

# PATRICK H. JOHNSON

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## **P&A Johnson Consulting Services.**

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## **Summary**

Petroleum Landman with 10 years' experience located in Tyler, TX. Due to the downturn in the Oil and Gas Industry, I temporarily transitioned into the Medical Industry as Client Service Supervisor. I recently had my first child and am driven and motivated to get back to work!

## **Highlights:**

- Knowledge of Oil/Gas Industry
- In depth experience/knowledge with Appraisal districts, title plants, & Courthouses
- Researching/Investigations
- Client relations specialist
- Conflict resolution techniques
- Marketing savvy
- Team management
- Meticulous attention to detail
- Persuasive
- Deadline-oriented
- Negotiations
- Proficient in Excel, Access, Word, Powerpoint, RFlow, Deed Plotter, etc.
- Computer savvy
- Focus on customer/client satisfaction
- Management of remote employees
- Talent development
- Skilled multi-tasker
- Training and development
- Personal & Professional Integrity

## **Experience**

### **Epic Health Services**

#### **Client Service Supervisor**

Tyler, TX

**August 2015 – Resigned May 2016**  
**(No Non-Compete contract was signed)**

**Responsibilities:** As Client Service Supervisor, it was my roll to interview, possibly hire, negotiate/determine pay, place with appropriate patient, schedule, provide weekly payroll on 50+, and develop and manage my nurses while maintaining a constant satisfactory relationship with patients and their families. Among this, I also had multiple weekly reports including:

**Metrics-** Showed how many hours each patient was given by their insurance company, how many of those hours were captured/worked, at what price did I pay for each hour worked, and what reimbursement did we receive on each hour from the patient's insurance company. It also showed overall cost of paying all nurses their hourly rate, bonus, overtime, time and trouble, and any mileage or other expenses. It also shows a breakdown of each patient and each nurse that worked that week and what amount they were paid based on which patient they worked and any shift differentials.

**P & L Statements-** Showed the total amount of hours given to my clients/patients from their insurance companies, what hours my nurses were able to capture/work that week, what reimbursement rate we received from each insurance company for those captured hours, what price did I pay for those captured hours, how many hours my nurses missed that week and why, how much money did I miss by not capturing those missed hours, and the profit between the labor cost of paying the nurses and reimbursements received on all hours worked.

**Achievements-** Promoted to Client Service Supervisor with Epic within 2 months of being hired as Referral Intake Coordinator. Consistently captured 95% of all available patient hours given by insurance, while lowering the labor cost by 10%, overtime by 40-50%, and either developing low producing nurses, or replacing them with highly motivated producing ones.

**Petroleum Landman  
Texas Area**

**September 2006 - August 2015**

**Responsibilities:**

- Research land/mineral title through several methods to discover the correct owner for the purposes of negotiating and obtaining Oil & Gas Mineral Lease.
- Provide Client with daily/weekly detailed reports to show progress, effectiveness and deliver peace of mind.
- Acquire as much acreage as possible at the lowest price possible for the purposes building "units" for drilling.
- Display professionalism and integrity in character, negotiations, and overall work.

**Skills:**

- Extensive experience in researching each individual heir from the time of mineral severance/reservation.
- Using multiple methods to find "gaps" in chain of title to prove correct mineral ownership when others cannot.
- Verifying, finding, and contacting current living heirs, trustees, mineral owners and their Attorneys to successfully negotiate reasonable terms of Oil Gas Mineral Leases.
- Preparing detailed mineral chains, flowcharts, heirship chains, and obtaining affidavits, or any other additional documents requested by Client or needed to prove chain of title.
- Correctly interpreting and reading mid-early 1800 handwritten Leases, Deeds, etc.
- Completing multiple detailed reports including Mineral Ownership Breakdown, Partial Ownership, and Lease Acquisition Reports, etc. to correctly calculate/divide mineral interest to display current mineral/land owner.
- Excellent at negotiations and dealing with people in a professional manner overall

**Achievements:**

- Consistently lease mineral owners for less than other colleagues or competitors.
- Correctly research chain of title and show ownership on all 100% of surface and mineral interest.
- Began working as Petroleum Landman at 19 years old and have built an impressive track record and reputation with previous employers which allowed me to stay employed for 9 consecutive years.
- Have been able complete very difficult Drillsite Runsheets/projects that others haven't been able to complete or have completed incorrectly.

**Brookshires Warehouse  
Order Puller/Forklift Operator**

**August 2005 - January 2006**

Tyler, TX

Worked in perishables and freezer where I used a computerized inventory system to obtain the correct requested items to pull by forklift for delivery. I also loaded trailers and confirmed that the inventory and items selected were correct.

**Education**

- Van High School (Diploma obtained)
- Tyler Junior College, U T Tyler  
(In the process of obtaining my degree)

**Associations**

- AAPL, ETAPL
- National Notary Association (Notary Public)

**References:** Multiple past supervisors, peers can be given upon request.