!

**★ THE MUSIC YOU LOVE!** 



**★ THE ENCOURAGEMENT YOU NEED!** 

We're Dedicated To Family....
We're Devoted To Faith

WPTF award winning news team.

**NATIONAL NETWORK NEWS** 

Newsday 4-6 p.m. Weekdays
The Triangle's only
afternoon radio
news wrap-up of the day

Traffic every 12 Minutes
Weekday Drive-times

Contemporary Christian
Music Favorites
Weekday Mornings &
ALL DAY SATURDAY

The Best Line-up of the most followed National Ministry programs and Quality Local Church Outreach Ministries

THE EVENING SPORTSPAGE with Frank Morock 6:00 - 8:00 p.m.

N.C.S.U. Women's Wolfpack Basketball and other special local sports event broadcast coverage