MONTHLY BUSINESS BOOK CLUB

REALTOR® ASSOCIATION OF PIONEER VALLEY

Turning Pages & Turning Keys

RAPV Reads

Book Club Discussion

DECEMBER MEETING: MONDAY, DECEMBER 7th, 2026 at 11:00am
RAPV (225 Park Ave, 4th Floor, West Springfield, MA 01089)
DECEMBER BOOK: "*Procrastination Proof: Never Get Stuck Again" by Jon Acuff*

NOTES & TIPS this month:

- Don't forget about the book swap!
- 🍪Feel free to bring snacks or comfort items! RAPV is your living room for the morning!

AGENDA: DECEMBER 7th, 2026

1. Welcome & Icebreaker Round (10 min)

2. Book Overview

3. Main Discussion

4. Accountability Activity

5. Choose the Next Read *(is it available for free on at least one platform?)*

Schedule Next Meeting

RAPV READS: Book Club Discussion Guide

Key Idea From the Book: Procrastination isn't always about laziness. Sometimes we put things off because a task feels overwhelming, we're afraid of getting it wrong, or we don't know where to begin. This discussion explores how to recognize those patterns, get unstuck, and turn good intentions into action.

Discussion Questions

1. **Understanding Procrastination**
   -Why do you think we procrastinate, even when something is important to us?
   -Do you tend to procrastinate because a task is boring, overwhelming, or because you're afraid of getting it wrong?

2. **Perfectionism & Getting Started**
   -How does perfectionism keep us from making progress?
   - Have you ever delayed starting something because you wanted it to be perfect?
   - Is it better to do something imperfectly than not do it at all?

3. **Breaking Through the Stuck Points**
   - What strategies help you get moving when you're feeling stuck?
   - Do you work better with deadlines, accountability, or breaking tasks into smaller steps?
   - What's one task you've been overcomplicating that could be much simpler?

4. **Procrastination at Work**
   - What do REALTORS® tend to put off most: prospecting, follow-ups, paperwork, marketing, or difficult conversations?
   - How does procrastination affect business growth?
   - What important task would make the biggest difference in your business if you finally tackled it?

5. **What's one task you've been avoiding that could move your business forward – and what's the smallest step you can take to get started?**

What could you accomplish if you stopped letting procrastination get in your way?

Accountability

Name 1 task you've been putting off --

_____

I commit to completing the 1st step within 24 hours: _____

Signature