

INSTRUCTIONS FOR COMPLETING MEMBERSHIP APPLICATION

DEFINITIONS:

"Landwork" shall mean the actual performance or supervision of any one or more of the following functions:

- *negotiating the acquisition or divestiture of mineral rights
- *negotiating business agreements that provide for the exploration for and/or development of minerals
- *determining ownership in minerals through the research of public and private records
- *reviewing the status of title, curing title defects and otherwise reducing title risk associated with ownership in minerals
- *managing rights and/or obligations derived from ownership of interests in minerals
- *unitizing or pooling of interests in minerals

"Land Professional" shall mean a person who derives a significant portion of his income as a result of performing Landwork.

"Landman" shall mean a Land Professional who has been primarily engaged in negotiating for the acquisition or divestiture of mineral rights and/or negotiating business agreements that provide for the exploration for and/or development of minerals.

ACTIVE MEMBERSHIP

Must be a Land Professional as defined above AND have successfully completed all requirements for a 4-year degree from an accredited college or university OR must be a Land Professional as defined above AND have been continuously engaged as a Land Professional for 4 or more years.

ASSOCIATE MEMBERSHIP

Available to those who are associated with Landwork or supervise such Landwork, relating to the mineral or energy industries, or Landmen who do not qualify for Active Membership.

SPONSORSHIP:

Any applicant must be sponsored by two (2) Active Members of AAPL. The sponsors shall have actual knowledge of the applicant's experience in Landwork. A sponsor does not have to be a CPL.

ETHICAL CONDUCT & STANDARDS OF PRACTICE:

The applicant must execute the Membership Application which contains an Ethics Statement affirming the applicant's willingness to be bound by and abide within the AAPL Code of Ethics and Standards of Practice. Any applicant who has ever been convicted of a criminal offense classified as a felony shall be admitted as an Active Member only upon the recommendation of the Ethics Committee and by a three-fourths (3/4) vote of those officers and directors present and voting at a regularly scheduled Board of Directors meeting.

Please:

- 1.) TYPE or PRINT your responses. EVERY INQUIRY MUST BE ANSWERED.
- 2.) Ensure that your sponsors have signed and printed their names, and that you have signed the application.
- 3.) Payment:
 - If paying by check, please attach your check for \$100.00 (US) and send to:
American Association of Professional Landmen / P.O. Box 225395 / Dallas, TX 75222-5395
 - If paying by credit card, please complete the following information and you will be charged \$100.00 (US) and send to AAPL Headquarters located in Fort Worth, TX or fax/email the application to the information listed at the top of each page.

___ VISA ___ Mastercard ___ American Express Card Number: _____

Exp. Date: _____ Name on Card: _____

The \$100.00 nonrefundable charge is for your application fee and membership dues through the next occurring June 30 (if approved). Subsequent dues are currently \$100.00 per year and billed in April of each year. Under IRS Guidelines, dues payments are not deductible as a contribution; however, members may use them as ordinary and necessary business deductions.

Application is for (check one):

___ Active Membership is available to land professionals who derive a significant portion of income from performing "landwork" as defined on the attached Membership Application Instruction Sheet AND have four years experience in landwork OR a four-year college degree. See Membership Application Instruction Sheet for a detailed description of Active Membership. Your application must be accompanied by:

- 1) **Original** certified college transcript, if minimum 4 year landwork experience is not met.
- 2) Statement of Sponsors (attached) - two sponsors (Active Members of AAPL who are personally acquainted with the applicant and in full knowledge of standards for membership in AAPL).

___ Associate Membership is available to those who are associated with landwork, or supervise such landwork relating to the minerals and/or energy industry, or landmen who do not qualify for Active Membership. See Membership Application Instruction Sheet for a detailed description of Associate Membership. Your application must be accompanied by:

- 1) Statement of Sponsors (attached) - two sponsors (Active Members of AAPL who are personally acquainted with the applicant and in full knowledge of standards for membership in AAPL).

Applicant Information

Name: _____ Informal (nickname): _____

Company: _____

Title/Position: _____ How long in this position/employment: _____

Address: _____ City/State: _____

Zip: _____ County: _____ Country: _____

Office Phone No.: _____ Cell Phone No.: _____ Fax No.: _____

E-mail Address: _____ Website: _____

Male: _____ Female: _____ Date of Birth: _____ Spouse: _____

Are you a member of an AAPL Local Association? YES NO **If yes, which one?** _____

Directory Listing (please choose one): _____ Company Section _____ Independent Section

Directory Format: All members have access to the online Membership Directory. Do you also want to receive the print version at no extra cost (please circle one): Yes / No

Landman 2 Newsletter: _____ Print Only _____ Electronic Only _____ Both Print and Electronic Versions

Both your work and cell phone numbers as well as your address will be published in the AAPL Directory. You are granting AAPL permission to email/fax notices regarding AAPL business or events to your email address/fax number on record.

