

Member News

SCOTT AMES
Vice President
Lazard



612.371.6539 office
651.233.3480 mobile
scott.ames@lazard.com
www.lazardmm.com

When not working I enjoy spending time with friends and family, especially my wife and two daughters (4 years old and 6 months). I'm an avid sports fan, especially hockey and football, and also enjoy making little to no progress on my golf game.

How has COVID-19 forced change in your business?

That new world will remain different from our pre-COVID one, with more virtual interaction and less travel – though exactly how much that balance shifts will depend on what our clients expect and want. We at Lazard have embraced a hybrid work environment. We have a great “work from home” infrastructure in place that has enabled us to continue to provide the same high level of service and excellence that our clients expect from us. The only difference is we’ve been doing a majority of that via video chat vs in person meetings! We have discovered new ways of communicating and collaborating that will have a lasting impact on our firm and our ability to serve our clients. Never has our role of trusted advisor mattered more.

What guidance are you giving to clients during these uncertain times?

Lazard’s mission is to provide trusted financial advice and investment solutions to our clients. We have built a global network of relationships with key decision makers in business, government and investing institutions. We operate as a local firm in local markets and serve clients with our multinational resources and global perspective. Every situation is unique. I’d be happy to speak with anyone that is interested in learning more about our capabilities.

My ACG Minnesota Membership ... ACG MN has been instrumental in helping me make initial connections and build my network. I've used the ACG network to attend events around the country in the territories that I cover for Lazard. I've met some people along the way that have become great friends that I stay in touch with and visit on a regular basis.

I'd advise new members to jump right in and start making connections. Don't be hesitant to reach out to folks. It's a great way to meet likeminded professionals and build your network.

Lazard Middle Market, a subsidiary of Lazard Ltd (NYSE: LAZ), is a leading middle market investment bank that provides customized advice on mergers and acquisitions, debt and equity recapitalizations, and financial restructurings to mid-sized companies across a broad range of industries. The firm leverages the global resources of Lazard, which include deal professionals in 40 offices across 25 countries in North America, Europe, Asia, Australia, South and Central America.

LAZARD