



Turning Pages & Turning Keys



RAPV Reads

Book Club Discussion

AUGUST MEETING: MONDAY, AUGUST 24th, 2026 at 11:00am

RAPV (225 Park Ave, 4th Floor, West Springfield, MA 01089)

AUGUST BOOK: *"The Emigrant Edge: How to Make it Big in America"* by Brian Buffini

NOTES & TIPS this month:

- *This book is available on Kindle Unlimited at no additional cost; audio versions on Nook and Spotify Premium at no additional cost; on several used books sites under \$10; and sells for roughly \$20 on major retail platforms. There is one copy at the Worcester Public Library*

Don't forget about the book swap! (I'm bringing a Mediterranean cookbook 😊)

🍷 Feel free to bring snacks or comfort items! RAPV is your living room for the morning!

AGENDA: AUGUST 24th, 2026

1. Welcome & Icebreaker Round (10 min)

2. Book Overview

3. Main Discussion

4. Reflection Round

5. Choose the Next Read

Next Meeting: Monday, September 28th, 2026

RAPV READS: Book Club Discussion Guide

Book: *The Emigrant Edge: How to Make it Big in America*

Author: Brian Buffini

Key Idea From the Book: Brian Buffini shares lessons learned from his journey as an immigrant who came to America seeking opportunity. Through personal stories and practical insights, he explores the attitudes, habits, and values that help people achieve success. The book emphasizes gratitude, perseverance, relationship-building, lifelong learning, and the willingness to take action in pursuit of a better future

Discussion Questions

1. **The Emigrant Mindset** What does Buffini mean by the “Emigrant Edge”, and do you think someone has to be an immigrant to develop this mindset? Why or why not?
2. **Gratitude** Why do you think Buffini places so much emphasis on gratitude? How does gratitude influence success and happiness?
3. **Resilience & Perseverance** Can you share a time when a setback ultimately helped you grow?
4. **Relationships: A Key Ingredient for Success** Why are relationships especially important in real estate, and what can we do to strengthen our professional and personal relationships?
5. **The American Dream** Do you believe the American Dream is still attainable today? What does “making it” mean to you personally?
6. **Lessons**
 - a. Which lesson from the book applies most directly to real estate?
 - b. How can REALTORS® and Affiliates develop greater resilience during challenging markets?
 - c. What role does gratitude play in serving clients and building referrals?
 - d. Which “Emigrant Edge” principle could help build a stronger business?



Is opportunity something we find, or something we create?

Reflection

What is one lesson from *The Emigrant Edge* that you want to apply more intentionally in your life or business over the next 30 days?