



**AMERICAN ASSOCIATION OF
PROFESSIONAL LANDMEN**

www.landman.org

***Oil and Gas Land Review
and CPL and RPL Exam***

***March 22-25, 2011
Pittsburg Airport Marriott
Coraopolis, PA***

Course Covers:

- Real Property Law and Land Descriptions
- Contract Law
- Conveyancing
- Interest Calculations
- Oil and Gas Lease
- Ethics
- Pooling
- Joint Operating Agreement
- Well Trades
- Federal Leases and Units
- Environmental
- Offshore
- Mineral Landwork
- Federal Taxes on Oil and Gas Income

RPL Exams

- Wednesday, March 23
- Friday, March 25

CPL and RPL Exam

- Friday, March 25



***Oil and Gas Land Review and CPL and RPL Exam
March 22-25, 2011
Pittsburg Airport Marriott – Coraopolis, Pa.***

The American Association of Professional Landmen invites you to its Oil and Gas Land Review with CPL and RPL examinations, to be held at the Pittsburg Airport Marriott, located at 777 Aten Rd., Coraopolis, PA., 15108; (412) 788-8800.

The Pittsburgh Airport Marriott is offering a special room rate of \$119/night for AAPL attendees. Please call 1-800-328-9297 and reference the American Association of Professional Landmen's (AAPL's) Oil and Gas Land Review to receive the promotional price.

The CPL review will be presented from Tuesday, March 22, through Thursday, March 24, and the CPL exam will be offered on Friday, March 25.

The RPL review is included with the CPL review on Tuesday, March 22, and the RPL exam will be offered Wednesday, March 23, as well as on Friday, March 25.

PROGRAM DESCRIPTION

The Oil and Gas Land Review is a fast-paced, intensive study of the topics covered by the CPL and RPL certification exams. Lectures will be interactive and enhanced with problem-solving sessions. It is highly acclaimed as a thorough land review and an excellent means of preparation for the CPL and RPL exams.

Day one of the review covers both CPL and RPL review material and days two and three cover CPL material only.

The CPL exam will be offered on Friday, March 25, following the three-day review. The RPL exam will be offered on

Wednesday, March 23, following the one-day review, as well as on Friday, March 25.

You must be qualified to become a CPL or RPL in order to sit for the exam. Those interested in taking the exam should complete the attached questionnaire to verify if you are qualified. Those taking the exam should not rely solely upon the review in preparing for the exam. To assist in preparing for the exam, AAPL will mail to each paid registrant a copy of the course handout, entitled *Oil and Gas Land*.

Taking an exam prior to approval of your CPL or RPL application is permitted if you believe you are qualified, but it will have no bearing on the approval of your application. Taking the exam before approval of your application is at the risk and expense of otherwise not being approved.

The review is designed to cover both CPL and RPL material on Day 1, and CPL material on Days 2 and 3. RPL candidates may register for Day 1 only, and then sit for the exam, or they may register for the whole review. RPL candidates may sit for the exam on either Wednesday, March 23 or on Friday, March 25. Please indicate your choice on the registration form.

Each registrant should bring a basic hand-held calculator.

The registration fee for the full review for AAPL members is \$445, and for non-members \$545. The registration fee for the Day 1 Review and RPL Exam is \$275 (AAPL members only).

Oil and Gas Land Review and CPL and RPL Exam

(Subject to change)

Tuesday, March 22, 2011

- 7:30 Registration**
Continental Breakfast
- 8:00 Welcoming Remarks and Course Overview**
Sarah Tinsley, AAPL
Assistant Director of Education
- 8:20 Real Property Law**
Land Descriptions
Contract Law
Curtis D. Horne, CPL
Curtis D. Horne & Associates
- Noon Lunch (on your own)**
- 1:00 Conveyancing**
Interest Calculations
Oil and Gas Lease
- 4:15 AAPL and Ethics**
- 4:45 CPL, RPL Exam Instructions (Exam takers only)**
Sarah Tinsley, AAPL
- 5:00 Adjourn**

