***GEORGE R. (Rob) SHULTZ,*** *CPL*

7889 Cross Road

Tyler, TX 75703

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**Education** *Abilene Christian University* 9/69 to 5/71

*University of Texas at Austin* 8/71 to 5/73

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| B. A. with major in English, minor in Education; overall GPA of 3.35 with 3.5 in major; Dean's List, Fall, 1972 |

**Work History***Independent Landman and Right of Way Consultant* 4/13 to present

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| Curriculum and course development consultant to AAPL on: Ethics 360, America’s Landmen, Oil & Gas Lease Fundamentals, and Surface Use and Access |

*Professional Development Advisor*, ExxonMobil Production Co., HQ 12/09 to 3/13

Commercial & Land Organization, Houston, TX

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| Responsibilities include: Skills assessment and development for 200+ Commercial & Land employees globally; training and seminar development, interchange and career planning, facilitation for Commercial Development Committee, liaison with other EMPC Upstream Committees; University and Law School on-Campus recruiting |

*Land Special Projects Coordinator,* ExxonMobil Production Co. 8/08 to 11/09

U. S. Production Organization, Houston, TX

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| Direct report to U. S. Land Manager; responsibilities include:  Project management and coordination; procedural reconciliation between U. S. and Canadian Land groups  Extensive negotiation; preparation of analyses, forecasts and reports; management of change; conflict resolution; engagement with public agencies, jurisdictional authorities and private landowners   * On-Campus recruiting; Training Officer; education, mentoring and development of next generation of Land professionals |

*Land Coordinator*, Metroplex Barnett Shale LLC (ExxonMobil Affiliate), 6/07 to 7/08

U. S. Production Organization, Dallas, TX

*Central Land Supervisor*, ExxonMobil Production Co. 3/04 to 5/07

U. S. Production Organization, Houston, TX

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| Responsibilities include: Project planning, management and coordination work; supervision of Land professionals, technical staff and contract personnel; acquisition and disposition of real estate and real property interests; leasing and property management; preparation of legal instruments, farm-ins/outs, joint use and operating agreements; claim resolution; Land Recruiting Team Lead; conflict management; and representing ExxonMobil before various public agencies and jurisdictional authorities. |

*Senior Staff Land Representative*, ExxonMobil Production Co. 6/96 to 2/04

Houston and U. S. West Production Organizations, Houston, TX

*Field Right of Way & Claims Supervisor*, Exxon Co. USA, 8/92 to 5/96

Houston Production Organization, Land Services, Tyler, TX

*Senior Right of Way & Claims Agent*, Exxon Co. USA, Western 8/80 to 7/92

Production Division, Law Department, Los Angeles and Thousand Oaks, CA

**Personal** *Birthplace:* London, England (U.S. Citizen) *Date of Birth:* September 14, 1951

*Hobbies:* Reading, cycling, rowing

**Professional** *American Association of Professional Landmen*

**Organization**  Certified Professional Landman (CPL) #32091

Previously SR/WA and Certified Ethics Instructor with *Int’l Right of Way Association*

**Continuing** *ExxonMobil, AAPL, IRWA and University-sponsored* (partial list)

**Education**  Manager’s Forum Petroleum Profitability

Management I (Effective Supervision) Supervisor’s Program

Management II (Leadership) Negotiating Skills Workshop

Communications in Real Estate Acquisition Group Communications

UCLA Human Relations and Leadership Lab Interpersonal Relations

Dealing with Upset Citizens and the Public Bargaining Negotiations

***Additional information, references and salary history available upon request.***