

### **Mo Bunnell Bio**

Mo Bunnell helps complex organizations grow by scaling business development skills across their organizations and creating a growth-oriented culture. He's the author of Give to Grow, The Snowball System, the host of the podcast Real Relationships Real Revenue, and the founder of Bunnell Idea Group (BIG), who has trained tens of thousands of professionals.

BIG's clients have used Mo and his team's GrowBIG® training to give their experts a system for growth that creates deep relationships, gives a comprehensive business development framework and dare we say, is fun to use.

Mo started out his career as an expert himself, passing all the actuarial exams to earn their highest designation: Fellow of the Society of Actuaries. Today, Mo enjoys working with hundreds of clients, including some of the largest, most prestigious service-based organizations.

Mo and his wife of over 30 years, Becky, enjoy spending time with their friends and two adult daughters. Outside of work, he enjoys working out, backpacking, and playing ultimate frisbee at the national and world levels. Becky and Mo live in Atlanta, Georgia, with their four horses, two cats, a dog, a bird, and a miniature donkey, Louie Hamilton.