Wednesday, March 23, 2011

- 7:30 Continental Breakfast**
- 8:00 Pooling**
Joint Operating Agreement
Dorsey T. Roach, CPL
UnitPro Land Consultants, LLC.
- Noon Lunch (on your own)**
- 1:00 JOA (continued)**
Well Trades
Dorsey T. Roach, CPL
- 3:00 Federal Leases and Federal Units**
Richard A. Rosprim, CPL
- 5:00 Adjourn**

Wednesday, March 23, 2011

- (Optional RPL Exam)**
- 8:45 Exam Prep**
Sarah Tinsley, AAPL
- 9:00 Exam begins**
- 11:00 Exam Ends**

Thursday, March 24, 2011

- 7:30 Continental Breakfast**
- 8:00 Environmental**
Offshore/OCS
Mineral Landwork
Federal Taxes on Oil and Gas
Richard A. Rosprim, CPL
- 12:30 Adjourn**

Friday, March 25, 2011

- (Exam Day)**
- 7:15 Exam Prep**
Sarah Tinsley, AAPL
- 7:30 CPL Exam Book 1 Begins**
RPL Exam Begins
- 9:30 RPL Exam Ends**
- 10:30 CPL Exam Book 1 Ends**
- 11:00 CPL Exam Book 2 Begins**
- 2:00 CPL Exam Book 2 Ends**

Exam takers must bring a basic hand-held calculator (*bring a spare and/or extra batteries*). AAPL will provide a reference booklet that contains the AAPL 675 Oil and Gas Lease, AAPL Joint Operating Agreements and a township plat. AAPL will also supply scratch paper. The RPL Exam covers Chapters 1 thru 5 and 14 of the Oil and Gas Land Reference Book. The CPL Exam covers the entire book.

Instructors

Curtis D. Horne, CPL

Curtis D. Horne, CPL, is an independent landman based in Houston, Texas. Curt began his career as a field landman in 1981, and has experience in Texas, Oklahoma, Arkansas and Montana. His firm, Curtis D. Horne & Associates, LLC, provides clients with a full range of field land services.

A member of the American Association of Professional Landmen since 1997, Curt earned his CPL designation in 1999. He is a member of the Education Committee, and is Past Chairman of the Ethics, Certification and Field Landman Committees. He served on the AAPL Executive Committee as Treasurer for 2007-2008. Curt was named recipient of the 2008 AAPL Education Award.

Curt is an instructor for the AAPL CPL Exam Review and the AAPL Field Land Practices Seminars, presenting topics which include Real Property Law, Contract Law, The Oil & Gas Lease, Title Opinions and Curative, Conveyancing, Interest Calculations, Negotiations and Ethics. He has also spoken on a variety of topics for the Energy Land Institute, NGL Institute, HAPL, NHAPL, ALTAPL, SAAPL, NADOA, HADOA, and ALTA.

Dorsey T. Roach, CPL

Dorsey is a native Oklahoman. He attended the University of Oklahoma where in 1977 he received a B.B.A., majoring in Petroleum Land Management (PLM). Upon graduating, Dorsey began his career with Exxon Corporation where he was trained and specialized as a pooling and unitization landman. Assignments with Exxon included Los Angeles, Calif., Anchorage, Ala., Houston, Texas, Midland, Texas and Oklahoma City, Okla.

Dorsey has been a member of AAPL since 1977, and a Certified Professional Landman (CPL) since 1986. He is a past member of the Los Angeles, Permian Basin, Southern Oklahoma, Dallas and Fort Worth Landmen's Associations. He is currently a

member of the Oklahoma City and Tulsa Associations of Petroleum Landmen.

Since 1983, Dorsey has served as an Adjunct Professor at the University of Oklahoma where he has lectured in the Business College's PLM and Energy Management programs. Topics have included pooling, unitization, operating

agreements, well trades, title opinions, title curative, regulatory agencies and land administration. From 1995-1997, he served as Chairman of the OU PLM Steering Committee that was responsible for the restructuring of the PLM Program into what is now the Energy Management (EM) program. Beginning in 2008, Dorsey also began serving as an Adjunct Professor in the Energy Management Program at the University of Tulsa.

