



Blue Horizon  
Management Company

# EASY COLLECT

Condo & HOA Assessment Collections

## WHY AXELA?

Community associations often face the unfair burden of owners neglecting their timely payment of assessments. This results in escalated maintenance costs, reduced services, and wasted resources.

Through a strategic partnership with Axela, we swiftly identify and address delinquencies efficiently, ensuring minimal financial burden for delinquent owners and eliminating any risk or expense for the association and responsible payers.

## 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



305.392.0389



www.axela-tech.com



info@axela-tech.com

FDCPA  
COMPLIANT

Scan for a FREE  
Collections Analysis





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Experience the proactive and efficient collections approach of Easy Collect!

## Condo & HOA Assessment Collections

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.

### ONBOARDING

- Confirm Ownership
- Equity Analysis
- 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

- Notice of Intent to Lien
- Outbound Calls
- Email campaigns
- Promote Payment Plans
- Bank Demand Notice
- Rental Demand Notice

#### RESULTS

Establish the fact pattern before taking any action

~20% of submitted units are resolved in this period

~55% of submitted units are resolved in this period

### \* 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 foreclosure

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