

MAKING THE MOST OF MEGA CAMP

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Networking for Making Connections at Major Events

WHAT IS YOUR GAME PLAN?

At a point you may not need to learn more things, you may just need to make more connections

What is your intentions to how many pieces of business are you looking to get out of it?

WHAT IS THE SYSTEM

Before: Create the plan before you pack

During: Walk into the room without feeling transactional

After:

BEFORE

Time block your post-event lead management

60-90 Minutes within 24-48 hours

60 Minutes 1 week later; follow up with people after

TAKE A SELFIE WITH THEM AND
SEND IT TO THEM RIGHT AWAY -
FACES OVER NAMES!

DO NOT LEAVE YOUR FOLLOW-UP TO LEFTOVER TIME

CREATE YOUR OWN NETWORKING GRAVITY.

Reserve 1 - 2 meals

Post a specific invite

Reconnect before arrival

Set your number

} Play for social media

Before I leave MEGA Camp, I will create ___ meaningful new relationships

YOU WANT PEOPLE TO LOOK AT YOU LIKE YOU ARE
A CONNECTOR OF PEOPLE.

DURING: LEVERAGE WHAT IS ALREADY HAPPENING

Introduce yourself to people near you.

Stay curious and present

Invite people into plans you

have already made

Do not spend breaks hiding (unless
you need to recharge)

ONE MORE CONVERSATION RULE:
WHEN YOU ARE READY TO LEAVE,
MEET ONE MORE PERSON

My MAPS coach is making me talk to ___ amount of people

SELFIE, TEXT, NOTE, NEXT STEP

Quick text:

"Great meeting you at Mega Camp! Here is our picture so we both remember where we connected. I enjoyed our conversation about your business in _____. Let's stay in touch."

- Add market + market center
- Capture one personal detail
- Write down what you promised
- Set a next follow-up date

DURING: CONVERSATIONS DO NOT FEEL SALESY

A meaningful relationship starts with genuine interest, not a referral request

Be curious before you try to be impressive.

HAVE A PURPOSEFUL CONVERSATION
- NOT A SALES TRANSACTION

It's a marathon, not a sprint. This is the beginning of the growth of the relationship.

AFTER: HONOR THE BLOCK

The fortune is in the follow-up.

Review pictures and notes

Connect on social media

Send the resource or intro you promised

Send 30-60 second personalized video

Video framework

Name → where you met →
specific detail → appreciation →
next step

FINAL COMMITMENT: MAKE MEGA CAMP WORK

BEFORE

My follow-up blocks are scheduled for _____ and _____.

DURING

I will create _____ meaningful new relationships.

AFTER

I will send _____ video messages and schedule _____ calls.

Write down 5 questions I want answered for my business.

As you meet people, ask them those questions to get some of their thoughts

What specific questions are you coming with?

One step deeper: create an agent newsletter with the answers

What are the questions you ask the most influential people around? Think the "KW Celebrities"