

MANAGEMENT COMPANY PARTNERSHIP PROGRAM

Offer your community association clients a full suite of collection agency services without having to open your own collection agency.

By partnering with Axela, your management company can offer comprehensive and fully compliant collections services to your clients. Axela handles the burdensome and time-consuming aspect of the collection process and puts money back into the hands of the association.

Collections should not end with your courtesy letter...

By partnering with Axela, your management company can:



Increase Revenue



Eliminate legal bills



Differentiate yourself from the competition



Unburden staff from administrative AR work



Offer credit reporting capabilities



Look like a hero to your association clients

We do the work. You get the praise.

Axela has taken the burden of collections completely off of our shoulders, and more importantly, consistently gets the job done. We start seeing results right away from every community that Axela works with, and have grown accustomed to receiving regular payments as they collect from delinquent owners.

-Fabio Setton, Owner
Top Florida Properties

Remember, your attorney is not in the collections business.

It's not 2009 anymore - you don't have to foreclose on a unit to recover what is owed to your association. With a 95% resolution rate, Axela will help delinquent homeowners bring their accounts current without jeopardizing their homes.

Axela's process is a better way to approach the issue of delinquent assessments, from both the human and financial side of the equation.

FREQUENTLY ASKED QUESTIONS

Q: Am I required to register as a debt collection company?

A: No. You can market collections as part of your service offerings, but Axela will act as the "invisible partner" handling the actual collections work.

Q: How do I sell this to our boards?

A: You don't have to. Your management contract already specifies that you are responsible for assessing and collecting assessments. Sending a file to Axela is simply takes that service one step further.

Q: How much does it cost?

A: All of our fees are deferred and charged through to the delinquent owner's ledger. So the association or management company will never come out of pocket for our fees.

Q: Can we and/or our clients track the status of a collections file?

A: Yes. All the information pertaining to an individual collections file is available on our online client portal. Log in anytime and see for yourself.

Q: What about our attorney that is currently handling our collections?

A: They're there if you need them, but in most cases you won't. Attorneys should be used for foreclosures, not for collections. If we are unable to collect, then a file will be escalated to your attorney for legal action.

INTEGRATION PARTNERS:

