



AAAPL

Powering The Profession

A BRAND WITH A MISSION.

For more than 60 years, AAPL has been a catalyst that moves the energy industry, guiding by these core principles:

- ▶ PROFESSIONAL CREDIBILITY
- ▶ PROFESSIONAL SUPPORT
- ▶ TRUSTED RESOURCE
- ▶ PROTECTING THE PROFESSION
- ▶ INDUSTRY LEADER

Today, we are poised to take on a new era of change and opportunity as we advance not only land professionals, but the entire industry.

JOIN US.

landman.org



Who We Are

AAPL is vital to a land professional's career and provides:

- Ethical standards for the profession
- Advocates on behalf of landmen
- Supports career advancement through education, information and networking
- A certification program, that indicates the highest level of professional competence
- A symbol of achievement and assurance of ethical standards

Mission:

AAPL's mission is to promote the highest standards of performance for all land professionals, to advance their stature, and encourage sound and ethical stewardship of energy and mineral resources.



STANDING UP FOR YOUR INTERESTS

- ▶ Ethical Standards
- ▶ Professional Discounts
- ▶ Legislative Advocacy
- ▶ Industry Events

AAPL offers **associate membership** to professionals affiliated with the energy industry who are looking to enhance their career and connect with over 16,000 land professionals.

▶ **JOIN TODAY.**

Visit landman.org or talk to one of our associates in the booth





AAPL
MEMBER

SEND A MESSAGE OF EXCELLENCE.

Used by AAPL, its members and local associations, the **member mark** emphasizes the message that those who display it are committed to upholding the highest industry standards for ethics and excellence.

AAPL members, download the mark at landman.org and use it on letterhead, business cards, social media profiles and more.

Non-members? Join today to begin using the mark to elevate your reputation.



*One clear
voice
for land
professionals*

AAPL IS YOUR ADVOCATE.

Services include but are not limited to:

- ▶ Employee classification and tax issues
- ▶ Unauthorized practice of law issues
- ▶ Federal rule-making issues
- ▶ Amicus legal brief preparation
- ▶ Legislation to benefit land professionals



AAPL's **Contract Center** provides unlimited access to all AAPL contracts, agreements and forms and allows subscribers to adopt forms to reflect unique deals and collaborate online from any computer or mobile device.

AAPL members save \$325 on subscriptions!

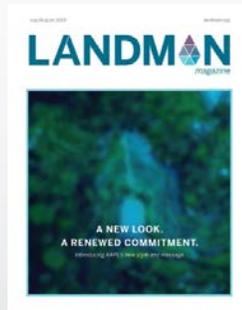
SUBSCRIPTION INCLUDES:

- ▶ Joint Operating Agreement Model Forms (2015, 1989, 1989 H, 1982)
- ▶ JOA Recording Supplement
- ▶ COPAS – 2005 Accounting Procedure
- ▶ Confidentiality Agreement
- ▶ Master Land Services Agreement
- ▶ Acknowledgement Forms (CO, LA, NM, OK, PA, TX and more)

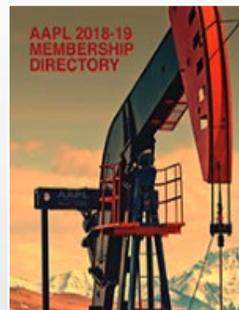
Member Communications & Information

According to the 2017 Membership Survey, the *Landman Magazine* and *Membership Directory* were ranked as the top benefits to members

Landman Magazine



Membership Directory



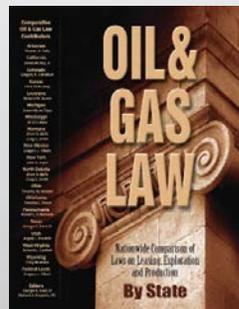
Annual Report



Annual Meeting Program



Oil and Gas Law Comparison
(By State & Topic)



