

How To Increase Your Website Traffic With Zero Cost.

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How To Increase Your Website Traffic With Zero Cost.

By Nas Romli

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'How to increase your website traffic with zero cost'. It's a bold statement don't you think. But, believe me it's true. You can increase your traffic by 1000% with no cost involved if you do it the right way. Continue reading if you want to know how.

I've outlined 5 ways to reach your target. But, please keep in mind that these are not the only ways that you can do to increase your traffic. There are hundreds of techniques to increase traffic. But these one are the proven one. I've used it personally. More importantly, these techniques can get you FREE traffic. You're money is saved in your pocket. Let's go to the first one.

Technique #1: Linking strategy

Linking strategy is the easiest way to get free traffic. When I say "the easiest way" it does not mean that you can ask everybody to link to your site and do nothing after that. Compared to other techniques that you'll discover, this one will take less time to do.

Here's how to do it. First select the site in your niche market. Be selective. Choose one that has a high traffic. Usually a high traffic site is pretty stingy to put link to your site. So, the key here is to be persistent. Ask them how many visitors do they received per month and if they could link to your site. If they don't answer your request, email them the second time. Be persistent. If they don't want to link to your site, ask them to trade link instead (reciprocal link). This is the last resort you want to have.

Word of warning: Don't crowd your site with too many links. Only accept link trading if it's really worth it.

You'll fall in love with this technique if you see what it can do to your site. This technique can create an excellent 'Viral marketing' effect. It can multiply the no of visitors to your site in a matter of days.

This most important thing about this technique is that to offer something that is really useful to your visitor. So useful that they can only get that information from you!

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You need to be the 'wants' in your need market. What problems do they encounter? Solve these problems and you have a killer article or e-book that you can give away for free. Remember, don't sell it. Give it away for free. If you feel really reluctant to give your article or e-book for free, you can give your visitors a partial of it. But, make sure it's really useful. Don't forget to put your name and your contact information in this article or e-book. Usually, if you write an article, you need to include your resource box at the very bottom of your article.

The most important task in this technique is to offer a reprint right to your visitors. What this means is that your visitors can publish your articles or e-book to anyone in any medium; email, Ezine, website or anything. But please state your condition:

Include your contact information or resource box. This will create viral effect to your visitors.

Before I forgot, there is one particular e-book compiler that is good in doing this kind of task. The name of this e-book compiler is 'E-book Edit Pro'. With this compiler, you can offer your visitors a customizable e-book. This is a great incentive for them to distribute your article or e-book since they can put their name and information in it. If you like to know more about the excellent compiler, please visit:

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

Technique #3: Classified Ad

This is the most time consuming technique compared to all 5. While it is time consuming, it is really worth it.

Tips – This technique should be used together with the above technique. Let me explain:

First, you need to write an e-book or article that you can give it away for free. Then, you need have an autoresponder. If you don't have an autoresponder (your hosting company should provide this service for free), you can get one for free. Just type 'free autoresponder' in your search engine and you'll get hundred of sites that provided free autoresponder. If you're searching for excellent autoresponder, I'd like to suggest these autoresponders:

1. <http://www.getresponse.com> – Most online marketers used this service. You pay monthly to them for providing service. The most important feature is that you can personalize your autoresponder with your visitor's name. They also provide a free service. The only catch is that there will be an ad in your email.
2. <http://www.aweber.com> – One of the first companies to provide autoresponder service. Try to visit their site if you want to learn more. Basically, it offers the same kind of service as [getresponse.com](http://www.getresponse.com).
3. <http://www.autoresponseplus.com> – You only need to pay one-time fees for this service since the software will be installed on your server. It's great in you don't want to pay high monthly fees. The only drawback for Autoresponseplus is that you need to have a little bit skill on how to install cgi (Common

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Gateway Interface) on your server.

Enough talking. Let's continue.

After you have your own autoresponder, place your free article in this autoresponder. Now, you need to advertise your autoresponder address in the classified ad website. Don't put your email address but your autoresponder address. The best part with this technique is that you can capture your visitor's email. You can contact them again and again if you have any offer in the future.

Technique #4: Deliver informational pack Ezine/newsletter

People surf the net to look for information. Out of 100, only 3 people surf the net to buy something. But others are doing some research or try to find something informational.

With this keep in mind, you can attract people to come to your site if you can deliver them timely

information. By producing timely information, you glued these visitors to your site preventing them from going elsewhere. This can be done by giving them free newsletter or Ezine.

This is not an easy task because there is abundance of free information on the net. You need to give them something different from these 'free' stuff. Try to provide something unique in your Ezine. For example, if you're publishing music Ezine, try to make a deal with music label so that you can give special price to your subscriber. Make sure your subscriber cannot get this of kind if deal in other place. If you can create this unique proposition, you're already on top of the world. Your Ezine will spread like fire. More people will come to your site to subscribe your unique newsletter.

Technique #5: Offer affiliate program

This is the greatest FREE traffic generator technique out there. With this technique both parties win; you and your affiliate program participant. You get more traffic and sales, they get more money from referral commission.

This topic is really a large topic. I can write a whole e-book about how to create a successful affiliate program. But, I'll discuss the basic thing about affiliate program in here.

