

Meet Emily Hays and Brandon Valera

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Emily and Brandon live in an older neighborhood in Aurora, Colorado, with their two kids. Emily went to Iowa State University to get her degree in Elementary Education and her teaching certificate. After working many years in the restaurant business (he started working in high school as a prep cook), Brandon earned a Certificate of Culinary Arts & Wine from the Cook Street School of Culinary Arts.



After graduating from Iowa State, Emily moved to Denver to stay with her grandmother, who was ill. Brandon, a neighbor, volunteered to make protein cookies with Grandma's medicinal

Facts about Emily and Brandon

Factory Demo Scenarios

Courtesy of Kevin Payne

<https://docs.google.com/a/promontech.com/spreadsheets/d/1sauCj3MwlGnZC59hSntXVkJuigwGoCXeYVmqEa1ED4A/edit?usp=sharing>

Where They Live Now

960 S Joliet Street, Aurora, CO
80012



marijuana so she could maintain her appetite and keep up her strength during chemo. Brandon's experience supporting his Army buddies who had been injured in Afghanistan and Iraq made him especially empathetic to Emily's situation. As her grandmother's health declined, Emily began to rely on Brandon's strength and kindness more and more. Brandon grew to admire Emily's devotion to her Grandma and her ability to manage insurance forms and hospital bureaucracy. A year or so after meeting Brandon and Emily were married. As a wedding gift, Emily's Grandma created a trust for the couple after liquidating her assets. Sadly, Grandma passed away six months after the wedding. Emily is executor of her estate.

Emily and Brandon **bought the house at 996 Joliet 80012** from Grandma's estate. They've been living there for five years, with **Ethan (10) and Zoey (4)**. Ethan is Emily's son from a previous relationship. **Ethan's dad pays Emily \$200 a month for child support.**

Ethan had struggled in regular public schools (bullying and boredom). Because Brandon and Emily can't afford private school, they want to try out a charter school. He has been picked in the lottery for [whatever school we pick] and moving closer will make the commute easier since they will have to drive him to school now as there is no bus service. There are a few choices in their preferred neighborhoods. Their first choice teaches Spanish, focuses on different learning styles, ability groupings, and more hands-on learning: <http://excel-academy.jeffcopublicschools.org/> - It's a nine minute drive from their new house. Siblings are given first enrollment, so Zoey will have the option to attend the same school when she's old enough.

Why They're Using the Borrower Wallet

Emily and Brandon are buying a new home for their family. If circumstances change, they could stay in their current home and refinance.

Target Property

6974 W. 71st Place, Arvada, CO 80003 4 beds 2 baths 2000 sq ft \$384,000

[8563 Gray Ct, Arvada, CO 80003 4 beds 3 baths 2,448 sq ft \\$400,500](#)

How They Support Their Family

Emily's Career

Emily knew from the time she was six that she wanted to be a teacher. After a few years as a second-grade teacher at an elementary school in Jefferson County, she decided that the classroom wasn't for her. That didn't stop her from pursuing a career in education though. She put her education and experience to work for the school district. **Three years ago she became the state's Educational Programs Coordinator in Denver, a position that paid \$56,800/year plus full benefits.** This year she became a Content Development Specialist Principal Consultant, a **promotion which came with a significant raise to \$85,500 a year.**

https://www.zillow.com/homes/for_rent/996-S-Joliet-St,-Aurora,-CO-80012_rb/?fromHomePage=true&shouldFireSellPageImplicitClaimGA=false&fromHomePageTab=rent

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DOB

Emily - 8/15/86

Brandon - 2/6/1989

Education

Emily has some grad school, Brandon has associate's

Brandon's Career

Brandon's career trajectory has not been as straightforward as Emily's. Trained as a chef, Brandon's career path changed dramatically after he witnessed a terror attack while visiting Madrid, Spain. He felt it was his duty to enlist. After serving in Iraq and Afghanistan, Brandon returned to Denver, and to sharing his love of food with others by starting a food truck business. To start his business, Brandon had withdrawn money from his 401k (which he contributed to before joining the military). **The amount of cash he withdrew from his 401k was 11,000.00.**

Brandon's Current Income

The business is growing slowly but steadily, but there are no significant profits, so **two years ago Brandon became a sous chef** at a small, well-reviewed restaurant in Lohi, a trendy Denver neighborhood. It's less money than he could make elsewhere, but it's with a chef he admires and who has become his mentor. **His income from the restaurant is about \$34,500 a year.**

Brandon's Additional Income

While saving money for a down payment on their house, Brandon worked one day a week at Automotive Avenues selling used cars on commission. **For the five months he worked there, his commissions were about \$2250 monthly.** (To use as qualifying income, Brandon would need to have earned this amount monthly for 18 to 24 months. This money can be used as an asset, though.)