Applicant's Name: _____

Education (For Active Membership, *original* certified college transcript must be submitted if minimum 4 year landwork experience is not met.)

Undergraduate School: _____ PLM/EM: _____ Degree: _____ Year: _____

Graduate School: _____ Degree: _____ Year: _____

Work History

Total Years of Land Experience: _____ Verify four (4) years

Date From (MM/YYYY): _____ Date To (MM/YYYY): _____

Employer: _____ Supervisor: _____

Address: _____ City/State/Zip: _____

Brief Description of your responsibilities: _____

Date From (MM/YYYY): _____ Date To (MM/YYYY): _____

Employer: _____ Supervisor: _____

Address: _____ City/State/Zip: _____

Brief Description of your responsibilities: _____

Date From (MM/YYYY): _____ Date To (MM/YYYY): _____

Employer: _____ Supervisor: _____

Address: _____ City/State/Zip: _____

Brief Description of your responsibilities: _____

Date From (MM/YYYY): _____ Date To (MM/YYYY): _____

Employer: _____ Supervisor: _____

Address: _____ City/State/Zip: _____

Brief Description of your responsibilities: _____

CIRCLE ONE:

Have you ever been convicted of a felony? Yes No (circle one)

If yes, attach a detailed description of the offense and the status of the matter.

Have you been found guilty of an ethics violation by AAPL or any other professional organization? Yes No (circle one)

If yes, attach a detailed description of the offense and the status of the matter.

BY COMPLETING AND SIGNING THIS APPLICATION YOU ARE GIVING YOUR PERMISSION FOR AAPL TO RUN A BACKGROUND CHECK.

ETHICS STATEMENT

The information provided herein is accurate and complete to the best of my knowledge. I agree to be bound by and to enforce and protect the AAPL Bylaws, Code of Ethics and Standards of Practice and to hold AAPL, its members, officers, directors and employees harmless for enforcement thereof.

Signature: _____ Date: _____

Statement of Sponsors
(Both Active and Associate Membership Applications)

Applicant's Name: _____

Form may be handwritten (legibly) or typed. This form must be signed originally and accompany the Membership Application.

The undersigned, as an **Active Member** of AAPL and personally acquainted with the applicant herein and in full knowledge of standards for membership in AAPL, hereby states and affirms that the Applicant is fully qualified for membership in the classification marked and that all responses on Applicant's form are true and correct to the best of my knowledge.

Sponsor Name: _____ Active AAPL/CPL #: _____

Company: _____

Address: _____

Phone: _____ E-Mail: _____

Local Association Affiliation(s): _____

Date

(Sponsor's Signature)

The undersigned, as an **Active Member** of AAPL and personally acquainted with the applicant herein and in full knowledge of standards for membership in AAPL, hereby states and affirms that the Applicant is fully qualified for membership in the classification marked and that all responses on Applicant's form are true and correct to the best of my knowledge.

Sponsor Name: _____ Active AAPL/CPL #: _____

Company: _____

Address: _____

Phone: _____ E-Mail: _____

Local Association Affiliation(s): _____

Date

(Sponsor's Signature)

CODE OF ETHICS

The Code of Ethics shall be the basis of conduct, business principles and ideals for the members of the AAPL; and it shall be understood that conduct of any member of the Association inconsistent with the provisions set forth in this Article shall be considered unethical and said individual's membership status shall be subject to review for possible disciplinary action as prescribed in Article XVII of these Bylaws.

In the area of human endeavor involving trading under competitive conditions, ethical standards for fair and honest dealing can be made increasingly meaningful by an association organized and dedicated not only to the definition, maintenance and enforcement of such standards, but to the improvement and education of its members as set out in the Standards of Practice. Such is the objective of AAPL and such is its public trust.

Section 1. It shall be the duty of the Land Professional at all times to promote and, in a fair and honest manner, represent the industry to the public at large with the view of establishing and maintaining goodwill between the industry and the public and among industry parties.

The Land Professional, in his dealings with landowners, industry parties and others outside the industry, shall conduct himself in a manner consistent with fairness and honesty, such as to maintain the respect of the public.

Section 2. Competition among those engaged in the mineral and energy industries shall be kept at a high level with careful adherence to established rules of honesty and courtesy.

A Land Professional shall not betray his partner's, employer's or client's trust by directly turning confidential information to personal gain.

