

# WHAT AI LEADERS BELIEVE AND WHY IT MATTERS FOR LANDMEN

Jerris Johnson, CPL - AAPL MALRI 2026

# SOME THINGS I WORK ON...



# DISCLAIMERS / NOTES

- Not legal advice. (I'm not a lawyer, but this what all the cool kids say.)
- Things are moving fast, so it's possible there is a fact that is slightly off or outdated.
- AI was used for research and assistance in constructing slides but was used with close supervision and with many of my own edits and revisions.
- Your objections, questions, and constructive compliments are all welcome.
- Hopefully we talk so much through this that we don't get through everything.
- In case there are more questions than we have time for, contact info is at the end. (Spoiler: [jerris@realdeallandman.com](mailto:jerris@realdeallandman.com))
- In case I forgot to ask nicely on the last slide, check out [stackdx.com](https://stackdx.com) and [realdeallandman.com](https://realdeallandman.com).

# REASONABLE EXPECTATIONS WITH AI



# THE VOICES IN OUR HEADS



**Sam  
Altman -  
CEO,  
OpenAI**



**Jensen  
Huang -  
CEO,  
NVIDIA**



**Dario  
Amodei -  
CEO,  
Anthropic**



**Mustafa  
Suleyman  
- CEO,  
Microsoft  
AI**



**Satya  
Nadella -  
CEO,  
Microsoft**



**Sir Demis  
Hassabis -  
Google  
DeepMind**



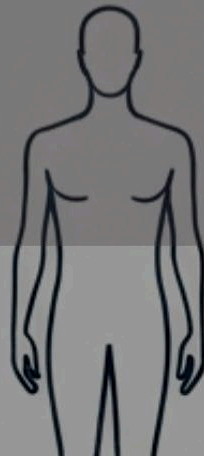
**Aravind  
Srinivas -  
CEO,  
Perplexity**