Previous Income - Brandon

Brandon has had several sources of **military income**:

- Military Base Wages - **2247**
- Basic Allowance for Housing (BAH) - **1725**
- Basic Allowance for Subsistence (BAS) – **294.43**

This income is reported on the Leave and Earnings Statement issued by the Defense Finance and Accounting Service (DFAS). The LES is a support document for military income in the PromonTech end-to-end loan system.

Other Family Income

Together, Brandon and Emily earn **\$915 each month from the trust** his wife's grandmother set up for them. The terms of the trust allow them to request a different amount if they need it. The trust is set up through Fidelity. Emily and Brandon received an initial trust statement from Fidelity. They get a statement every month.

Savings

Emily has **\$3600 in a deferred compensation plan, \$12,800 in the state's public employee pension plan.** Emily and Brandon have **\$4,000 in savings.** The couple decided to

Relationship Status

Married

Present Address

996 Joliet Street
Aurora, CO 80012

Name & Address of Employers

Emily: Colorado Department of Education 1560 Broadway, Denver, CO

Brandon: Hops & Fox, 2525 E 16th St Denver, CO 80211

Details for Demos

This persona provides:

- More complexity
- Older co-applicants
- Homeowners
- Dependents
- Multiple sources of income
 - Self Employment
 - Child Support
 - Trust
- Assets
 - Pension
 - Savings
 - Trust
 - Retirement
- REO - will retain current home for rental income
- Previous addresses in multiple states
- More realistic liabilities
 - Two cars, one paid off
 - Debts for Brandon:
Target card, car loan

reduce expenses and put all of Brandon's earnings from his taco truck business to pay off the credit card debt. When that is paid off, the business income will go directly into savings.

Bills

They purchased Grandma's house from her estate; their mortgage is \$1200/month. https://www.zillow.com/homes/for_rent/996-S-Joliet-St,-Aurora,-CO-80012_rb/?fromHomePage=true&shouldFireSellPageImplicitClaimGA=false&fromHomePageTab=rent

There's also Brandon's car payment (\$450/month). His auto lease is about to end. Rachel's credit card payments are \$225/month; her student loan payments are \$525/month. Brandon's student loan payments have been deferred.

Relationships

Brandon has family and friends from high school who live in the Denver suburbs. He uses Facebook to check in with his high school friends. Brandon has lots of friends and acquaintances from the restaurants he's worked at. He keeps up a friendly Instagram competition with his friends from culinary school, showing off his latest creation. Brandon volunteers cooking at a soup kitchen in his spare time.

Except for one uncle who lives in Denver, Emily's family lives in Iowa and Nebraska. She has two good friends who still work at the school she taught at; they see each other regularly in person, but use Facebook to share photos. Emily is friendly with several of her current co-workers - she uses Facebook to plan get-togethers for this group, including her book club.

Accomplishments

Gutting and refurbishing Grandma's house. Becoming homeowners. Getting married. Starting a business, getting promoted. For Emily, getting through her grandmother's illness and death. For Brandon, becoming a step-parent to Ethan, and father to Zoey.

Goals

Buying a bigger home. Growing their family. Promoting the taco truck business. Brandon would like to take the North American Sommelier Association's Certified Sommelier course. Emily is on a management track at work.

Personality traits

Emily is organized, methodical, practical, and kind. At work she's not afraid to take the initiative. She's been a key player in delivering several important projects on time and under

- Emily's debts: Credit cards, Capital One, REI store card
- Student loans
- Repairing credit - it's not great, but improving

Can be adapted for:

- Disability income/VA benefits
- Military Income
- Commission Income
- Boarder (Emily's uncle)
- VA loan
- Refinance

References

Demographics, Employment and Salary

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budget. Her manager relies on Emily's leadership skills and has recommended her for a promotion. Emily's a thinker, and she's a bit reserved, preferring to hold back and observe in social situations, instead of jumping right in.

Brandon is outgoing, friendly and warm. He's a problem solver who finds it difficult to stand by when someone needs help. This combination can make him a bit impulsive when he's out with his friends. At work, he's safety conscious, precise, and has a high level of situational awareness. He's a quick study, and adapts to change easily and with good humor.

Technology

Neither Emily or Brandon are fond of technology for its own sake, but use the standard social media to stay in constant touch with friends. Brandon uses online tools for ordering supplies at work and for his taco business. He also uses Quickbooks, which Emily helped him set up. He's frustrated by the lack of mobile features. He uses scheduling software and other management programs at the restaurant. Those programs are set up on the computer in the restaurant office. Brandon orders supplies online, and by phone.

At work, Emily uses MS Office, Project, Gmail, and other productivity software daily. Took an Instructional Design course in college and used it to create an online class for her year-end project. She found it frustrating.

Using the Borrower Wallet

Emily set up their account, and they went over the initial entries together, but they're taking turns on their own to upload documents and perform other tasks. Emily does most of the banking for the family, and she takes the lead in communicating with their loan officer, Matt Cordoba. Brandon uses his phone to log into the BW. Emily uses the family iMac at home or her work laptop.

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