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On May 13, 2020 RBC Wealth Management-USA boasted on Wednesday that it lassoed a five-broker team from UBS Wealth Management USA in Fort Collins, Co., which has been managing about \$600 million of client assets largely based on digital recruitment tools. Led by Jason Burkett and Lance Crossett, who ranked as #63 on Forbes' 2020 Best in State list of Colorado advisers, the team did its due diligence virtually because of work-from-home pandemic restrictions, according to an RBC announcement. Burkett and Crossett, who joined as senior vice presidents, did not respond to a request for comment on the reasons for leaving UBS or how long they had been negotiating. We were able to pivot at the beginning of the process and move to more digital and virtual platforms, Kristen Kimmell, head of recruitment for Royal Bank of Canada's brokerage unit, said of the firm's coronavirus-era expansion efforts. RBC, which has about 2,000 brokers, last week hired an Austin, Texas, team of Steven Franco and David Storer of Wells Fargo Advisors. They were managing about \$417 million in client assets, RBC said. Despite complying with travel and social distancing restrictions, RBC intends to continue pressing a beefed-up offer of experienced advisers, according to Kimmell. In December, RBC lured the UBS team, which produced about \$12.5 million of \$7.5 billion in customer assets to open its first branch in downtown Los Angeles. UBS, for its part, hired Justin Low, a \$4.1-million adviser from Morgan Stanley in Phoenix, earlier this month. UBS employs more than 6,000 advisers in the U.S., but has de-emphasized the recruitment of experienced advisers in the past three years. Burkett and Crossett joined UBS in 2009 and 2001, following a career that began for Burkett in 2004 with Edward Jones and for Crossett with PruCo Securities in 1992. Their team also includes Scott and Donald Tack Baker, brothers with 39 and 38 years of experience as brokers, and Kyle Danford, associate counsel. Scott T. Baker, senior vice president, began his career at local Denver firm Boettcher & Co. In 1980, he worked for more than 15 years at Merrill Lynch before joining UBS five and a half years ago. His brother, a vice president, began his career with Boettcher in 1975 and spent 17 years with Merrill before jumping into UBS in November 2014. Danford began his career with Merrill in 2012 at Fort Collins, and also moved to UBS with the Bakers in 2014. The team, Northern Colorado Wealth Management Group, also includes three client associates and a senior financial associate who has moved from UBS. This new experienced team was among the first to meet with us online instead of in-person, Dan Ball, director of the RBC Denver complex said in a prepared statement. We continue to adapt to virtual and digital recruitment tools, allowing us to the best advisers all about RBC, even though we are having these meetings while working from home. Raymond James Financial, another active recruiter, also said he adapts to the restrictive environment by hosting digital tours and meetings with prospects who usually visit his St. Petersburg, Fla. headquarters. But Chief Executive Paul Reilly acknowledged that many advisers will delay their removal plans because of the crisis and said on an April 30 earnings call that the company will be very slow and deliberate about moving employees back to their offices. RBC said it continues to operate its 176 locations in 42 states with skeleton crews, while most consultants and staff work remotely. Jason Burkett is currently registered to do business with residents of the following states: AZ, CA, CO, DC, DE, FL, GA, HI, IA, ID, IL, IN, KS, KY, MA, MD, MI, MN, MT, NC, NO, NJ, NM, NV, NY, OH, OK, OR, PA, RI, TX, UT, VA, VT, WA, WI, WY. , and Cash Freeman, NMLS #1795625 through the City National Bank, can receive a refund from RBC Wealth Management for referencixing customers at City National Bank. Banking products and services are offered or issued by City National Bank, a branch of RBC Wealth Management, a division of RBC Capital Markets, LLC, a member of nyse/finra/sipc and subject to City National Banks terms and conditions. Products and services offered through the City National Bank are not insured by SIPC. Member of the City National Bank of the FDIC. Investment products offered through RBC Wealth Management are not fdic insured, are not guaranteed by the City National Bank and may lose value. 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