

# 5 Stupid-Simple Free Ways To Get More Traffic And Leads Today!





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Could more traffic and leads help you build your business with more speed pleasure and ease?

Could more auto-pilot sales and sign ups help you sleep a bit better at night knowing your business is growing without you having to be there?

If so today's blog post will act as a tow truck to get your business off the side of the road and moving in the direction of profits, time freedom, and a whole lot more fun!

Here's how I know the majority of marketers, like yourself, want more training in the area of traffic and lead generation....

A few months back my business partner Jordan and I sent out a survey to thousands of marketers asking where you wanted the most training and help when it comes to building your business. The first option was prospecting and recruiting. Another option was traffic and leads and then there were a few more options which no one chose anyway so who cares what they were, right?

It was clear, after reading the responses to the survey that "Prospecting and recruiting" was the area in which most people needed the most help and training. In response to this we created our "Triple Your Sponsoring" course and some free training on how to answer the 5 most common objections to a network marketing opportunity which you can access when you click here right now.

However, "Traffic and Lead Generation" was not far behind.

So recently, we put together part 2 of our training series all about how you can skyrocket your traffic and lead flow. Jordan recorded a free training audio entitled, "The Ultimate Traffic Source No One Tells You About" which you can access for free when you click here and opt-in on this page.

Now here it is, my "5 Stupid Simple Free Ways to Get More Traffic and Leads Today! Take action on these strategies and you will have more traffic and leads coming into your life and business in the very near future!

## **1.) Post to Groups on Facebook**

Now this method will work when you post relevant offers in relevant groups. So for example don't post something about health and wellness to a group of network marketers. Your message will fall on deaf ears. Also, don't post about your online lead generation system in a group designed around health and wellness. See how that works? Congruency is key!

Also, you will notice that many times people go to network marketing groups and post links to their lead capture page or affiliate opportunity. If you want your message to be diluted, keep it the same as everyone else's. If you want to stand out, post a piece of content like a YouTube video or a blog post where you teach something and provide value. Then you promote your link at the end and the law of reciprocity will kick in and you'll have more people visiting your site and taking an action like opting-in. I.E. Traffic and Leads.

## **2.) YouTube Videos**

There are a ton of ways to generate leads and traffic and make sales with YouTube. If you've never done a video before, start with something simple like an "about me" video where you share your story. It doesn't matter if you've never made any money in your business. If you've been doing a home based business for more than a month you can title it something like, "The 3 lightbulb moments I've had about building a home based business." or share how your business has helped you feel a renewed sense of hope for the future. At the end simply invite people to take a look at your website by clicking the link below the video. Share your video on Facebook and anywhere else you have a social audience. HINT: if you ask for your Facebook friends to do you a favor and watch your video you will get way more people to watch it than if you just post it without a "do me a favor" type of message

### **3.) Post a “curiosity post” to your own Facebook wall**

Most new marketers make the mistake of just posting a boring old run of the mill post to their Facebook wall and then complain when they don't get any leads out of it. Here's an idea. Make a post that engages the reader. Ask them a question. If you have a health and wellness business say something like, “Finally found a way to get a piece of a growing trillion dollar industry. Wow this is exciting! Message me if you want some details.”

Okay do you see how that raises curiosity with your people and how instead of posting something that doesn't interest them you actually filter out the uninterested people and actually get the ones who are interested to actually MESSAGE YOU asking for information. Its what we call permission based marketing and it postures you as the authority instead of a sales person for XYZ company.

You can also ask questions of your Facebook audience related to your business, get a comment thread going, and then post a link to your website in a comment at the end of the thread. See how with this message your link is going to an active, engaged, interested segment of your Facebook friends instead of everyone. Stop trying to be everything to everyone. It's bad marketing and it doesn't work!

### **4.) Forum Marketing**

There are all kinds of forums online related to all kinds of topics and many in the home business industry. Do a Google search for “home business forums” find a few that look good and join them. BetterNetworker.com has an awesome home business forum. With forums you often get to create a signature with your website link so create a compelling reason for them to visit your website. That is how you get website visitors and leads with forums. Then you need to get as many eyeballs in front of your signature as possible. You do this by posting in the forum and ask good, thought provoking questions. Engage the other people in the forums. Ask for their opinions on certain programs or training products. Make forum posts where you aks other forum members for their advice. Don't try to hide the fact you are a newbie if you are.

## **5.) Twitter**

There are hundreds of tools you can use with twitter to automate your traffic and lead flow on the social media giant. You can post links to your site as long as you also pepper in good relevant content. This can be content you've created or content other people have created. Follow the 4 E's of social media marketing. Find and post content that Engages, Entertains, Enlightens and Educates your audience. If you do this your audience will come to LOVE you and you they will be way more likely to click on a link to your website and become a lead when you ask them to. So if you post 5 times a day. 4 of those posts should follow the 4 E's and 1 should promote your own website. Get it? You can find awesome content to post when you visit [alltop.com](http://alltop.com) and [popurls.com](http://popurls.com) as well as [youtube.com](http://youtube.com) and anywhere else you find good content that you enjoy.

On twitter you can also create a direct message that goes to anyone who follows you on twitter. This message can send them to your website and then you can automate the process to get people to follow you by using something like [Hootsuite.com](http://Hootsuite.com)