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Web Site Promotion – Getting Publicity

By Sinnge Eeyune

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Publicity, if handled properly, can get your web site the kind of promotion that cannot be bought, or at least not afforded. As a marketer, that is always the goal of my publicity and PR efforts.

Here is a good example of web site promotion that the site itself could not afford but managed to accomplish through publicity. A new web site is burgeoning to make it easier on those of us who have to deal with the horrors of parking at any one of the nation's airports, www.AirportParkingReservations.com. This web site is designed to let people reserve a parking space at one of those little parking areas that always surround a major airport. Instead of renting advertising space in the country's newspapers their clever marketing and promotions people instead issued press releases to the newspapers and other media. Several newspapers ran a short story about the web site in their travel section, the Houston Chronicle being one of them.

Advertising in the Houston Chronicle is expensive, and worth it, if you can afford it. The Chronicle charges approximately \$162 per square inch per day for ads. Since the parking reservations web site story took up about 10 square inches they effectively received \$1620 of free advertising in The Chronicle. This was not the only paper that picked up their story either. If just 10 newspapers ran their story, we can estimate that they saved \$16,200.

These kinds of savings and press coverage are the reasons why Houston Web Developers encourages its clients to avidly seek publicity. An easy way to get started is writing. Write press releases and articles about you, your company, its products, and services. Write about their benefits and use. Write about how they differ from your competitors and emphasize their strengths. Then send the press release and articles out and watch the magic happen.

For specific help with your marketing and publicity campaign contact HoustonWebDevelopers.com.

Sinng Eeyune is a Solutions Designer and Copywriter for HoustonWebDevelopers.com. His award winning designs and insightful articles make him a true HoustonWebDevelopers.com treasure.

How To Acquire Free Web Site Promotion

By David Riewe

You have finished making your own website. You have introduced your company and presented your products and services. You have added propositions and promos to catch your target audience's attention. You have achieved the dos and don'ts of building a company web site. But why isn't your website a major success?

Maybe you're not planning the key to the best promotion of your web site. Here are some guidelines on how to acquire free web site promotions for your company's success.

If you have started to promote your web site, keep it constant. If you promote your site with persistence, it will catch your audience's attention.

Be patient. Try each method in promotion until you acquire the best, free promotion there is. You have to accept trial and error for your web site to reach the top.

There are many ways for your web site to be seen. Here are some free web site promotions you could try until you find the most effective.

*Free promotions such as search engines and directories would give your web site the deserved traffic you always wanted. Make sure to check your web site's ranking to know whether or not this type of free promotion is right for you.

*Make a deal with other web sites on trading links which could help both web sites. Make sure to use words that could easily interest the audience.

*Find free classified ads that could boost the promotion of your web site. These ads could be seen by other people who you are not targeting for, but may as well be interested in your services.

*Free and low-cost internet banners are spread all through out the World Wide Web. Banners that pop-up at the top of a page or in a separate window would automatically catch your target audience's attention.

If your web site and its free promotion did not work even after accomplishing these methods, analyze your web site. Track down all visitors, advertisements, and transactions. Then locate errors in your web site. Upload new files to your web site continuously for audience to return for new products and services. Monitor your own web site if it's up in the market or down.

Then be ready to try the methods again and surely it will work.

It has always been said that the best things in life are free. Yes they are. And as soon as your free web site promotion proves to the audience its worth, then you'll believe it's true.

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