

**From:** Susannah Hooper  
**Sent:** Fri, 30 Nov 2012 10:56:04 +0000  
**To:** Gibson Will (ShEx)  
**Subject:** Re: Our favourite subject

Ok useful to know

On 30 Nov 2012, at 10:49, "Gibson Will (ShEx)"  **GRO**  wrote:

Agreed re Howard, and worth him meeting them in the context of the need for the next SR deal too (which I'll give him a bit on). The one thing we need to be careful about is that actually SROC has approved both proposals on POL pay we have taken to it. So it's more the threat of SROC which has dragged the process out and been used to negotiate them down. Howard could legitimately say he's not knocked anything back.

Will Gibson  
Shareholder Executive  
 **GRO** 

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**From:** Susannah Hooper  **GRO**   
**Sent:** 30 November 2012 10:47  
**To:** Gibson Will (ShEx)  
**Subject:** Re: Our favourite subject

I have given Neil a rather frank briefing re Howard at the Board dinner. Presumably it is actually not unhelpful if she moans re pay to him given how hard the whole process is.

Re Alice I think what's useful is if u take the same line I did if it comes up which is to say: (a) I am the shareholders representative on the Board so it is unrealistic to imagine there wouldn't be a dialogue between you and me or me / Whitehall (b) because I am out of the office now I am probably talking less to you guys than I would otherwise (c) I am well aware of my duties re board and conflicts etc and perfectly capable of managing them.

I agreed with her I would try and be clear especially in e mails about what I was referring to so eg on the results thing I should have said "as Sarah said at arc, ShEx got Wednesdays draft". However I said I would not agree a more detailed protocol about when I spoke to you and about what (and effectively everyone need to be a bit more grown up about all this).

She did raise the whole roger thing with me and I said once I knew what I would do on return maybe we could streamline that a bit....

She's keen that u r as frank with her as poss so if I were you I would mention the Paula ft piece and say u were a bit disappointed she was engaging with the press on things like timing and financial sustainability when there has been no interaction formally between ShEx and pol on this

On 30 Nov 2012, at 10:37, "Gibson Will (ShEx)"

**GRO**

wrote:

I am having a catch-up with Alice on Tuesday so let me know if there is anything you'd be keen for me to impress. She's also coming in to see Howard, where I've no doubt she'll whinge about pay. Not sure how far she'll get with that. I'm going to do Howard a note today.

Will Gibson  
Shareholder Executive  
**GRO**

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**From:** Susannah Hooper **GRO**  
**Sent:** 30 November 2012 10:35  
**To:** Gibson Will (ShEx)  
**Subject:** Re: Our favourite subject

I sent an email about the results before we had spoken saying I didn't know what draft you guys had but that u needed to see the latest. It was purely based on a comment Sarah made at risk committee so was not reflecting any conversation between u and me so put Alice squarely back in her box; and the other thing was that I emailed Chris ages ago to say I thought he better double check on contracts signed v open on ntp. So remind me to tell u the full story on that latter one

On 30 Nov 2012, at 10:28, "Gibson Will (ShEx)"

**GRO**

wrote:

Really?! What was it that prompted that?

Will Gibson  
Shareholder Executive  
[redacted]

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**From:** Susannah Hooper

[redacted]  
**GRO**

**Sent:** 30 November 2012 10:27

**To:** Gibson Will (ShEx)

**Subject:** Re: Our favourite subject

Ps can't remember if I told u but most of my lunch with Alice was about pol feeling unhappy about me talking to you which is about the craziest thing I ever heard, so we should touch on that too

On 30 Nov 2012, at 09:48, "Gibson Will (ShEx)"

[redacted]  
**GRO**

wrote:

Hi Susannah,

That's a good idea and 10am on Weds works for me too. I think Tim is around too.

Emma - please can you find us a room for two hours from 10 to 12 on Wednesday of next week?

Thanks,

Will Gibson  
Shareholder Executive  
[redacted]

**GRO**

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**From:** Susannah  
Hooper

**GRO**

**Sent:** 30 November  
2012 09:33

**To:** Gibson Will  
(ShEx)

**Subject:** Our  
favourite subject

Hi Will  
Strangely my mind  
wandered to POL  
yesterday and I was  
thinking that actually  
there are quite a few  
issues it would be  
good to get your  
views on and have a  
discussion about. Any  
chance you ahve a bit  
of time next week? I  
could maybe come  
into the office and we  
could do a session  
(with Tim or whoever  
too if helpful). I am  
meeting Paula at 1pm  
on Wednesday at Old  
St so could come in  
about 10 am Wed and  
do a couple of hours  
if you are free? If you  
can't do then, lets try  
and find another time.

Things I would like to  
cover are:

- (i) Strategic direction  
and funding
- (ii) Competitive  
threats and likely

trajectory  
(iii) Evolution of  
USO and impact on  
POL  
(iv) Mutualisation and  
how that plays out (cf  
Paula's latest  
comments in FT)  
(v) FS and strategy  
(vi Consumer focus  
report / POL  
advertising

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The Business in You campaign highlights support for start-ups and growing businesses, and encourages entrepreneurial spirit. For more information search online for "business in you".

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