Basically, to create an effective affiliate program, you need to create an interest for your visitor's to join your affiliate program. You can do this by giving them high referral fees and marketing tools for them to use. Above all, you need to make them easy to promote your product or service. Don't make them do all the hard work. It is your job.

The next thing you need to do is to motivate them to spread the word about you. Contact them in a timely manner. Don't forget them after they've joined your program. Make them feel special. In fact, they are special since they are the one who will do the promotion and advertising.

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A well designed affiliate program can increase your website traffic and sales by unimaginable amount. But again, you need to devote all you effort in this technique if you want to have a successful affiliate program. Don't do it half way. Even if you've to work 18 hours a day to create your own affiliate program, it's really worth it in the future. The payoff is going to be thousand times your initial effort.

All of these techniques are free. You don't have to spend a dime on them. Try it on your site. I've tried all these techniques. And they work!

5 Ways To Increase Website Traffic To Your Website.

By Fayola Peters

Millions of websites online can be placed in their own special category of "Deserted Town". The only life you can find there are those of the webmasters who created them. This is because they get very few, if any, targeted visitors. For these website owners, there are simple techniques they can use to increase website traffic.

Read on and I will give you five ways to increase website traffic to your website. These aren't hidden secrets and they won't give you millions of hits per month for just \$ 9.99. (I'm sure you know what I mean). However they are effective and using them will increase website traffic to your website. And the visitors that you get will be more profitable because they will be targeted.

Increase Website Traffic

You can pay to increase website traffic. (I've decided to get the money spending out of the way first). There are many ways you can pay to increase website traffic; here are three (3) popular ones.
pay-per-click ezine ads website ads

Before you use any of these paying methods to increase website traffic to your website, I want you to first examine your website with your ideal customer in mind. What keywords will they use to find your website in the search engines? Write them down.

Increase Website Traffic – technique 1

Pay-Per-Click

Now you're ready to increase website traffic with pay-per-click search engines. Start by using the keywords you have written down, go to the free keyword suggestion tool at digitalpoint.com and type in the search box one keyword at a time and press the 'suggest' button.

The results will show you how many people search for your keyword each day and also suggests other keywords you can use and the number of visits they get each day. Write down this information or create a spreadsheet with the headings 'keyword', 'visits per day', and 'pay-per-click cost'. Your pay per click cost depends on which pay-per-click search engine you use, the competition for your

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keywords and on how much you're willing to pay for a click.

Once you've finished the spreadsheet, sign up for an account with the pay-per-click-search engine of your choice and bid on your keywords.

You will notice that the keywords with the most visits per day cost more per click than those with less. To get more clicks for your money the trick is to bid on those keywords with have a few visitors a day. There is less competition for these keywords so your bid price should be low.

Increase Website Traffic – technique 2

Ezine Ads

When using ezine ads place them in ezines which are related to your market, which have subscribers who would be interested in your product or service. You can find ezines in ezine directories and you should be subscribed to a few of them already, start with these.

Increase Website Traffic – technique 3

Website Ads

For website ads, use the keyword list you made for your pay-per-click marketing. Starting with the keyword that gets the most visits per day, do a search at a search engine. Research the first ten (10) to twenty (20) websites looking for any information which indicates that they sell advertising space on their website, like `Advertise With Us'. If you don't see any advertising information look for a `Contact' page or email address and send a message asking if advertising is sold on their website and if so then what's the cost. Once you've finished this research, choose where to place your ads.

Increase Website Traffic – technique 4

Search Engine Optimization

To find information online most people go to are the search engines first. If you're not list in at least the first two pages of search engine results for your keywords, then you're missing out on a lot of free targeted website traffic.

To increase website traffic for your website using this technique here is a free resource for you to help optimize your website so that you can access this free website traffic source.

Click=>

Increase Website Traffic – technique 5

Article Writing

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Another way to increase website traffic is by writing articles for your niche market and submitting them to article directories and ezine editors. Your increased website traffic will come from the resource box at the end of your articles. The resource box is like a 4 to 6 line ad telling your readers who you are and to encourage them to seek more information on your website by clicking on your website link, which you will provide.

One advantage of article writing, beside the free increased website traffic, is that it will make you an expert in the eyes of your readers. This will increase your credibility and your readers trust in you causing them to open their minds and wallets to your recommendations.

Like I said earlier the five (5) techniques I've written about here to increase website traffic to your website are not hidden secrets, they're nothing new. They are used everyday by website owners whose websites are far from deserted. So start using one of the techniques today and see how it goes,

then try another.

Fayola Peters is a member of the International Association of Home Business Entrepreneurs

Need MORE TRAFFIC to your website or affiliate links? "Turn Words Into Traffic" reveals the secrets for using FREE articles to drive Thousands of NEW visitors to your website or affiliate links... without spending a dime on advertising! Click=>

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How To Get More Traffic To Your Website Using Traffic Exchanges

Low Cost Advanced Website Traffic Tactics For Everyone

How to Generate Loads Of Free Traffic To Your Website!

Just One Click Away!

147 Killer Epublishing Strategies

WebSite TollBooth – Analyze Your Web Traffic like Never Before!

My Online Friends – Dating Website Script

Traffic Boost News Ticker

Hitting the Search Engines

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