Richard A. Rosprim, CPL

Richard, now retired from AAPL's Director of Education position, received his PLM degree from the University of Texas in 1968 and a MS in City Planning in 1979. He began his land career with Phillips Petroleum Company and worked in their minerals division for almost ten years. He joined The Superior Oil Company in 1980 in Denver and was merged into Mobil and then Exxon. He retired from ExxonMobil in 1997.

He and his wife are avid challenge level square dancers and take every opportunity they can to travel to dances.

Course Objectives

The primary purpose of the Oil and Gas Land Review course is to prepare each landman for the CPL or RPL exam. The course covers many of the areas (*although not all*) that a landman might become involved with over a career. It is primarily a review, and those taking the exam should not rely solely upon the review in preparing for the exam.

The course is also a great opportunity for anyone interested in a review of these materials. We receive many comments from attendees that they learned a lot from the course and remembered things long forgotten.

The first five sections plus ethics are part of the RPL Review. The entire course is part of the CPL Review.

This is a two-and-a-half-day course, with approximately eighteen hours of class lecture. Attendees will be provided a bound workbook containing course materials

Real Property Law

The review begins with a thorough discussion of the types of property, various methods of acquiring title, the types of deeds and the attributes of warranty and special warranty deeds, the types of ownership and important differences, including life estates and remaindermen. This section also includes a review of the requirements to record documents and the various recording statutes. The section concludes with a brief discussion of the primary real property law differences between Louisiana and other states.

Land Descriptions

This section discusses the three primary types of US land descriptions: Rectangular Survey (*Township-Range*), Metes and Bounds (*and how to plat*), and the various Texas land descriptions.

Contract Law

The discussion on Contract Law will cover the basic elements of a contract, the types of contracts, requirements of a valid contract and the penalty for breach, offers and termination of offers, the legal capacity to enter into a contract, and the impact of fraud and misrepresentation in negotiating a contract (*oil and gas lease*).

Conveyancing

How do we know who has the authority to lease and who has the right to receive royalties from production? This section will cover determination of mineral and royalty ownership, and includes a discussion of the "Duhig Rule" used in interpreting conveyances. A number of hands-on problems help solidify the material presented.

Interest Calculations

Throughout the Review, we will discuss and illustrate through problems the calculation of mineral interest, net revenue interest, before and after pay-out interest, working and interest units.

Oil and Gas Lease

Starting with a review of the history of the oil and gas lease, and the implied covenants of under the lease, this section continues to a complete review of each major clause of a typical oil and gas lease. The section is concluded with a series of questions that address most lease maintenance questions. A fully "marked-up" lease is included for easy reading and interpretation.

Pooling

A general overview of the various aspects of pooling and unitization are discussed. When we speak of "pooling" and "unitization", we are talking about the processes of combining oil and gas leases and the merging of both royalty and working interests into units, there-by erasing the boundary lines that exist between the leases and interests. Numerous examples of problem situations are discussed.

Joint Operating Agreement

What is the purpose of the JOA? When is it used? What does it do? These questions and a review of the 1982 and 1989 AAPL Model Form JOA will be covered to prepare those sitting for the exam and give a good refresher for others.

Well Trades

Why do we do well trades? What is involved in making a deal? What are some of the more common types of trades? How can I calculate my working interest in a deal? These questions will be discussed in detail.

Federal Onshore Leases and Federal Exploratory Units

Approximately one-third of the mineral ownership of the US is owned by the federal government. These interests are managed by the Bureau of Land Management. While the majority of federal lands are in the western states, there are also federal lands in most of the other states. This discussion will cover how federal on-shore leases are granted, the leasing process, and the process for forming federal exploratory units.

Environmental

This section covers a brief overview of the US environmental legislation and how it impacts the oil and gas industry. Most of the focus is on federal laws regulating the disposal of hazardous waste and the cleanup of sites contaminated by hazardous substances. The discussion also covers the purpose and contents of an environmental site assessment.

Offshore / Outer Continental Shelf

The federal government owns approximately 1.75 billion acres in the outer continental shelf area of the United States. This area contains a large percentage of US oil and gas reserves. This section will review the basics of management of these minerals by the Minerals Management Service and how leases are issued and managed.

