AAPL

AMERICA'S LANDMEN

STRUCTURING A DEAL: NEGOTIATION STRATEGY AND TECHNIQUE SEMINAR

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JUNE 4, 2019 | DENVER, CO

AAPL's Structuring A Deal: Negotiation Strategy and Technique Seminar is designed for land professionals involved in negotiating deals and contracts in the oil and gas industry and includes negotiations for oil and gas leases, surface agreements, rights-of-way, mineral acquisitions, farm-ins, trades, AMIs, assignments (producing and non-producing), and mergers and acquisitions.

Learn steps to prepare for effective negotiating, how to move through blocks and barriers in communication, overcoming issues that may arise, staying on target and getting more deals signed. The course includes countertactics, knowledge and tools that are easy to use and implement.

Accredited for 6 continuing education credits, including 1 ethics.

Learn more and register at *www.landman.org/education*.

NEGOTIATION SEMINAR

LEARNING OBJECTIVES

- ▶ Preview Project Example Negotiations – Past Deals
- ▶ Identifying Initial Project Financial Parameters
- ▶ Setting the Tone for Your Negotiation
- ▶ Setting and Meeting Financial Goals
- ▶ Project Valuation – What is it Really Worth – Time and Money
- ▶ Understanding Engineering Terminology and Application to Value
- ▶ Things to Consider Prior to Negotiations – Initial Due Diligence
- ▶ Developing Negotiating Points from the Seller's and Buyer's Points of View
- ▶ Understanding & Identifying Project Risks
- ▶ Working the Problem = win-win Solutions for Success
- ▶ Price Factoring
- ▶ Negotiating Workshop

SEMINAR SCHEDULE

7:30 am	Registration & Continental Breakfast
8:00 am	Morning Session
	▶ Assessment and Plan Development for a Negotiation
	▶ Group Exercise #1
	▶ Setting the Tone for Your Negotiation
	▶ The First Steps in the Negotiation Process
12:05 pm	Lunch *(not provided)*
12:55 pm	Afternoon Session
	▶ Breakout Exercise #2
	▶ Other Negotiation Considerations
	▶ What Makes a Good Deal and Contract
	▶ Personal Negotiation Styles
3:00 pm	Adjourn

REGISTRATION PRICING

AAPL Member	$300
Non-Member	$425
AAPL Accredited Student Member	$0
Professional Development Assistance	$0