

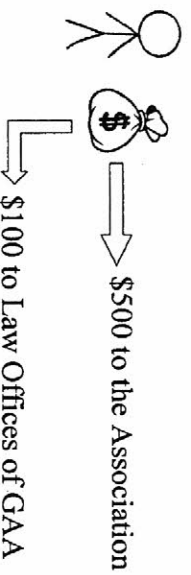
# THE LAW OFFICES OF GREGORY ALEXANDRIDES, LLC

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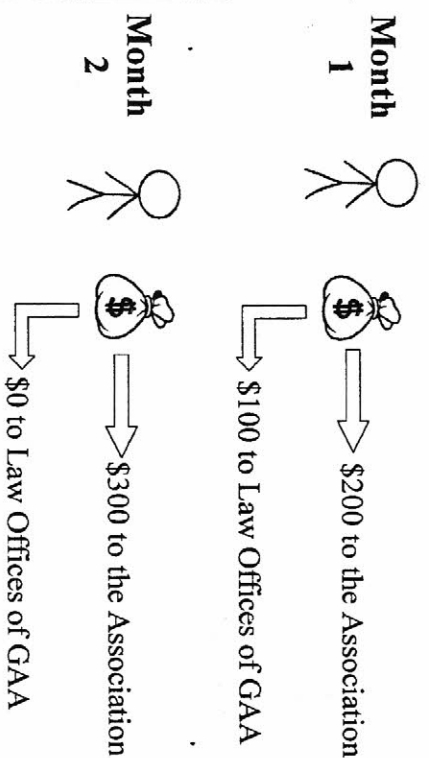
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## DEFERRED BILLING SIMPLIFIED

Example # 1: Debtor owes \$500 to the Association and  
\$100 in legal fees to GAA  
Debtor makes a lump sum payment of \$600



Example # 2: Debtor owes \$500 to the Association and  
\$100 in legal fees to GAA  
Debtor enters into a signed payment agreement  
to make two (2) monthly payments of \$300



### When does the Association incur costs and legal fees?

Clients only incur collection costs and flat-rate attorney's fees (in normal collection matters) when our office proceeds to perfect a right of the Association (i.e. notice of intent to create a lien, record the lien, files suit, executes on a judgment, etc.). Our office proceeds to collect these sums directly from the delinquent owner. On collection matters, we do not charge for phone calls, one itemization to debtor, or our monthly delinquency report.

### Main benefits of Deferred Billing?

- (1) *No up front costs or attorney's fees* for turning over accounts;
- (2) When an account is closed as *Paid-In-Full*, it is at *no out-of-pocket expense* to the Association; and
- (3) *Flat-Rate billing* controls the overall expense to the Association if the account is uncollectible.

### When does the Association get billed for the costs and legal fees?

Clients will be invoiced for outstanding costs and legal fees when either the Client or our office loses the legal right to collect the outstanding costs and legal fees from the delinquent owner. For example, the debtor loses the home to foreclosure and files for Chapter 7 bankruptcy, or the Client terminates our office's representation.