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2023 Ones to Watch - Industry Leaders: Joseph Tavares of Rockland Trust Bank

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Joseph Tavares
Vice President, Sr. Commercial Lender

3 skills that you use every day in your position: Stay Educated: Keep up with current trends and events to stay informed. I wake up early each day to read or listen to a financial podcast. It's critical to understand how global changes have local impacts. Stay Organized: I map out every day to stay on task. It's very easy to get distracted. Stay Connected: It's important to be in regular contact with clients, especially in today's turbulent economic environment and where everyone is spread thin.

Best book, podcast, or app for aspiring leaders: I recommend finding industry-specific options, but I am a huge believer in the Wall Street Journal for content.

Best advice for new leaders in 10 words or less: Identify your strengths/weaknesses early on - focus on developing those skills.

What was one of your biggest challenges as a leader and how did you overcome it? In this volatile environment, a key challenge is managing client expectations. This includes educating them on rates, constrained lending guidelines, and any economic impacts on their investments. Spending extra time to walk them through any new or existing opportunities goes a long way. Lenders like myself have been through these cycles before however, and being patient with newer investors only helps to deepen your relationships.

What makes this nominee an Industry Leader? "In the years I've known Joe, he has been relentlessly committed to not only understanding his trade, but also engaging in his community and providing high-quality service. In today's market, a financial partner who is knowledgeable and cares about the longevity of your organization is invaluable; Joe executes this with ease and a smile." - James Rizzo, EVP, Chief Commercial Banking Officer at Rockland Trust Bank.