



Industry *insider*

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A MESSAGE FROM OUR PRESIDENT



AMANDA SHAW
President of AAM

Small Claims

AAM is now offering a Small Claims Court service as an alternative method for communities forced to pursue past due amounts owed by their homeowners. This low-cost option for obtaining a judgment through each applicable jurisdiction's Justice Court is fairly simple. Here's how it works.

After a homeowner's account has gone through the delinquent assessment cycle within the applicable Association (i.e. late fee notice, demand letter, recordation of lien) based on the approved collection policy, our paralegal team will prepare the necessary paperwork to file a claim on behalf of the Association with the applicable Justice Court. A small claims action requires no attorney. We can file complaints against the homeowner for unpaid assessments that do not exceed \$2,500 and obtain personal judgments for the unpaid assessments. In addition to our team's preparation of the court documents, our flat-rate fee includes the following: the court filing fee, a process server fee and coordinating payment plans if the homeowner contacts us after being served with the complaint, along with filing dismissal or satisfaction documents with the court once the homeowner has paid their assessments in full. The

flat fee will also be included in the judgment with the expectation that it will be reimbursed to the Association along with the past due assessments.

The benefits of this type of collection service are that it is a cost-effective method for a flat fee, past due accounts stay under the Board's control with AAM's continued oversight and the turn around time for obtaining a judgment against the homeowner for unpaid assessments can be shorter than having an attorney file a lawsuit against the homeowner in Justice Court.

If you are interested in having AAM provide this collection service, please contact **Kim Olson, AAM VP of Business Development**, at kolson@AAMAZ.com and we will prepare a revised collection policy (to note that the Board may be utilizing Small Claims Court action to pursue delinquent accounts after a lien is recorded) and Board resolution for the Board's review and approval. If you have additional questions about the process, please contact either **Kevin DeBolske, AAM CFO**, at kdebolske@AAMAZ.com or **Tiffany Lehr, AAM Paralegal Department Manager**, at tlehr@AAMAZ.com. We are excited about providing this alternative solution to delinquent assessments.

Cornerstones of the Business



Whether it's overseeing the team of accounting and legal professionals that serves AAM's homeowner association clients, providing investment and budgeting advice to homeowner boards or tackling the company's internal financial planning and reporting duties, Director of

Finance Adam Escobar is in the middle of the action.

Escobar joined AAM in 2005 as controller of master-planned communities. His vast financial knowledge and strong work ethic soon caught management's attention, quickly propelling him up the career ladder to assistant controller and controller positions before he landed at his current post in 2008.

"I'm constantly amazed by how multi-faceted Associations are," he said. "From the standard common area maintenance and CC&R compliance to the more complex Associations that run their

own community centers, day spas, restaurants and golf courses, there are always new and challenging projects to keep us busy and opportunities to improve our depth of knowledge within the industry."

Escobar's prior work experience includes serving as assistant controller for PinnacleOne (now an ARCADIS company), an international consulting firm to the construction industry.

He holds a bachelor's degree in business administration from Cal Poly San Luis Obispo with a concentration in accounting, as well as the Certified Management Accountant (CMA) professional designation from the Institute of Management Accountants. He is a member of the Institute of Management Accountants (IMA).

In his spare time, Escobar enjoys spending time with his family – wife, Carolyn, and toddler daughter, Tianna – golfing and playing the guitar.

TEAM SPOTLIGHT ADAM ESCOBAR

Did You Know CORN CUPS WILL REPLACE WATER BOTTLES

Did you know that AAM's latest green idea will spare Valley landfills from 2,000 plastic bottles a year?

The company has decided to kick its water bottle habit by replacing the traditional plastic containers with an in-office water dispenser. From now on, water will be served in glass pitchers and 20-ounce biodegradable plastic cups made from corn. The clear plastic cups will completely break down under commercial composting conditions in just 45-60 days.

"We are constantly on the lookout for new, exciting ways we can make a difference – both big and small," said AAM President Amanda Shaw. "This idea is a small change that will make a big difference to the environment and the well-being of our community."




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News You Can Use: DEVELOPER TRAINING

Mark your calendars now and plan to attend our next Developer Training session. It's never too early to plan for success, and you won't believe the tremendous amount of valuable industry information we manage to pack into each and every meeting!

TOPIC:	Legislative Update. Plus, Enforcement, Architecturals and Self-Help
DATE:	August 12, 2009
TIME:	9 a.m. - 11 a.m.
PLACE:	AAM Corporate, 7740 N. 16th St., Ste. 300, Phoenix

Attend in-person or via webinar. Please contact **Gina Beverly** at gbeverly@AAMAZ.com or **602-288-2675** for RSVPs and webinar instructions.

Continental breakfast and coffee will be served.

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