

Season 4 of Real Relationships Real Revenue with Mo Bunnell is a 100-episode series covering the top 100 micro-skills that someone needs to be great at growth. Each episode is super digestible—being only 5-8 minutes long.

This document highlights what GrowBIG® Training module each episode relates to and where to find more on the topic within the GrowBIG® Training binders.



Module 1: Adopt The Right Mindset By Focusing On A Better Buying Process

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- [Becoming Great At Anything By Creating a Business Development Mindset](#) – pages 9-12
- [Having a Business Development Mindset Means Knowing What Motivates a Buyer](#) – page 5
- [Start Crafting Your Business Development Mindset By Understanding Your Why](#) – pages 7-8
- [Closing Deals by Understanding the Major Steps of the Perfect Buy-in Process](#) – pages 13-17
- [Business Development Is a Learnable Skill](#) – page 2



Module 2: Adapt Your Thinking To Win With Everyone

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Module 4: Create Curiosity To Increase Engagement

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Module 17: Grow Your Book Of Business, Your Relationships And Your Career

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- [Why You Should Start Looking at Your Business Like a Pro Athlete](#)