

PROFESSIONAL LANDMAN

CAREER SUCCESS GUIDE



LANDMANCONNECTION.COM

EVERYTHING FOR TODAY'S PROFESSIONAL LANDMAN

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Professional Landman Career Success Guide

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Introduction

This book is written under the assumption that you have very little or no knowledge of working as a landman or if you have been in the industry a while, that you're not as successful as you'd like to be. With that in mind, we will attempt to transform you from your current status to someone who is intimately familiar with the landman profession. If you are seeking to begin a career as a landman, this book could lead to the most profitable and professionally rewarding era of your career. The focus of this book therefore is to teach you what you need to know to find your first job and how to develop your career over time so that you earn what you're worth on every assignment.

SECTION I:

AN INTRODUCTION TO THE WORLD OF PETROLEUM LANDMEN

Welcome! We're pleased that you're considering a career as a professional landman! Please understand that this book is not designed to teach you the actual technical aspects of the petroleum landman profession. There are several schools throughout the U.S. that offer certification and you are encouraged to research them. You can find a comprehensive list of landman training sources in the free landman resource directory offered to members of LandmanConnection.com.

People who work in this profession have, over the years, called themselves by a variety of titles: petroleum landman ... contract landman ... company landman ... just to list a few. Perhaps all of these titles are interchangeable, but we will normally refer to them as contractors or landman/landmen in this book. Basically, however, they are all the same.

There are three different components of the landman profession. The first we have already mentioned: the *landman*. That would be you, the professional landman. The second component is the *contract staffing firm/brokering firm*, which is the agency that recruits and hires landmen. Generally landmen will use a broker to find contract positions or a recruiter to find a company position (employed full-time by a single company). The third component is the *client company* -- generally an energy/oil/gas company.

Here's the way this industry generally works from a hiring perspective: The client company contracts with a staffing firm or broker to recruit and hire landmen like you to work on the client's project on a temporary job assignment. That's a very simplified description of the landmen profession. But, it does give you a basic foundation for what we are going to be discussing.

In explaining this further, let's assume that one of the hundreds of client companies who