

## 7. Action Plan: Implementing Your Delinquency Reduction Strategy

Follow these steps:

### Step 1: Assess

- Calculate
- Document
- Identify causes
- Quantify

### Step 2: Develop

- Create a plan
- Establish roles
- Review progress
- Refine

### Step 3: Select

- Evaluate options
- Prioritize
- Ensure alignment
- Consider

### Step 4: Implement

- Configure
- Develop
- Conduct
- Create

### Step 5: Monitor

- Track key metrics
- Conduct
- Identify
- Share

**Pro Tip:** Set a schedule to track progress.

## 6. Case Study: How Storage Star Cut Delinquency by 80%

Storage Star, a growing self-storage company with facilities across multiple states, faced a significant challenge: delinquency rates exceeded industry averages, and manual processes were consuming staff time.

### The Challenge

- Delinquent units
- Staff time
- Inconsistent

### The Solution

- Storage Star
- Staff
- Enforced
- Proven
- Automated

### The Results

- 80% reduction
- 70% staff
- 50% cost
- Enhanced

View

## 4. Mastering Lien Law Compliance: A State-by-State Approach

Self-storage

### Key States

- Notice
- Commercial
- Public
- Sale

### High-Risk

- California
- Texas
- Florida
- New York

**Pro Tip:** Updates in

## 5. Automated Delinquency Management

Modern delinquency

### Essential

- Integration
- Payment
- Multiple
- Deposit
- Audit

### How Automated

- Reduces
- Ensures
- Accelerates
- Provides

**Pro Tip:** Look

## 2. Understanding the Delinquency Lifecycle

The path from

### Stage 1: Early

- Missed payments
- Returned
- Pattern

### Stage 2: Active

- Multiple
- Unresponsive
- Access

### Stage 3: Pre-

- Formal
- State-mandated
- Last

### Stage 4: Lien

- Legal
- Auction
- Unit

The most

## 3. Five Proven

### Strategy #1:

- Text messages
- Email
- Phone



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## 1. Introduction: The True Cost of Delinquency

Every unpaid unit in your facility represents more than just missed revenue.

Delinquency creates a cascade of costs that impact your entire operation:

**Direct Revenue Loss:** The average self-storage unit generates \$74.57 per month nationally (as of 2023 figures). When delinquency rates climb even 1%, that translates to thousands in lost revenue for mid-sized operators.

**Operational Inefficiency:** Staff spend 2-9 hours per month per property managing delinquent accounts—time that could be dedicated to customer acquisition and service.

**Legal Exposure:** Mishandling lien notices can result in lawsuits, with settlements that can potentially exceed \$10,000 per case, not including legal fees.

**Opportunity Cost:** Delinquent units remain occupied but unprofitable, preventing you from renting the space to paying customers.

The bottom line?

A 5% delinquency rate on a 500-unit facility costs approximately \$34,353 annually in direct revenue alone—before accounting for staff time and legal risk.

# Reducing Delinquency

**Joacim Rocklöv**



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web one of the ions produced is always h<sup>+</sup> which immediately combines with a water molecule to form the hydronium ion h<sub>3</sub>o<sup>+</sup> the h<sub>3</sub>o<sup>+</sup> ion is what defines the acidic properties of a substance because of their special classification acids have a naming system different from ionic or other molecular covalent compounds

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particledescriptiontable 1 particle descriptions strong and strong names of various acids particles not drawn to scale cl clbr  
brf h hhhhhf hcl hbr hhfcl hbr hfformulahcl hbr hfnamehydrochloric acid

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web the molecular or empirical formula acids have their own set of naming rules cf sec 2 8 which you must also know you also need to be able to recognize and name a few organic compounds such as simple alkanes and alcohols see sec 2 9 key questions 8 in the chemical formula and name which element is given first a metal or nonmetal 9

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web each pair has one acid that ends in ic and another that ends in ous these endings are related to the name of the polyatomic anion found in the acid ate or ite complete the statements below with the correct acid name ending polyatomic anion ending is ate acid name ending is if

