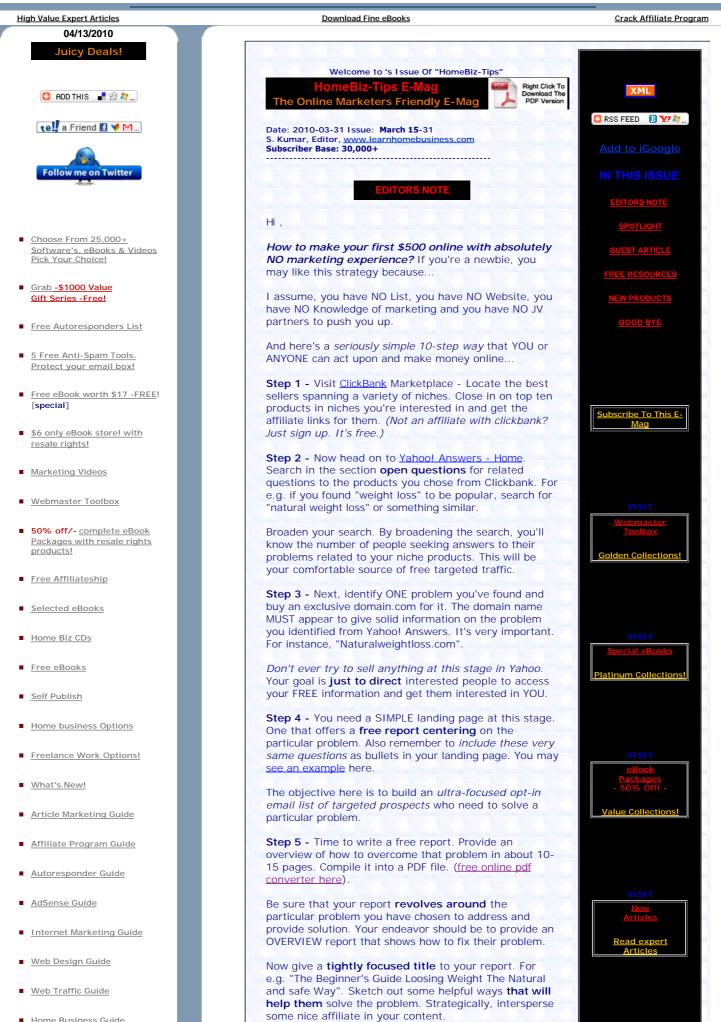
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Home Business Guide





- Pin-point super-profitable ecommerce niches?
- High volume keywords @ 5 cents a click on Google?
- Effectively market Clickbank (or any other) products through SEÖ & free traffic?
- Profitably promote CPA offers through Adwords?

Well! - the following video is about to reveal an incredible new Internet Marketing tool that has the potential to multiply your income TEN-FOLD in the remaining months of 2010 and beyond - just wait 'til you see it in action!

Watch The IMeye Operational Video Here

#### GUEST ARTICLE by Jay Allyson

### Seven Inexpensive Ways to Generate Traffic to Make Money Online

There are **multiple ways** to get traffic to your website for very little cost that can make you money online or that cost you nothing but your time.

There are two hard facts of any internet business that you cannot escape.

To make money online, you need to **generate traffic** to your website and second, you need to convert that traffic **into buyers**.

You might try to do this directly by sending them to a sales page or you may do it indirectly by sending them to an <u>opt-in page</u> to capture their details or to your information site or blog.

First, you should focus on <u>identifying your killer</u> <u>keywords</u> – the ones that attract the right kind of people into you business.

With a good match between what people are searching for and what you are offering, the actual traffic you generate will be more highly targeted and predisposed to your offer and *so more likely to convert into buyers*.

While there are ways to jumpstart your traffic flows, the holy grail is knowing *how to generate low cost website traffic* without having to run up a huge daily advertising bill.

Here I present to you my top 7 strategies to generate low cost website traffic that could help make money online for you.

**1. Link exchanges:** This is a well known and proven strategy. Many business owners are willing to exchange links with one another so that they could produce more visibility for their sites.

The more you *create contextually relevant back links* to your website from other pages, the more the traffic you'll see coming as you'll start to rank higher. This usually means it is in the same niche or a relate niche as your own site.

This strategy pleases humans as much as it keeps the search engines happy.

Exchanging links with authority sites or sites with high page ranks will also increase your traffic even more significantly, as it will boost your rankings in search engine listings.

**2. Article Marketing:** There are many ezines and online newsletters on the internet which provide free space for you to submit articles.

To keep your costs low, you can write the articles yourself. Or you can save time, by using the many

freelance writers who are willing to create articles on your best converting keywords or keyword phrases.

Write articles that complement your website, product, business, other offers or on your expertise. This way you can come across as an authority.

Write articles that produce tips and guidance on your niche. Looking at existing content on your chosen niche will help you find gaps so less competition and your article will rank more highly for those keywords.

At the end of the <u>article submission process</u>, you can insert a "resource box" where you say something about yourself or your business with a link to your site.

If your visitors do go there, they are already impressed and predisposed to your offer, wouldn't you say?

Once you have your article accepted in your primary article directory, you can also send variations to other article directories.

There is a lot of free article submission software available to automate the process and if you are doing a lot of article marketing, a great paid service I personally use is SubmitYourArticles.

**3. Video marketing:** Video marketing can send *literally thousands of visitors* to your primary business. Just look at the popularity of YouTube! 5-10 minutes is all you need to get your point across.

