

SHAE SMITH

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& Land Manager
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BIO

Shae Smith grew up in rural Nebraska near his family farms in Clay County. After college in 2013, Shae pursued his career in Agriculture. He started out with Mid-Continent Properties and received his Real Estate licenses in Nebraska and Iowa. In 2016, he received an opportunity to work at Lallman, Paulson & Brettmann, Inc. where he learned the business from top to bottom. Shae started working in their accounting division, office management, crop insurance and very shortly moved into farm management. In 2018, Shae was presented with the opportunity to become a business partner within the firm when Jim Paulson retired. In 2024, Lallman, Paulson and Brettmann, Inc. partnered with Peoples Company giving them an opportunity to expand their footprint in agriculture in the Midwest.

Shae has 11 years of professional farm management experience. Over those years, he has specialized in leases, contracts, commodity marketing, financial analysis, accounting, real estate brokerage, optimizing landowner's opportunities and customization to the landowner's preferences.

EDUCATION

Shae started his college career at the University of Nebraska-Omaha pursuing his football career. He then transferred to Florida International University in Miami, Florida, where he received a full ride scholarship to play D1 football. Shae studied Accounting and Finance along with Real Estate Law. He graduated in 2013 with a Bachelor's degree in Business Administration.

MEMBERSHIPS & AFFILIATIONS

American Society of Farm Managers & Rural Appraisers (ASFMRA)

LICENSES

Real Estate License in Nebraska, #20140596
Real Estate License in Iowa, #564046000