Mineral Landwork

Most landmen may never become involved with mining and the US mining laws, but a general understanding of this area of landwork is important for the CPL. We present a brief overview of the Mining Law of 1872 and how to acquire mineral rights to US Public Domain lands.

Federal Taxes on Oil and Gas Income

This section takes a brief look at federal taxation of oil and gas income and includes a discussion on depletion, expensed items, capitalized items, and intangible drilling costs. The focus is on developing a broad understanding of this area.

Ethics

This section covers the AAPL Code of Ethics and Standards of Practice which are the basis of conduct, business principles, and ideals for all AAPL members. Since there are no licensing requirements for landmen and since membership in AAPL is voluntary, these ethical standards are a key element of AAPL membership and being a professional landman.

Information on the requirements for CPL and RPL are included below.

Continuing Education Credits

By attending the entire course, RPLs and CPLs will earn 18 education credits, including one ethics and one ESA credit. Attorneys taking the review must notify AAPL at the time of application if requesting CLE credits.

There is no longer an option to sit for the CPL exam to satisfy additional continuing education credits.

EXAMINATIONS

You may take the exam prior to approval of your CPL or RPL application, but only if you qualify based on the questionnaire below. The results of your exam will have no bearing on the approval of your application. Each applicant is responsible for ascertaining their qualifications (*via education/experience*) for becoming a CPL or a RPL. See the questionnaire below for requirements, or visit the AAPL website at www.landman.org for information about the requirements and an application form.

CPL Examination

The CPL exam is offered on Friday, March 25. The exam covers all chapters of the course material. The CPL Exam is a comprehensive test of the skills and knowledge required of a landman with seven or more years of experience. The review and the book cover most of the material on the exam but the prospective CPL is expected to bring experience and skills to the table.

RPL Examination

The RPL exam is offered on either Wednesday, March 23, or Friday, March 25. The RPL Exam covers the course material in Chapters 1, 2, 3, 4, 5, and 14.

The RPL exam is a comprehensive test of the skills and knowledge required of a landman with three or more years of experience. The review and the book cover most of the material on the exam but the prospective RPL is expected to possess basic land skills.

CPL and RPL Examination Results

Results of the exam are not disclosed until the CPL or RPL application has been completed and approved by the AAPL Certification Chairman.

Contact AAPL at (817) 847-7700 if you have questions about the course or the CPL/RPL Programs.

GENERAL INFORMATION

CPL/ RPL/RL CE CREDITS

This course has been accredited by AAPL for 18 CPL/RPL/RL CE credits, including one ethics and one ESA.

The exam may not be re-taken to satisfy the continuing education requirements.

DRESS AND EQUIPMENT

Casual business attire is required. A calculator will be needed for each day of class and during the examination.

HOW TO REGISTER

Registration is available online for both AAPL members and non-members. You may also complete the registration page below and return it per the instructions on the form.

Registration will not be accepted without payment. Space is limited to the **first 60 paid** participants.

REGISTRATION FEES

CPL/ RPL Review-Exam

AAPL Members: \$445
Non-members: \$545

RPL Review and Exam (Day 1 only)

AAPL Members: \$275

PLM/ERM students who are AAPL members may attend at no charge, but they **MUST** register prior to the advanced registration deadline to avoid the \$50 late fee.

NOTE: Only AAPL members are eligible to sit for the CPL and RPL exams.

Late Registrations

A \$50 late fee will be assessed for all registrations received at AAPL headquarters after **Tuesday, March 8, 2011**.

Tuition Assistance

The AAPL Education Foundation has established a new tuition assistance program that will pay the registration fee for any AAPL member who desires to attend an AAPL operated educational event but cannot do so due to financial limitations. To

receive assistance, an AAPL member must submit a written request for assistance along with the event registration form. The request must indicate the reason that assistance is needed, the years of AAPL membership (*minimum two years*), and list all other programs for which tuition assistance was approved (*maximum of two events per year*). The names of registrants requesting financial assistance will remain confidential.

Tuition assistance is available for all AAPL operated education programs except the annual meeting. This includes all AAPL Institutes, Seminars, Workshops, and Oil and Gas Land Reviews (*CPL/RPL*) and exam. Assistance for these programs is limited to two per year. Assistance is also available for all AAPL on-line programs with no limit to the programs watched. Home study programs are eligible for a reduced rate of \$25 per courses with a limit of five courses per year.