**Elon Musk  
- CEO, xAI**

**IN SOME BIG SENSE, CHATGPT  
IS ALREADY MORE POWERFUL  
THAN ANY HUMAN WHO HAS  
EVER LIVED.**

SAM ALTMAN, JUNE 2025

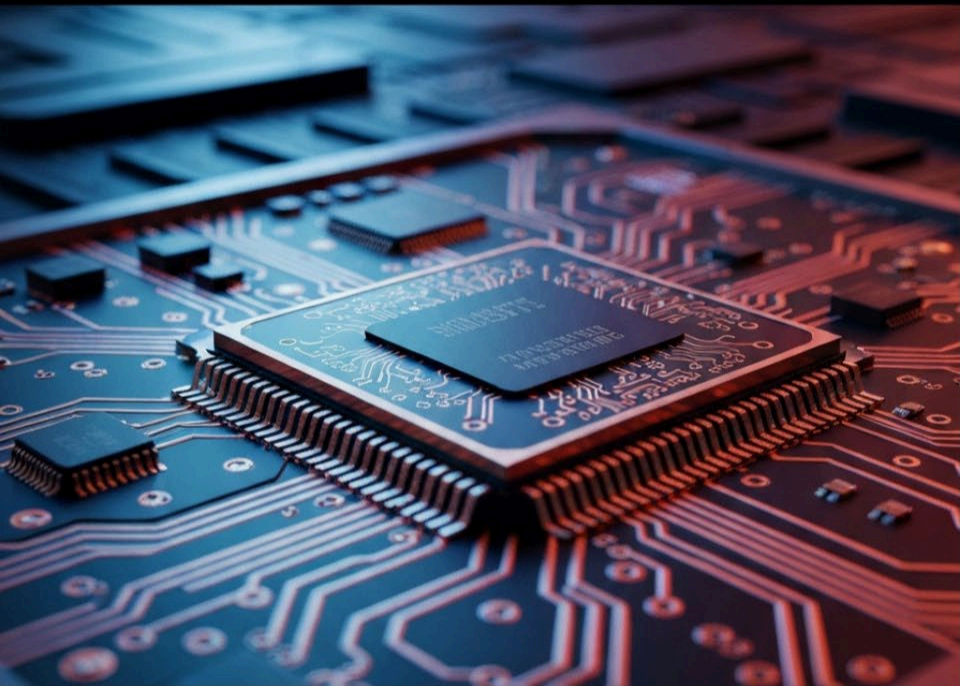


# AI BOTS WILL BE MORE HUMAN THAN HUMAN.

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ELON MUSK, MARCH 2026, X





# I THINK IT'S NOW. I THINK WE'VE ACHIEVED AGI.

JENSEN HUANG, MARCH 2026, LEX FRIDMAN PODCAST

*Now, the odds of 100,000 of those agents building  
NVIDIA is zero percent.*

# THE AI STACK: ENERGY AS THE FOUNDATION

## Jensen Huang's Five Essential Layers of AI Infrastructure



- 1 Energy**  
The fundamental power source for all AI operations.
- 2 Chips & Computing**  
The hardware that processes AI computations.
- 3 Cloud Data Centers**  
The physical infrastructure housing the computing power.
- 4 AI Models**  
The algorithms and trained neural networks.
- 5 Applications**  
The end-user software and services powered by AI.

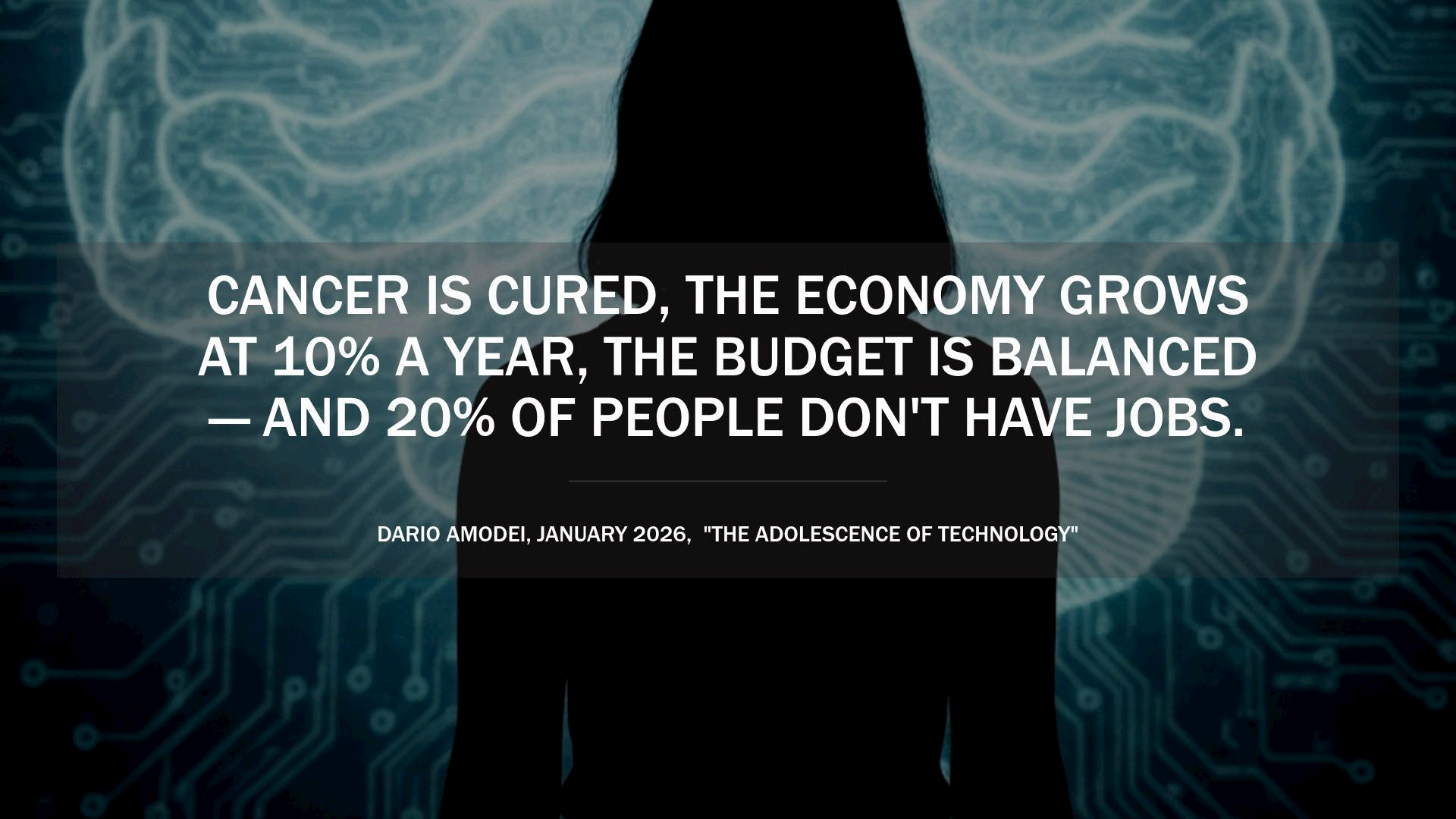
*If AI runs on energy, and energy runs on mineral rights, surface access, and pipelines, then landmen are already working in layer one.*

A person is shown in profile, looking out a window. The background is a bright, slightly blurred outdoor scene. The person's hair is dark and pulled back. The overall mood is contemplative.

