

Ex-Morgan Stanley advisor sent thank you cards to clients. Now he's in legal trouble

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An advisor's thank you card to clients has provoked Morgan Stanley's ire — and helped the firm win another battle over alleged client solicitations.

The wirehouse drew attention to the 27-word card in a lawsuit filed against advisor David Saylor, who quit to join rival UBS in June.

Several weeks prior to leaving the firm, Saylor sent the company-approved thank you cards to more than 60 clients, according to the lawsuit.

"Saylor did not disclose to Morgan Stanley that he intended to resign in only a few weeks and Morgan Stanley would not have approved a card saying 'I enjoy working with you and look forward to the years to come' had Saylor disclosed that those 'years to come' would be years spent working at another financial firm," the wirehouse says in its lawsuit filed in a federal court in Oregon.

A judge granted the firm's request for a temporary restraining order Wednesday, according to court documents. The order bars Saylor from soliciting clients pending a FINRA arbitration case between the advisor and his former employer, but it does not prohibit him from returning client calls and emails.

The lawsuit's inclusion of everyday advisor tasks such as writing thank you cards to clients suggests that other routine advisor activities might be revisited and cast in a new light following a resignation. There is precedent. Last year, as [Morgan Stanley tangled in court](#) with a team that moved to Stifel over alleged violations of non-solicitation agreements, the firm called out a Facebook post by an advisor's wife and a list of client birthday cards. After weeks of legal wrangling, [the firm won a restraining order](#).