

Mike Lansford AFM.
Vice President - Southern Area
Fort Worth, Texas

Mailing Address:
6421 Camp Bowie Blvd, Suite 314
Fort Worth, Texas 76116

Business: (817) 884-4414
Mobile: (817) 308-0456
Fax: (817) 884-4862
Toll Free: 1-877-421-4240
Email: MLansford@FarmersNational.com

Real Estate Broker: Texas.

Designation(s):

Accredited Farm Manager AFM



Territory Served:

Southern Area (Texas, Oklahoma, New Mexico, Colorado, Arizona, Louisiana, Arkansas, Mississippi, Tennessee)

Educational Background:

BS - Agricultural Economics, Texas A&M University
Masters of Ag - Land Economics and Real Estate, Texas A&M University

Professional Experience:

Currently Southern Area Vice President for Farm and Ranch Management for Farmers National Company - June 2010 to Present

Regional Manager of the Southwest Region for JP Morgan's Farm and Ranch Department - January 1997 to May 2010; managed properties in Texas, Louisiana, New Mexico, and Colorado

Principal in fee appraisal firm that conducted agricultural and commercial appraisals throughout the state of Texas - September 1992 to December 1996

Staff Appraiser for Regional Fee Appraisal Company - January 1990 to September 1992

Responsibilities at FNC:

Area Vice President for Southern Area

- Responsible for the hiring and training of our Farmers National Company farm and ranch managers in Farmers National Company's Southern Area

- Work with our clients and field staff to provide comprehensive farm and ranch management, assisting clients in identifying and reaching their goals through analysis and effective communication

- Provide support for FNC real estate licensed farm and ranch managers

Professional Accomplishments:

- Currently serve on the Farmers National Company Board of Directors
- Served on Farmers National Company's Savings and Investment Committee (2013-2016)
- Accredited Member of the American Society of Farm Managers and Rural Appraisers (ASFMRA)
- Former Director for the Texas Chapter of the ASFMRA
- Texas State Certified General Real Estate Appraiser
- Texas Real Estate Broker's License
- Member of the Board of Directors for the Southwestern Exposition and Livestock Show
- Member of the Texas Forestry Association (Received 30 Year Membership Award in 2014)
- Associate Member of the Society of American Foresters
- Past Director of the Fort Worth Farm and Ranch Club

Client Comment(s):

"One of the most important aspects of my Farmers National Company managers is the respect they have in the area. They have earned the respect of clients like me through their hard work and good communication. My manager is always accessible to respond to a question or take care of a need on the ranch. It always impresses me that the manager is so well respected by the ranching community he works in." -- E.V. Jones

"It is essential that I have someone whom I trust to look after my interests. I don't have to worry about negotiating leases, getting things done, and following up on necessary work. It's the relationship based on integrity and clear communication that builds my trust in Farmers National. I can depend on my ranch and mineral managers." - J. Floyd

"I turned to the Farmers National Company team of ranch managers to help me with professional ranch management. The managers had the education and expertise to evaluate my ranch and handle it correctly. They bring this hands-on, boots-on-the-ground approach to managing my water and grass assets on my ranch. The managers first did an analysis of what it would take to get my land back up to being a top-tier ranch. They then handled the improvement projects and kept me informed throughout.

My Farmers National managers have a love for the land just like I do." -- M. Head

Success Story:

I find it a positive challenge to work with a neglected or poor property to improve its capabilities. It is my goal to increase income potential and market value on each property managed. I appreciate the client relationships that have been built upon from years of working together to improve a property.

Year started with FNC: 2010