Transfers and Cancellations

All requests for transfers and cancellations must be made in writing, and all must be made **before the deadline shown below**.

Individuals may transfer their registration to another individual for this event at no additional charge. Transfers to another AAPL event may be made for \$25 if made prior to the deadline shown below. After that date, no transfers will be accepted.

Registrations may be cancelled for a refund, less a \$25 administration fee, if made prior to the deadline shown below. After that date, no refunds will be granted. Registrants not entitled to a refund will receive a copy of the written materials.

AAPL retains cancellation rights. In the unlikely event of cancellation, AAPL will attempt to notify all pre-registrants.

The deadline for transfers and cancellations is 3:00 p.m. on Tuesday, March 8, 2011. After that date, the CPL registration fees are \$495 for AAPL members, and \$595 for non-members. The RPL Review (Day 1 ONLY) registration fee is \$325 for AAPL members.

Special Needs: If you have special needs addressed by the ADA, please notify us at least two weeks before the program.

EVENT LOCATION

Pittsburgh Airport Marriott

777 Aten Rd

Coraopolis, PA 15108

Tel: (412) 788-8800

Fax: (412) 788-6299

The Pittsburgh Airport Marriott is offering a special room rate of \$119/night for AAPL attendees. Please call 1-800-328-9297 and reference the American Association of Professional Landmen's (AAPL's) Oil and Gas Land Review to receive the promotional price.

AAPL CONTACT

Lahoma Long

(817) 847-7700

llong@landman.org

AAPL is proud to offer high-quality educational opportunities such as this at significantly lower costs to its members. For membership information, please contact the AAPL headquarters at 817-847-7700.

REGISTRATION FORM

(Please type or print legibly)



**Oil and Gas Land
Review and CPL/RPL
Exams**
510CPL

Pittsburg, PA
March 22-25, 2011

Name _____

Company _____

Address _____

City, ST Zip Code _____

Phone _____ Fax _____

E-mail _____

Registrations and Payment Received:

Thru 03/08/2011 After 03/08/2011

REMIT CHECK:

AAPL
P.O. Box 225395
Dallas, TX 75222-5395

CPL/RPL Review/Exam

AAPL Member	<input type="checkbox"/>	\$445	<input type="checkbox"/>	\$495
Non AAPL Member	<input type="checkbox"/>	\$545	<input type="checkbox"/>	\$595
PLM/ERM Student	<input type="checkbox"/>	\$0	<input type="checkbox"/>	\$50
Tuition Assistance	<input type="checkbox"/>	\$0	<input type="checkbox"/>	\$50

(Request Attached)

REMIT CREDIT CARD :

AAPL
4100 Fossil Creek Blvd
Fort Worth, TX 76137
Fax: (817) 847-7704

RPL Review and Exam

Day 1 Only (AAPL members only)	<input type="checkbox"/>	\$275	<input type="checkbox"/>	\$325
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AAPL Contact:

Lahoma Long
(817) 847-7700
llong@landman.org

MUST Indicate Exam Choice

- | | |
|-------------------------------------|--|
| <input type="checkbox"/> No exam | <input type="checkbox"/> RPL Wednesday |
| <input type="checkbox"/> CPL Friday | <input type="checkbox"/> RPL Friday |

Payment Information

Check # _____ MasterCard Visa American Express

OFFICE USE ONLY

RECEIVED:

POSTED:

Credit Card # _____

Exp. Date _____ Card Security Code (CSC): _____

Name on Card _____

Signature _____

ARE YOU QUALIFIED TO BECOME A CPL?

Before completing the CPL Application, complete this questionnaire to determine if you meet the MINIMUM qualifications to apply for CPL status. Answer the following questions by marking each space with the appropriate number. Total your responses to see if you meet the requirements. In addition you MUST be a member of AAPL.

