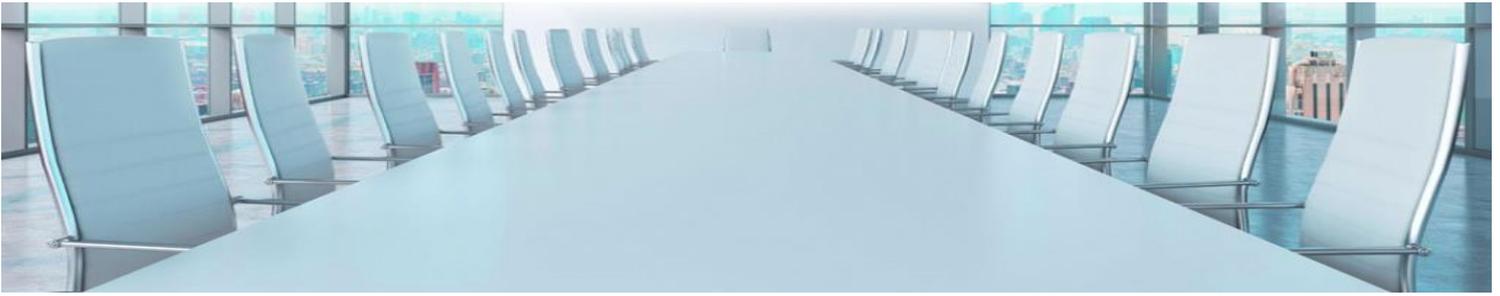


# CASE STUDY

## Presentation Skills



### Background

Steve Lucas retired as **Finance Director** of **National Grid** in December 2010.

Although now in retirement he continues his City activities as Independent Director and Chairman (designate) of audit committee Transocean Ltd, and member of the Board of Essar Infrastructure.

**nationalgrid**

### Challenge

In the space of a few years Steve Lucas found himself propelled from the position of Group Treasurer to a fully fledged Finance Director of major FTSE 100 business, National Grid.

The demands of analysts and investors to have company results and financial trends communicated effectively have to be met - authoritatively and consistently.



*“Stepping up from a fairly narrow role to one which had me representing the whole company to the outside world was a big ask. What I needed was to rapidly feel comfortable communicating the company’s financial and operational performance to a range of sometimes very challenging audiences”*



## The Aziz Programme

Aziz Corporation consultants, led by Khalid Aziz, worked with Steve Lucas on his generic communications skills improving not only the content and structure of his presentations but also on how he could use his voice more effectively and employ influencing techniques to ensure key financial messages hit their targets.

*“Getting the right messages over is critical to ensuring investor confidence. The Aziz consultants’ approach meant every aspect of my presentation style was addressed.”*

Once the generic work was completed Steve returned every 6 months to rehearse his Interim and Final results presentations - a policy he continued for 8 years until the end of 2010 when he retired from National Grid.

## Benefits

Working on generic skills and following up with regular rehearsals of “live” presentations ensured that Steve Lucas’s presentations were always of the highest order.

*“It’s hard to overestimate the confidence such regular rehearsals with high calibre external consultants gives you.*

*Their critique can be robust, but it is always constructive and certainly pulls no punches - something that’s hard to get from your colleagues.*

By working with The Aziz Corporation you will move up a level in oratory, polishing your performances and achieving confidence, clarity and impact.

*Even after 5 years I was still learning. I would highly recommend the process to any rising Finance Directors.”*

## Timeline

1983 - senior finance roles Shell including postings in Africa, Hong Kong and China

1994 - Finance Director, British Gas (E & P and Global Gas)

1998 - Treasurer, BG Group

2000 - Finance Director, Lattice Group

2002 - Group Finance Director, National Grid plc