**HUMANITY NEEDS TO WAKE UP, AND THIS ESSAY IS AN ATTEMPT—A POSSIBLY FUTILE ONE, BUT IT'S WORTH TRYING—TO JOLT PEOPLE AWAKE.**

**MY PREDICTION FOR 50% OF ENTRY LEVEL WHITE COLLAR JOBS BEING DISRUPTED IS 1-5 YEARS, EVEN THOUGH I SUSPECT WE'LL HAVE POWERFUL AI... IN MUCH LESS THAN 5 YEARS.**

DARIO AMODEI, JANUARY 2026, "THE ADOLESCENCE OF TECHNOLOGY"

A person's silhouette is centered against a background of glowing blue brain scans and circuit patterns. The text is overlaid on a semi-transparent dark blue rectangle.

**CANCER IS CURED, THE ECONOMY GROWS  
AT 10% A YEAR, THE BUDGET IS BALANCED  
— AND 20% OF PEOPLE DON'T HAVE JOBS.**

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DARIO AMODEI, JANUARY 2026, "THE ADOLESCENCE OF TECHNOLOGY"



**SO, WHITE-COLLAR WORK,  
WHERE YOU'RE SITTING  
DOWN AT A COMPUTER -  
EITHER BEING, YOU KNOW, A  
LAWYER, OR AN  
ACCOUNTANT, OR A PROJECT  
MANAGER, OR A MARKETING  
PERSON - MOST OF THOSE  
TASKS WILL BE FULLY  
AUTOMATED BY AN AI WITHIN  
THE NEXT 12 TO 18 MONTHS.**

MUSTAFA SULEYMAN, FEBRUARY 2026, FINANCIAL TIMES

A woman with dark hair tied back, wearing a white button-down shirt, is seated at a desk. She is looking down at a laptop computer, with her hands positioned over the keyboard. The background is a plain, light-colored wall. The image is overlaid with a semi-transparent dark grey rectangle containing white text.

**THE REALITY IS MOST PEOPLE DON'T ENJOY THEIR JOBS... THERE'S SUDDENLY A NEW POSSIBILITY, A NEW OPPORTUNITY, TO USE THESE TOOLS, LEARN THEM, AND START YOUR OWN MINI BUSINESS.**

**EVEN IF THERE IS TEMPORARY JOB DISPLACEMENT TO DEAL WITH, THAT SORT OF GLORIOUS FUTURE IS WHAT WE SHOULD LOOK FORWARD TO.**

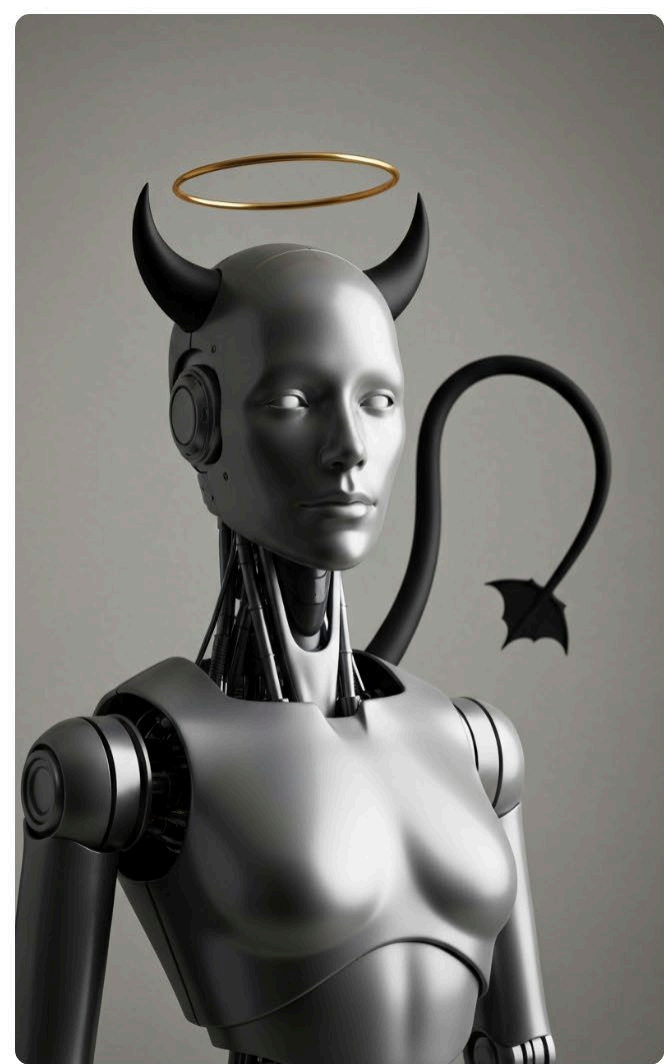
ARAVIND SRINIVAS, MARCH 2026, ALL-IN PODCAST