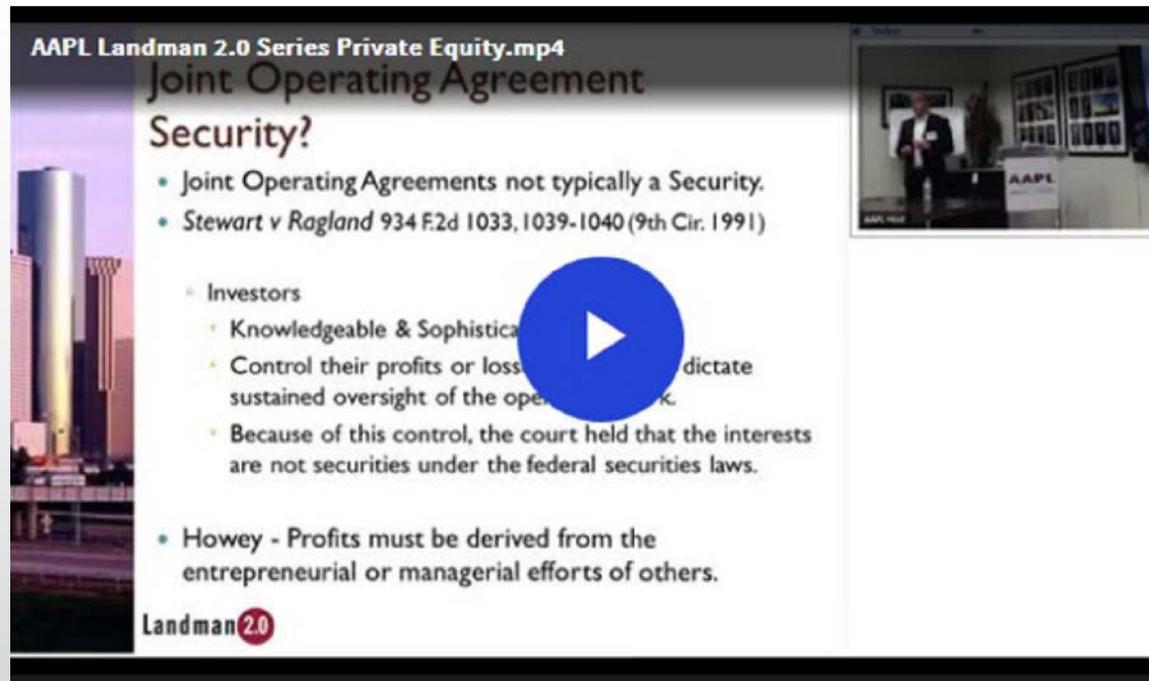
Reference Books



Education

Changing times called for changing the AAPL education model.

Look for more live streaming webinars and discounts on recorded videos which cut down on travel costs while giving you great opportunities to earn CE credits and expand your skill set.



AAPL Landman 2.0 Series Private Equity.mp4

Joint Operating Agreement Security?

- Joint Operating Agreements not typically a Security.
- *Stewart v Ragland* 934 F.2d 1033, 1039-1040 (9th Cir. 1991)
 - Investors
 - Knowledgeable & Sophisticated
 - Control their profits or losses
 - Because of this control, the court held that the interests are not securities under the federal securities laws.
- *Howey* - Profits must be derived from the entrepreneurial or managerial efforts of others.

Landman 2.0

The screenshot shows a video player interface. On the right side, there is a small video thumbnail showing a man in a suit standing in a room with bookshelves. A large blue play button is overlaid in the center of the slide content.



DISTINGUISH YOURSELF.

Land professionals who hold an AAPL designation report up to **18 percent higher annual compensations**. Put your professionalism, proficiency and best practices to work for you, and get the recognition you deserve as one of the best in the business.

