

# Surefire Ways To Increase Your Traffic Starting Today!

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In this report I'm going to outline a few little tricks to keep the traffic coming even when you stop promoting.

There is one hard and fast rule in generating income for your website: A steady flow of website traffic. If no one goes to your site, it hardly bears a chance of generating an income. Many sites have tried and failed in doing so, and these results to the sites demise. It takes money to maintain an income-generating site; it also takes money to make money.

BUT, it doesn't take a whole caboodle of cash to generate website traffic for your site.

Ever wonder how does big hit sites drive traffic top their site? Most of them are spending tons of money to drive the traffic to their sites, investing in many advertising campaigns and different forms of marketing schemes and gimmickries. This is all worthwhile because, well, they are what they are now, high earning, and big hitting websites.

You don't have to do this if you don't really have their resources. There are many ways to generate low cost website traffic without having to spend what you don't have or can't afford. Many people have banked on high cost methods and have ended up losing their shirt over it.

Here I present to you the top ways to generate low cost or no cost website traffic that could help your site a whole lot. Even if you only get a small percentage of successful visitors in to client ratio it still works especially if you get a high number of website traffic.

One of the most important promotions is links, you have to have links back to you site or no one will find you nor will the search engines know you exist.

And prior to what you may have heard all links aren't created equal, no no, the best link is the "one-way" link, yep a one-way link to your site from a highly related site is like gold to the search engines mainly Google. One-way links are more difficult to obtain than traditional reciprocal links, but the pay off in securing solid long-term search engine ranking and results is far greater.

But Dennis getting one-way links is tougher than trying to pull a nail with your teeth!

Well, it doesn't have to be and I'm going to outline a few ways to accomplish this feat:

**1) Create an interest:**

Create a informational, interesting web site that is helpful, and other sites will naturally link to it.

**2) Write content that gets attention:**

Do something crazy, outrageous or brilliant and people will link to your site without being asked or asking you :)

**3) Submit your site to directories:**

Submit your site to major directories, such as Yahoo! and DMOZ.org, in the appropriate category. There is also several other smaller directories, search them out and submit to them as well...

**4) Participate online communities and forums:**

Participate helpfully in forums, which allow a text link to your site in the signature. Make sure to read the forum instructions first, or you'll risk getting scolded if you do something wrong :). This only requires your time and nothing else.

You can share your knowledge and expertise with many online communities as well as your website. You can get free advertising when you go to forums that have the same subject or niche with your site.

Share your two cents and let them see how knowledgeable you are with the subject. As you build your reputation, you also build the reputation of your site, making it a reputable and honest business that could be frequented and trusted by many people.

#### **5) Ask newsletters to publish your article:**

Write articles and submit them to newsletters, which are then archived in their online newsletter.

#### **6) Submit articles to article directories:**

This is a great way to get one-way links, just write a great article and submit it to the article directories, not only will you have a link from there but also other publishers will use your article on their sites so even more one-way links.

There are many e-zines and online encyclopedias in the Internet, which provides free space for articles to be submitted. If you want to save costs, you can do the articles yourself. There are many freelance writers who are willing to write for you for a small fee, but to save money; it is wise to do those articles yourself.

Write articles that are themed along with the niche of your site. Write something that you have expertise on so that when they read it, they can feel your knowledge about the subject and will be eager to go to your site. Write articles that produce tips and guidelines to the subject or niche your site has.

Include a resource box at the end of your article that can link them to your site. Write a little about yourself and your site. If you provide a light, information-laden and interesting article, they will go to your site for more.

#### **7) Publish articles on your site:**

Make sure to publish your articles on your site and invite other sites to publish them on their sites, with a link back to your site. Can also ask website owners to swap articles if your sites are related this gets a much higher response than just asking for a link exchange.

#### **8) Syndicate your material to other sites:**

Create a content syndication feed (RSS feed) and include a link to your site. Make sure to use php rather than JavaScript to ensure search engines parse your headings and links!

#### **9) Write testimonials for products you love:**

When you purchase a product and it exceeds your expectations e-mail the business a testimonial. Make sure your testimony is detailed. Give them permission to publish it on their web site, and see if they will link it to your site in return.

#### **10) Free software tools provided with required link back to website:**

Have a program created that others can add to their site for their visitors, with a link back to your site.

Another great resource is to submit your news or press release - Whenever anything big goes on with your site then you can submit your news or press release to other sites that actively publish news of other sites. This not only provides you inbound one-way links but also brings a lot of free traffic to your website.

One-way link building means hard work and long-term determination to achieve good link popularity results. By improving the quality of your website, you improve the chance of getting good quality natural links. Spend a set amount of time each week on getting quality one-way links to achieve your goal. By using this long-term linking plan you will be able to build links for optimum link popularity success.