**WE WILL QUICKLY LOSE EVEN THE SOCIAL PERMISSION TO TAKE SOMETHING LIKE ENERGY, WHICH IS A SCARCE RESOURCE, AND USE IT TO GENERATE THESE TOKENS, IF THESE TOKENS ARE NOT IMPROVING HEALTH OUTCOMES, EDUCATION OUTCOMES, PUBLIC SECTOR EFFICIENCY, AND PRIVATE SECTOR COMPETITIVENESS ACROSS ALL SECTORS.**

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SATYA NADELLA, JANUARY 2026, DAVOS





**AS THE SYSTEMS BECOME MORE AUTONOMOUS, MORE INDEPENDENT, THEY'LL BE MORE USEFUL, MORE AGENT-LIKE, BUT THEY'LL ALSO HAVE MORE POTENTIAL FOR RISK AND DOING THINGS THAT MAYBE WE DIDN'T INTEND WHEN WE DESIGNED THEM.**

**SIR DEMIS HASSABIS, FEBRUARY 2026, BLOOMBERG**

# THE LANDMAN TRANSLATION: NAVIGATING THE AI SHIFT

Adapting to Automation and Essential Skills

WHAT THEY SAID	WHAT IT MEANS FOR YOU	WHAT TO DO NOW
Dario Amodè: "50% of entry-level white-collar jobs disrupted in 1–5 years"	The pipeline for entry landmen could shrink. Experienced landmen who can't leverage AI will find their roles diminishing.	Learn and integrate at least one AI tool for title work, lease review, or document analysis within this year.
Mustafa Suleyman: White-collar tasks "fully automated" in 12–18 months	The core work of landmen isn't disappearing, but the landscape of who performs it and how it is done will fundamentally change.	Identify the 20% of your daily tasks that are most repetitive – these are the prime candidates for AI automation.
Jensen Huang: "It is essential to learn how to direct it, manage it, guardrail it, evaluate it."	Effectively directing, managing, and evaluating AI is emerging as a crucial professional skill, and one that takes practice.	Treat AI prompting and supervision as valuable, billable-level competencies worthy of dedicated development.

Source: Synthesized from NVIDIA Blog, Fortune/Suleyman Financial Times interview, Davos 2026



**WE SEE A FUTURE WHERE  
INTELLIGENCE IS A UTILITY,  
LIKE ELECTRICITY OR  
WATER, AND PEOPLE BUY  
IT FROM US ON A METER.**

**SAM ALTMAN, MARCH 2026, BLACKROCK INFRASTRUCTURE SUMMIT**

# THE REAL COMPETITION ISN'T BETWEEN THESE COMPANIES

It's between two nations, and energy may determine the outcome.

THE U.S. ADVANTAGE	THE PROBLEM	CHINA'S ADVANTAGE
<p>~70% of global AI compute capacity</p> <p>World's most advanced AI chips (NVIDIA, AMD)</p> <p>OpenAI, Anthropic, Google DeepMind leading on models</p>	<p>U.S. data center electricity demand doubles by 2030</p> <p>U.S. grid reserve margin: ~15%</p> <p>AI companies searching worldwide for turbine parts to build their own power plants</p>	<p>Builds energy capacity 6–10x faster than the U.S.</p> <p>China's grid reserve margin: 80–100%</p> <p>Data centers are a grid benefit in China, not a burden</p>

"The biggest risk that the U.S. might not win the race for leadership in AI is sufficient access to power at low cost." — Jason Bordoff, Director, Columbia Center on Global Energy Policy, 2026



Conceived by Anthropic, an innovative approach to aligning AI with human principles.

