

# **EASY** COLLECT

Condo & HOA Assessment Collections

## WHY AXELA?

neglecting their timely payment of assessments. This results in escalated maintenance costs, reduced services, and wasted

Through a strategic partnership with Axela, we swiftly minimal financial burden for delinquent owners and eliminating any risk or expense for the

## **SERVICES & FEATURES**

- Skip Tracing
- Certified Mail Notices
- Respectful Outbound Calls
- Real Time Reporting
- Online Portal Access
- Lien Filing
- Payment Plans
- No Cost to HOA or Management Company

### **Specialized Expertise**

Our dedicated team has in-depth knowledge of the HOA and Condo industry, ensuring precise and effective collection strategies.

### Cost-Effective

Our fee structure is designed to be fair and reasonable without impacting the association. The delinquent owner is responsible for paying all fees.

### **Ethical Practices**

We adhere to strict ethical guidelines, ensuring a respectful and professional approach to collections.

#### **Proactive Communication**

The Axela Web Portal offers real-time collections data and enables Managers and Boards of Directors to access reports instantly.

### No Holds, Get Paid Right Away

After successful collections, the funds are promptly transferred to the appropriate account, ensuring a swift return of funds.

### We're Well Connected

The Axela API effortlessly integrates with the leading HOA software platforms.

### **Integration Partners**



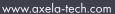












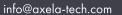


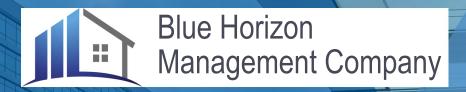












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Experience the proactive and efficient collections approach of Easy Collect!

With Easy Collect, Axela swiftly identifies delinquencies and takes immediate action (upon board approval), commencing with a demand letter and escalating to outbound calls and legal measures as needed. With an industry-leading success rate, most accounts are resolved within 75 days.

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### **ONBOARDING**

- Confirm Ownership
- Skip Trace Ownership
- Set Ledger Parameters
- Ledger Review
- Bankruptcy Search
- Governing Document Review

# FIRST 30 DAYS

• FDCPA Demand Notice

(Also known as the "quiet period", the FDCPA requires that we do not engage in active outreach during this 30-day period unless the owner contacts us first.)

• Call Center Prepared

# **DAYS 31-75**

- Outbound Calls
- Email campaigns

- Rental Demand Notice

# RESULTS . . .

~20% of submitted units are resolved in

~55% of submitted units are resolved in

# \*WITH BOARD APPROVAL

# **DAYS 76-100**

- Lien Filed & Recorded\*
- Notice of Intent to Foreclose\*
- Outbound Calls (cont.)
- Email campaigns (cont.)
- Promote Payment Plans (cont.)
- Bank Demand Notice (cont.)

# **DAYS 101+**

Initiate Foreclosure\*

(Collection and recovery efforts will continue during this time. However, the most likely monetization event will be the sale at a third-party auction or taking title to the unit.)

### RESULTS.

~25% of submitted units are resolved in this period

Less than 1% of submitted units end up in



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