The Land Professional shall exercise the utmost good faith and loyalty to his employer (or client) and shall not act adversely or engage in any enterprise in conflict with the interest of his employer (or client). Further, he shall act in good faith in his dealings with the industry associates.

The Land Professional shall represent others only in his areas of expertise and shall not represent himself to be skilled in professional areas in which he is not professionally qualified.

STANDARDS OF PRACTICE

Under all is the land. Upon its wise utilization and widely allocated ownership depend the survival and growth of free institutions and of our civilization. The Code of Ethics shall be the basis of conduct, business principles and ideals for the members of the American Association of Professional Landmen.

In the area of human endeavor involving trading under competitive conditions, ethical standards for fair and honest dealing can be made increasingly meaningful by an association organized and dedicated not only to the definition, maintenance and enforcement of such standards, but to improvement and education of its members. Such is the objective of the American Association of Professional Landmen and such is its public trust.

Such standards impose obligations beyond those of ordinary trading. They impose grave social responsibility and a duty to which the land professional should dedicate himself. A land professional, therefore, is zealous to maintain and improve the standards of his calling and shares with his fellow land professionals common responsibility for its integrity and honor. The term "Land Professional" has come to connote competency, fairness, integrity and moral conduct in business relations. No inducement of profit and no instruction from clients can ever justify departure from these ideals.

In order to inform the members of the specific conduct, business principles and ideals mandated by the Code of Ethics, the Association has adopted the following Standards of Practice, and every member shall conduct his business in accordance therewith:

1. In justice to those who place their interests in his care, a land professional shall be informed regarding laws, proposed legislation, governmental regulations, public policies and current market conditions in his area of represented expertise, in order to be in a position to advise his employer or client properly (D, E).
(¹)References are to the foregoing summary of the standards of professional conduct and guiding principals and ideals mandated by the Code of Ethics and AAPL Bylaws.
2. It is the duty of the land professional to protect the members of the public with whom he deals against fraud, misrepresentation and unethical practices. He shall eliminate any practices which could be damaging to the public or bring discredit to the petroleum mining or environmental industries.
3. In accepting employment, the land professional pledges himself to protect and promote the interests of his employer or client. This obligation of absolute fidelity to the employer's or client's interest is primary but it does not relieve the land professional of his obligation to treat fairly all parties to any transaction, or act in an ethical manner (A, B).
4. The land professional shall not accept compensation from more than one principal for providing the same service, nor accept compensation from one party to a transaction, without the full knowledge of all principals or parties to the transaction (B, C).
5. The land professional shall not deny equal professional services to any person for reasons of race, creed, sex or country of national origin. The land professional shall not be a party to any plan or agreement to discriminate against a person or persons on the basis of race, creed, sex or country of national origin.
6. A land professional shall provide a level of competent service in keeping with the standards of practice in those fields in which a land professional customarily engages. The land professional shall not represent himself to be skilled in nor shall he engage in professional areas in which he is not qualified such as the practice of law, geology, engineering or other disciplines (D).
7. The land professional shall not undertake to provide professional services concerning a property or a transaction where he has a present or contemplated interest, unless such interest is specifically disclosed to all affected parties (C).
8. The land professional shall not acquire for himself or others an interest in property which he is called upon to purchase for his principal, employer or client. He shall disclose his interest in the area which might be in conflict with his principal, employer or client. In leasing any property or negotiating for the sale of any block of leases, including lands owned by himself or in which he has any interest, a land professional shall reveal the facts of his ownership or interest to the potential buyer (C).
9. If a land professional is charged with unethical practice or is asked to present evidence in any disciplinary proceeding or investigation, or has direct knowledge of apparent unethical misconduct of another member, he shall place all pertinent facts before the proper authority of the American Association of Professional Landmen (E).
10. The land professional shall not accept any commission, rebate, interest, overriding royalty or other profit on transactions made for an employer or client without the employer's or client's knowledge and consent (B).
11. The land professional shall assure that monies coming into his possession in trust for other persons, such as escrows, advances for expenses, fee advances and other like items, are properly accounted for and administered in a manner approved by the employer or client (B).
12. The land professional shall avoid business activity which may conflict with the interest of his employer or client or result in the unauthorized disclosure or misuse of confidential information.
13. The land professional shall at all times present an accurate representation in his advertising and disclosures to the public (A).
14. The land professional shall not aid or abet the unauthorized use of the title "Certified Professional Landman," "Registered Land Professional," "P.Land" and "CPL/ESA."
15. The land professional shall not participate in conduct which causes him to be convicted, adjudged or otherwise recorded as guilty by any court of competent jurisdiction of any felony, any offense involving fraud as an essential element or any other serious crime.