## CONSTITUTIONAL AI

- **Core Concept:** AI is steered by a "central document of values and principles" during post-training.
- **Mechanism:** Simulates ethical judgment and promotes alignment with high-level human values.

# AI GOVERNANCE: THE EU AI ACT

An overview of the European Union's landmark legislation.



- **Broadly Applicable by August 2026**

The majority of the EU AI Act's core obligations take effect, following a phased rollout that completes in 2027.

- **World's First Comprehensive Legal Framework for AI**

This legislation sets a global precedent as the most extensive legal framework for artificial intelligence.

- **Risk-Oriented Structure**

The Act categorizes AI systems based on their risk level.

- **Strict Conformity Assessments**

High-risk AI systems will undergo rigorous conformity assessments to ensure compliance.

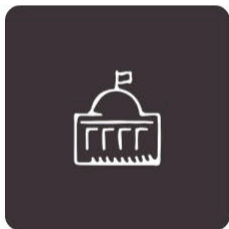
- **Ban on Manipulative AI**

Certain AI applications that are deemed manipulative will be prohibited.

The EU AI Act establishes a comprehensive, risk-based approach to AI regulation, setting a global standard for governance.

# NATIONAL INSTITUTE OF STANDARDS AND TECHNOLOGY AI RISK MANAGEMENT FRAMEWORK

A Voluntary Roadmap for Managing AI Risks (United States)



**Govern**

Establishing policies and processes for AI risk management.



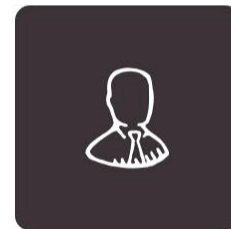
**Map**

Identifying and categorizing AI systems and their potential risks.



**Measure**

Assessing and quantifying AI risks.



**Manage**

Implementing strategies to mitigate identified AI risks.

# U.S. FEDERAL AI POLICY: PREEMPTION EFFORTS

An examination of the U.S. approach to AI regulation.



- **Executive Order 14365 (December 2025)**  
Aims to prevent a "patchwork of 50 different regulatory regimes" by withholding federal funding from states with "onerous" AI laws.
- **National Policy Framework (March 2026)**  
Outlines legislative recommendations for Congress to establish a minimally burdensome national standard, preempting strict state regulations while preserving state authority over child safety and local infrastructure.

# U.S. STATE-LEVEL AI REGULATIONS EMERGE

## Addressing Specific Concerns Through Legislation

### **Colorado AI Act (CAIA)**

*Effective June 2026.* Requires developers and deployers of "high-risk" AI systems to implement strict risk management and impact assessments to prevent algorithmic discrimination in housing, healthcare, and employment.

### **Washington State Chatbot Laws**

*Passed 2026.* Imposes strict guardrails on AI "companion chatbots," requiring active suicide-prevention protocols, crisis referrals, and mandatory hourly disclosures to minors that they are interacting with AI.

### **California AI Transparency Acts**

*Effective Jan & Aug 2026.* A suite of laws requiring large platforms to provide AI-content detection tools, include watermarking (SB 942), and publish detailed summaries of their generative AI training datasets (AB 2013).