A. Experience as a “Landman”

(Article IIIA of Application) **Note: Do NOT count time in this section and in section B Other Land Experience.**

“Landman”, as defined in Article II Requirements of Certification of the Certification Program which can be found in the “Landmen’s Directory”, is a person who has been primarily engaged in the performance of:

- Negotiations for acquisition or divestiture of mineral rights; and/or
- Negotiation of business agreements that provide for the exploration for and/or the development of minerals.

Total Years of Experience as a “Landman” **A** _____
(Full-time, actively engaged)
(MINIMUM of 2 required to be CPL, including the immediate past 2 years)

B. Other Land experience (NOT counted in “A” above)

(Article IIIB of Application) **NOTE: Do NOT double count time otherwise included in A above.**

Enter the number of years you have been primarily engaged in the performance of the following:

- Determining ownership in minerals through the research of public records;
- Reviewing the status of title, curing title defects and otherwise reducing title risk associated with ownership of interests in minerals;
- The management of rights and/or obligations derived from ownership of interest in minerals; and/or
- The unitization or pooling of interests in minerals.

Total “credit years” for Land Work not involving **Total years** _____ **X 50% = B** _____
negotiations as defined in “A” above
(1/2 “credit year” for each full year worked)
(MAXIMUM of 3 can count as credit)

- **Do NOT double count the time.**
If time is accounted for in “A”, it cannot be counted in “B”.

C. Education (College Degree REQUIRED)

- A bachelor’s degree from an AAPL accredited university or college, enter “3”; _____
- A bachelor’s degree in natural resources or venture management from an AAPL accredited university or college, enter “1”; _____
- A degree from an accredited law school, enter “1”; _____
 - An advanced degree in business or certain other selected programs approved by AAPL, enter “1”; _____

Total Education credits **C** _____

(MINIMUM of 3 and MAXIMUM of 5 can count as credit)
Total credit years (Total A, B, C) _____

Note: College degree required for all applicants.

If the total of A, B, and C is 10 or greater, you are ELIGIBLE to apply for CPL

ARE YOU QUALIFIED TO BECOME A RPL?

Before registering to sit for the RPL exam or before completing the RPL Application, use this questionnaire to determine if you meet the MINIMUM qualifications to apply for RPL status. Answer the following questions by marking each space with the appropriate number. Total your responses to see if you meet the requirements.

A. Experience as a "Landman"

(Article IIIA of Application) **Note: Do NOT count time in this section and in section B Other Land Experience.**

"Landman", as defined in Article II Requirements of Certification of the Certification Program which can be found in the "Landmen's Directory", is a person who has been primarily engaged in the performance of:

- Negotiations for acquisition or divestiture of mineral rights; and/or
- Negotiation of business agreements that provide for the exploration for and/or the development of minerals.

Total Years of Experience as a "Landman" A _____

(Full-time, actively engaged)

(MINIMUM of 2 required to be a RPL, including the immediate past 2 years)

B. Other Land experience

(Article IIIB of Application) **NOTE: Do NOT double count time otherwise included in A above.**

Enter the number of years you have been primarily engaged in the performance of the following:

- Determining ownership in minerals through the research of public records;
- Reviewing the status of title, curing title defects and otherwise reducing title risk associated with ownership of interests in minerals;
- The management of rights and/or obligations derived from ownership of interest in minerals; and/or
- The unitization or pooling of interests in minerals.

Total "credit years" for Land Work not involving negotiations as defined in "A" above Total years _____ X 50% = B _____

(1/2 "credit year" for each full year worked)

(MAXIMUM of 3.0 can count as credit)

C. Education

(Article II of Application)

- A bachelor's degree from an AAPL accredited university or college, enter "1.5"; _____
- A bachelor's degree in natural resources or venture management from an AAPL accredited university or college, enter "0.5"; _____

- A degree from an accredited law school, enter "0.5"; _____
- An advanced degree in business or certain other selected programs approved by AAPL, enter "0.5"; _____

Total Education credits C _____

(MINIMUM of 1.5 and MAXIMUM of 2.5 can count as credit)

(Unless Exempt because of "grandfather" provision for college degree.)

Total credit years (Total A, B, C) _____

Note: College degree required for all applicants who entered landwork after September 1, 2003.

If the total of A, B, and C is 5 or greater, you are ELIGIBLE to apply for RPL