



AXELA DEBT COLLECTION - THE OBVIOUS CHOICE
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Total Association Blog: Axela Debt Collection – The Obvious Choice

I first encountered Axela in late 2018 when I took over the management of a condominium in distress. The association was facing a daunting challenge with over \$1 million stolen by the previous board president, who had encouraged a staggering 60% delinquency rate by urging residents not to pay their maintenance fees in order to bankrupt the building and sell it to an investor. My first choice were Conventional lawyers, but this option was simply not viable for recovering such massive delinquencies due to their high costs. That's when I heard about Axela and immediately set up a meeting with Mitch Drimer, their representative. After a quick consideration of the potential gains vs. losses, I quickly realized that partnering with Axela was the easiest decision to make.

In life, we are constantly confronted with decisions that carry both potential gains and losses. As an Israeli Military Officer, I learned a straightforward approach to making informed decisions: consider the magnitude of what you have to lose and what you have to gain. In the case of Axela, it was a no-brainer. We had a lot to gain and almost nothing to lose. Axela offered us a solution to tackle our delinquency problem with zero risk on our part. They would take care of all the work and costs while ensuring we received every cent owed to the building. With such favorable odds, choosing Axela was an easy and sensible decision.

In order to make it easy let's look at the following chart showing on one side how much we have to lose, and on the other side how much we have to gain.

	Lose		
		A Lot	A Little
Gain			
	A Lot	?	Good Decision
	A Little	Bad Decision	?

Let's start with the easy part. If you have a little to lose but a lot to gain, odds are very much in favor of this decision. Therefore, it is likely to be a good one. On the other hand, if you have a lot to lose, but a little to gain, it makes no sense to go for that decision. It is most likely a bad decision. So, when facing one of those decisions to make, it is quite easy to make it.

Now it gets more complicated. If you have a little to lose and a little to gain, this decision becomes a gray area and a lot more thought needs to be taken. The same is true for a lot to lose and a lot to gain. Those are not easy decisions to make.

Now let's apply this decision-making approach to my experience with Axela. When presented with their proposal, it was clear to me that I had a lot to gain while having almost nothing to lose. Axela offered a solution to address our delinquency problem with zero risk on my part. They took on all the work and costs while ensuring every cent owed to the building would be recovered. The delinquent party's payment to Axela was inconsequential to me, as it was certainly less than what we would have paid a lawyer. Therefore, this decision to hire Axela was a "no brainer" for me – a clear-cut choice that required little deliberation.

In conclusion, I hope this short blog has shed light on the power of simplicity in decision-making. When facing choices, it is crucial to evaluate the potential gains and losses, allowing us to discern the best course of action. For me, partnering with Axela was an evident and rewarding decision, and I wholeheartedly recommend them to anyone dealing with delinquencies. Their expertise and commitment to results make it an easy choice for anyone seeking a viable solution.

If you have any delinquencies and need to address them, I encourage you to consider the approach I've shared above and explore the services Axela has to offer. Total Association integrates seamlessly with Axela automatically transfer delinquents of over 90 days to Axela. You of course, can also check on the status of any debt directly from the Total Association CRM. It is that easy and free.

Embrace simplicity in your decision-making and discover the ease of making the right choice. I hope I helped in some way,

Meni Dvir,

Total Association, President and Founder