You can either use a camcorder to video your own talking head or create a footage around your product or offer and add the audio later. You can also create a series of photos and powerpoint slides and record an audio commentary around that.

Don't forget to add your website URL as a running title along the top.

Once you have a few videos made, you then need to submit them to video sites. The most popular are youtube.com, metacafe.com and dailymotion.com.

To really get the most traffic back to you website, you can use <u>video submission tools</u>. There's a free video submission service, TubeMogul. An even better tool is a paid service I use is Traffic Geyser.

**4. Forum marketing:** This is completely free – it only requires an input of your time. Do some initial sulking around to identify the kinds of problems people have in your niche.

Once you feel you understand the community, you can start to feedback a comment, start a post, here and there, using your knowledge and expertise.

You can get free advertising when you go to forums that have the same subject or niche with your site. With every post, *you can add a link* to your site. But remember first to give value, not just blatantly advertise your site.

As you build your reputation, you also build the reputation of your site that could be frequented and trusted by many people.

**5. Twitter marketing:** Twitter and blogging go hand in hand. They help you build your authority and social networks within your niche.

Twitter has totally transformed the way that people communicate online and since it's free, <u>it really should</u> <u>be an indispensable part</u> of your overall marketing strategy and link to your blog.

Technology such as Twitter has the potential to give us more than just an opportunity to tell others what happened in our day. We can use it to reach more people in a meaningful way.

Imagine if you had <u>cost-efficient and fast marketing</u> tools that met existing customers where they are and that also helped you acquire new customers.

Imagine if you had the power to build a network of likeminded peers, a community of shared ideas and creativity.

**6. Blog marketing:** You blog should therefore be one of the main hubs for your business. It's all about YOU Inc.

As your name gets passed around, you can widen your public awareness and <u>build an opt-in list</u> and RSS subscribe feed for people who regularly visit your site.

People buy from people they know, like and trust. A blog is like dating – *you wouldn't propose on the first date* so why shove your sales pitch down a new visitors throat.

You can point your articles, videos, forum posts and social media activities all through your blog.

This may sound like hard work because of all the articles you may need to use to <u>build a blog</u> but on the contrary, this is not so. There are many many sources of ideas and inspiration for your blog, which come from your day to day activities and your own personal development.

**7. Facebook marketing:** Many internet marketers flood the likes of Facebook and Myspace with offers and promotions. *This won't work*.

To use <u>social tools like Facebook</u> and generate traffic to your website, first identify the right groups and then invest something of yourself.

Be prepared to make a personal connection with other folks in the community. This kind of media thrives on authentic networking.

Posting useful content on social networks will get you some awesome rankings on Google. The search engines seem to put a premium on sites like Facebook, Myspace, YouTube, Squidoo and Hubpages.

In all these free or low cost <u>traffic generation methods</u>, it's all about giving value to your niche community.

Leads generated in this way will be far more valuable as leads back to you – interested, highly targeted, committed and profitable.

Jay Allyson Get Rich Lifestyle Pro Marketing Consultant



Special Note: Did You Act On The "Script Bonanza -2010" Tools Yet? 226+ Of Them Just Waiting For Your Grabs! <u>Click Here To Continue... 226+ Scripts</u> <u>Bonanza Marketing Tools!</u>

#### EW PRODUCT UPDATE:

**1. Tweetomatic Profiteer-:** Here's a software that intelligently fuses Clickbank & Twitter for enormous profits. Imagine finding a breakthrough method which generates \$233 or \$384 or even \$855 a day.

This software helps you direct the free traffic from Twitter to your ClickBank affiliate links... all automated.

Tweetomatic PROFITEER

**2. Miracle Traffic Bot:** This is a great software that allows you to automate article submission, video submission, and social bookmarking with a few clicks of a button.

With the unique combination of simplicity of use, speed

of submission and complete white-hat ways, the software makes getting top rankings on search engines a breeze.



Fast & Easy 3-in-1 Submission Tool Click Here To Personally Verify It

#### FREE RESOURCES OF THE FORTNIGHT

**1. WordFlood 1.4 Free - : WordFlood is a powerful** word replacement program designed to help writers, internet marketers, and 'private label rights' content users to choose the best words and phrases during the creative writing and editing process.

It can really come handy if you want rewrite  $\ensuremath{\mathsf{PLR}}$  articles and make it into unique your own articles.

**2. Press Releases for Every Occasion -:** This 160 page book (\$49 value) is packed with well-written press releases and useful tips - no fluff here.

Comes with 35 industry-specific press releases, 40 occasion-specific selected press releases, tips for formatting and getting your press release noticed, topics to help you to a successful media campaign, sparks to generate ideas for your own press releases.. and more.

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Special Note: Two facts for you today - better know it early itself.

1. The <u>known fact</u> is that 96 percent of the online businesses fail.

2. And the <u>unknown fact</u> is that... 82 percent among these 96 percent failed businesses never used an autoresponder!

Get an autoresponder today itself! Here's a <u>list of</u> <u>free autoresponders and paid ones</u>.

UNTIL NEXT ISSUE

Well. That sums up the last fortnight of March-2010. **Do not Forget To Rate 'HomeBiz-Tips'**. Your valuable vote helps us to improve this E-Mag as well as allow us to keep it *Ad-Free.* 

#### Your Rating Please!

Listed in the #1 eZINESearch

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