



CELEBRATING
55 YEARS

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2022 Ones to Watch: Itamar Chalif, Vice President at Rockland Trust Company

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What recent project, transaction or accomplishment are you most proud of? My work includes many business mergers and acquisitions, often with commercial real estate and equipment. In most

instances I work with the customer over an extended period of time, often beginning before the transaction. I am a resource, not transactional. I help put teams together of trusted advisors including CPAs, attorneys, business brokers, and others who help with both ends of the acquisition. Since I invest so much in my clients' success I feel pride and a sense of accomplishment when I receive "if it wasn't for you, I would not be in business today" calls and emails from customers. Separately, I'm proud to be part of a new group, the Middleborough Business Resource Center, which is helping incentivize businesses to open or relocate to this town.

What does it take to succeed in your specific industry? To be successful, a person needs to be honest and empathetic, have a knowledge of not only this industry but the industries that you come in contact with, and be responsive. It's important to possess a sincere desire to help others and respect that the people we serve all take great risks and put everything on the line to pursue their dreams. And it helps to have a good imagination to see solutions that may not be so visible at first, meaning "think outside the box."

What led you to your current profession? I worked for myself as an independent financing consultant, helping small business owners navigate the complex, often intimidating world of business financing. In 2010 the bank reached out to me about coming to work for them. It was and continues to be a great opportunity!

What are the top 3 items on your bucket list?

Visit Alaska

Hike the Grand Canyon

Extended international travel

What are you doing when you aren't working? Hiking, kayaking, landscaping, and spending time with family.

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