

# Cardium to Cash

## Viewing the basics of the oil and gas industry & the Net Asset Value (NAV) of a Company



**Terry O'Connor**

Terry has been a member of the Canadian Association of Petroleum Landmen (CAPL) since 1977 and has been elected to the Board of Directors for two consecutive terms. He is the Co-founder and Director of two public oil and gas companies (Draig Res. Ltd, and Silverwing Energy Inc) and he started two private companies (Panglo Res. Ltd and currently Lynter Ltd).

*Who, What, Where, When, How*

### AN INTRODUCTION TO THE OIL AND GAS INDUSTRY

What determines a good investment in the oil and gas industry?  
Who are the people and what role do they play?

In this one-day course you will

- ◆ Gain understanding of the steps involved from prospecting through to oil marketing and sales.
- ◆ Follow two cases through land negotiations.
- ◆ Explore a template for determining the Net Asset Value of an oil and gas company.

Presented by **Terry O'Connor**

Designed and Sponsored by **The PULSE Institute**

## Register Now

Calgary: June 24, July 25 or August 19

Vancouver: July 22

Toronto: August 11

Montreal: August 12

Cost per person: \$245.



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Customized in-house training available.



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Module 1: Prepare for the Learning

Module 2: Uncover what is known

A Geological Story

Alberta Satellite Image

Canadian Energy Overview

Natural Gas

Crude Oil

What are the Roles?

Geological Eras

Module 3: Your Turn to Learn

A Geologist's Work

Module 4: Transfer the Learning

Search the Possibilities

Explain A Personal Action Plan

Presented by PULSE  
Faculty Member



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