

TRANSCRIPT: JUSTIN BIERSCHWALE INTERVIEW

Mr. Justin P. Bierschwale · Founder of Bierschwale Land Company, LLC

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An interview with Mr. Justin P. Bierschwale, Founder of Bierschwale Land Company, LLC. Bierschwale is a 2002 graduate from Texas A&M and an inducted member of the Tyrus R. Timm Honor Registry.

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Could you please introduce yourself and tell us a little about your career?

My name is Justin Bierschwale and I grew up out in Junction, Texas and grew up sort of as a legacy and the A&M family, my dad, and going to A&M, and after I got into school, I got into the College of Agricultural Economics, and went on to start a career in real estate which is the same career path my dad had gone into. Spent a little time in the Bryan-College Station area. I wasn't quite ready to leave College Station, and, anyway made it back to...to Junction where we got into a rather large company doing farming, ranch, real estate appraisals, some brokerage, but that's a area of the industry that I've stayed out of. Got into doing - I give natural resource appraisal, and that's sort of where my career path's taken me.

Could you tell us a little about your experiences at Texas A&M?

Well, leadership was probably lacking a little bit in my time of A&M but I did form a very close-knit group of friends. There were a lot of us that were interested in real estate and while I was at A&M, we actually did start one student organization that was called the fire club finance insurance real estate and if there was anywhere that I did stand up and do some leadership it was in that club. Other than that it was the best experience I could have ever asked for. I'm convinced that that A&M's a perfect university for people like me who come from the West Texas area a lot of people that I grew up with and 4-H and FFA made their way to College Station and those, those friendships and connections have helped me get to the point of my career where I'm at today.

Can you describe your early career?

Early career, I started with an old appraisal firm there in College Station, and wasn't quite sure exactly what I wanted to...to go into long term. We were doing evaluations of some commercial properties, and some industrial properties, and then got into some farm and ranch stuff, which I knew that's what my dad had done, and, and that sort of piqued my interest, and, you know, I was always pushed to try to get involved with things, and so I tried to do that as an early entrant into this career path, I guess, but, you know, the biggest thing was to always try to put your best foot forward, do the best job you could, learn as much as you could when you were young from those that had come before you.

What advice do you have for students of Agricultural Economics?

Get out there, meet as many people as you can, always listen to people who have come before you, because I can guarantee you they know a lot more than you do. Never think that you're above doing the lowest job possible. I'm a firm believer that if you're willing to get down and dirty, and get your hands down in the mud, that that's going to pay off hugely in your later career.

How were you able to manage time for family, work and other priorities throughout your career?

Oh, that's a tough one. First of all, I probably looked out, more than anybody that I know, and I decided to convince to marry me, my wife Carmen has, has made all things possible in my career, as have all of the long-standing friendships that I have in the industry. Like I said earlier, a lot of people my age that were at A&M at the same time got into the farm and ranch appraising business, and so we've all come through that together, and at the same time we've had children, we've been married, and, you know, all that put together can make it where you have a team of people that understand the ... the time crunches you're under, the commitments you have, and I certainly could never have the family, and enjoyment of a family that I do if I didn't have colleagues who understood that, and we've worked together to - to make it all work.

In your opinion, what does it take to achieve success?

I'm not sure that I've quite gotten there, but to me, success is defined in many different ways. The first thing I think you have to do to achieve it is to understand what your version of that success is, and for me

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particularly success is happiness in your life. It's looking around you and knowing that you're surrounded by great people. To me, if you can achieve that part, the money and the accolades and all that stuff come. So, so, go after whatever your version of success is, whatever you think is happiness, go after, and make sure that you define it for yourself and then go get it.

What are your thoughts on being selected to the Tyrus R. Timm Honor Registry?

Well it's... it's the most gratifying phone call that I've ever received, saying that I was going to receive this. I was fortunate while I was at A&M to attend a Ty Timm induction ceremony, and at the time, did not know a whole lot about it, and during that ceremony realized the importance and the ... well the importance that A&M's community places on people going out and becoming leaders in their respective careers, their prospective industries, and to get the phone call to say that I was going to get inducted into it means... means a whole lot.

Is there anything else you would like to add?

Just that, I can assure anyone that would ever watch this video that the people sitting in these chairs, giving these interviews, did not accomplish the things that this award stands on by themselves. You know, I'm, I'm a sports fanatic by heart, and you watch inductions into the Hall of Fame all the time, and you get a whole laundry list of people that are thanked, and sitting in this chair, I can understand what that comes from. Your career is completely made up by the sacrifices, and the willingness of others to help you get where you're at, and I truly believe it that's... that's how I've been blessed, I've been blessed with great people and bless - bres - blessed with great friendships, great family, and that's, when you put it all together, where I sit today.

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