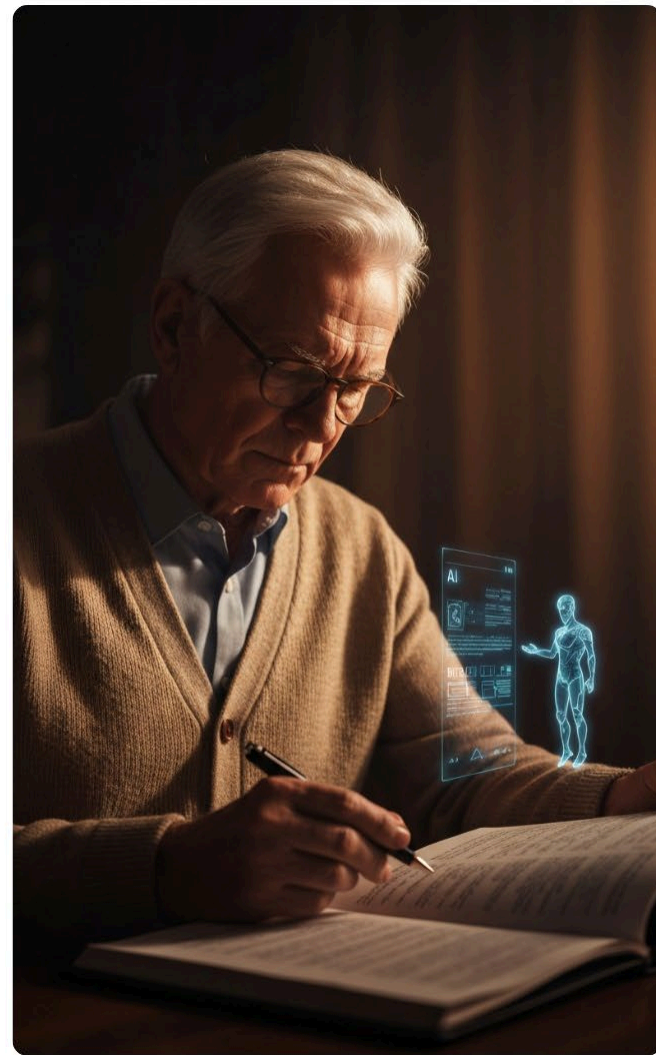
### **Utah AI Policy Act**

*Amended May 2025.* Focuses heavily on consumer protection, imposing fines on businesses that fail to prominently disclose when customers are interacting with generative AI during "high-risk" healthcare, legal, or financial interactions.

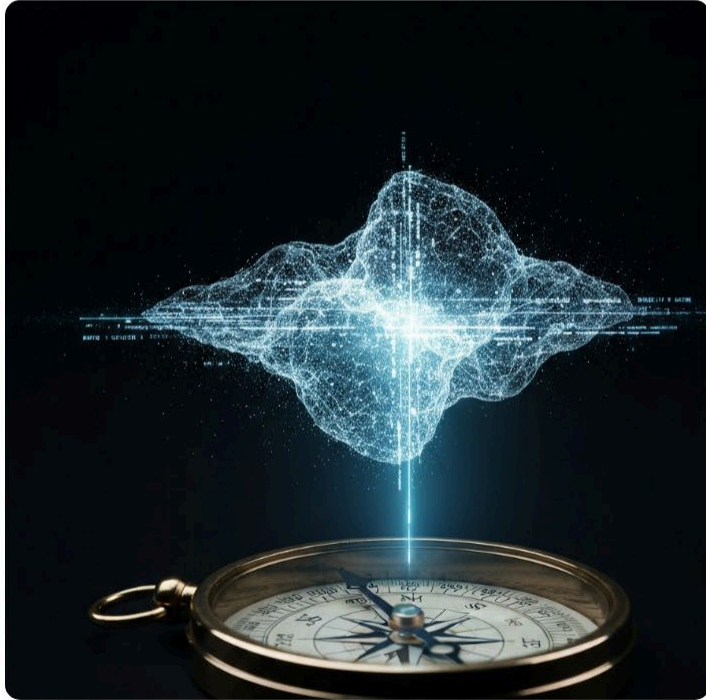
## Professional Practice Guidelines

# USING AI RESPONSIBLY AS A LANDMAN


- **Competence and Accuracy:** You are ultimately responsible for the accuracy and quality of any work produced with AI assistance.
- **Client Data Confidentiality:** Uploading confidential client files to public AI tools can breach your duty of confidentiality.
- **Disclosure and Transparency:** If AI significantly contributed to drafting critical documents, consider whether and how to disclose this to the client.



# CONCLUSION: NAVIGATING THE FUTURE OF AI



- **Rapid Advancements**  
AI technologies are evolving quickly, changing industries and daily life.
- **Integration & Impact**  
Expect AI to be more deeply integrated in the land profession, boosting efficiency and creating opportunities.
- **Ethical Considerations**  
Addressing ethical frameworks, bias, and responsible development is essential.
- **Human-AI Collaboration**  
The future involves humans and AI working together to enhance capabilities and solve complex problems.
- **Continuous Learning**  
Staying adaptable and informed about AI is key to navigating its evolving landscape.



**A NEW CONCEPT THAT EVOLVES 'BICYCLES FOR THE MIND' SUCH THAT WE ALWAYS THINK OF AI AS A SCAFFOLDING FOR HUMAN POTENTIAL VS A SUBSTITUTE. WHAT MATTERS IS NOT THE POWER OF ANY GIVEN MODEL, BUT HOW PEOPLE CHOOSE TO APPLY IT TO ACHIEVE THEIR GOALS.**

SATYA NADELLA, DECEMBER 2025, SN SCRATCHPAD

# STAY IN TOUCH

and ask me anything

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