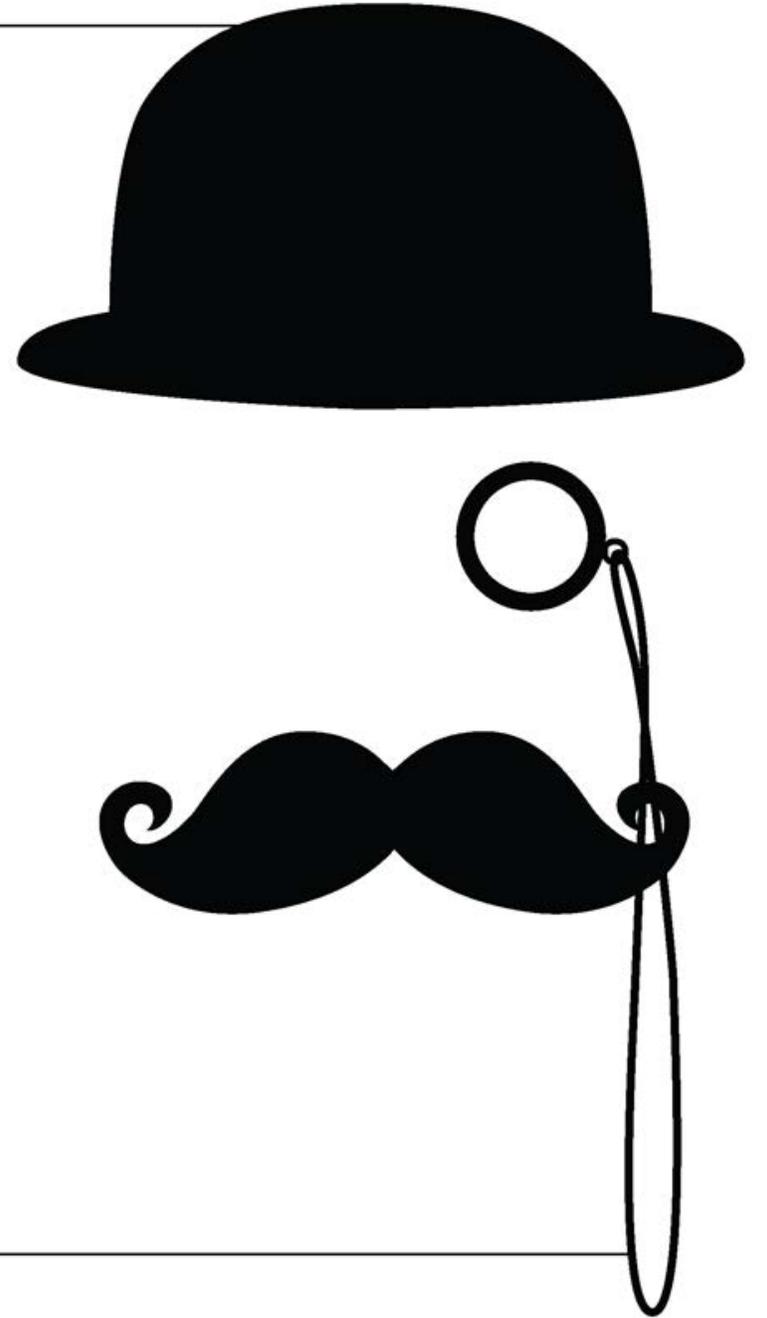
Distinguish yourself. Get certified.

AAPL CERTIFICATION PROGRAM

CPL ▲ RPL ▲ RL

LEARN MORE & APPLY ONLINE

landman.org



AAPL Gives Back

- **AAPL Educational Foundation** (a public charity to support education and other charitable activities)
 - The Foundation has awarded more than **\$115,000** in education grants, **\$15,000** in professional development grants and **\$650,000** in disaster relief for AAPL members.
- **The Landman Scholarship Trust** (a trust to provide student scholarships)
 - Each year the LST awards more than \$250,000 in scholarships to both undergraduate and graduate students in AAPL's accredited programs.
- **NAPE Charities**
 - In 2018, \$1,278,500 was raised to help charities support U.S. Veterans.
 - More than \$3 million has been donated to veterans charities since its inception.