Another way is to set up a system to collect emails of your visitors, via a form on your site a squeeze page or pop ups, popunders, and exit pop ups.. I know pop ups have got a bad wrap lately but they are still affective..

Now they have tools to get around the pop up blockers and here is a site that does a pretty good job of getting your message through:

<http://www.instantpopover.com/>

For the squeeze page, it is just a simple page that collects the name and email address of your visitor and in return you give them something of value and send them to a another page (usually a product you have for sale) here is an example of a squeeze page:

<http://www.higherrevenuemarketing.com/seo-revolution/>

Any way you can, you need to get their email address and follow up with them, have an autoresponder series setup to follow up with them for at least 5 days and try to sell them what it is you have for sale whether it is your own product or an affiliate product. Just don't try to hard sell them in the follow-ups, have it to where the product compliments the course in the series.

Another couple of ways of getting repeat traffic:

1) setting up a bookmark our site.

2) setting up a refer our site to your friends:

This works well, if you give them an incentive to refer a friend, maybe a course or an article or anything of value to your visitors.

You can also do the traffic exchanges; this is like exchanging links but on a different higher level. This may cost a bit more than exchanging or trading links but could be made cheaper because you get to earn credits. You can use those credits when viewing others traffic, while you earn credits when someone views yours.

Traffic exchange services are the viewing of another's site or page. This is done vice versa where a site can use your sites contents and so can you to his or her site. You both benefit from each other's efforts to generate traffic. The other sites visitors can go to your pages and know more about your site as

well as theirs. Once again the public awareness of your sites existence is boosted.

Use viral marketing, viral marketing allows you to spread the word about your company and product without any costs or if ever low costs only. This is a marketing method that can be quite sneaky; you can attach your company's name, product or link to a certain media such as a funny video, entertaining game, an interesting article or a gossip or buzz. With this method, people get infected with the creativity and entertainment of the medium that they will pass it on to many people.

There are things you can do to get traffic such as tag and ping; this is a method I have been using for some time. It's basically a way of using the tag or tagging system of such sites as Technorati to draw attention to your tag or keyword.

It has a special application for keyword marketing and is very effective for getting traffic and links to your keywords. One simple way to use tags with Technorati:

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<a href="http://technorati.com/tag/Computers" rel="tag">Computers</a>
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Or if your blogging software supports categories; this will be recognized by Technorati as a tag.

You can do this for any type of keyword or keyword phrase, now it is best to try and find a keyword that isn't used by every other person, I mean you can use that keyword, but try and find one with less competition as well, cause these are the ones you will get the most traffic from.

So after you are finished writing your article or post, you add your tags at the bottom before you publish the post.

You will want to get accounts at the following bookmark sites:

<http://del.icio.us/>

<http://co.mments.com/>

<http://www.furl.net/>

<http://myweb2.search.yahoo.com/>

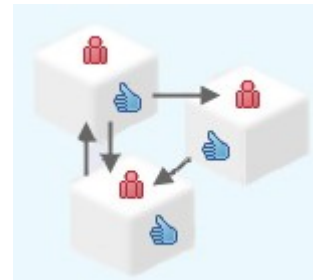
And bookmark each of your posts, this is really simple there is a plug in for wordpress called Sociable and can be downloaded from here:

<http://push.cx/sociable>

You can also get instant traffic from a site like <http://www.stumbleupon.com>

With a single click you can find and share interesting sites recommended ( 👍 ) by friends and like-minded people.

StumbleUpon uses 👍/👎 ratings to form **collaborative opinions** on website quality. When you stumble, you will only see pages, which friends and like-minded **stumblers** (👤) have recommended. Unlike search engines or static directories, this enables a true "democracy of the web" – all SU members have a say ( 👍 or 👎 ) as to whether a page should be passed on. Rating pages also improves **your** stumbles... such ratings connect you to like-minded people who will show you interesting and relevant sites.



You can download the plug-in for FireFox here:

<https://addons.mozilla.org/firefox/138/>

And for the Internet Explorer here:

[http://www.download.com/StumbleUpon-Toolbar-for-Internet-Explorer/3000-2378\\_4-10573440.html?tag=lst-0-2](http://www.download.com/StumbleUpon-Toolbar-for-Internet-Explorer/3000-2378_4-10573440.html?tag=lst-0-2)

Then once it is installed, just pull up your sites and rate them and add a review.

You can also add your site, or article to <http://www.Digg.com> where people can then vote on your article, the more votes you get the more traffic you get.

Well, this about sums it up, there is several ways of getting traffic and free traffic at that, just do what I laid out above, every day, get you a game plan and stick to it, and I guarantee if you do this and stick with it before long you won't know what to do with all the traffic :)

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