The truth is, getting a lot of web traffic online is not hard, all you need is the right information and take a lot of consistent action with what is actually working.

Here you have a list of the many ways to drive traffic to a website. Choose a few methods, educate yourself, and immediately implement, test, tweak, grow, and repeat!

### FREE TRAFFIC

- Blog commenting
- Blogging Communities
- Create a contest
- Create a Wikipedia page
- Ebook Directories
- Emails/Autoresponder
- Facebook
- Flickr
- Forum marketing
- Instagram
- Joint Ventures
- Newsletter
- Pinterest
- Podcast
- Press Releases
- Quora
- Reddit
- Snapchat
- Speaking events
- Stumble Upon
- Yahoo answers
- Yahoo Groups
- YouTube
- Twitter
- Webinar swaps
- Webinars

### CONTENT TRAFFIC

Content is still King! Quality vs quantity wins every time. For more shares, longer dwell time and leads longer content (over 2000 words) performs best.

- Convert your blog posts into presentations for Slideshare, YouTube, Tutorials, Ebooks
- Create a giveaway/bribe (report, ebook, cheat sheet, worksheet, quiz, competition, challenge)
- Create attention-grabbing headlines
- Interview experts/influencers
- Join community content tribes like Triberr
- Optimize your content and images
- Promote your blog posts to your email list
- Reach out to influencers/experts to let them know about your content
- Submit your content to aggregators like AllTop, Blogengage, BizSugar
- When creating infographics make it easy for others to embed them on their site by providing an embed code at the end of the infographic
- Write a round up post inviting experts to contribute
- Write about your favourite tools

### SOCIAL MEDIA TRAFFIC

Social media can drive a ton of targeted traffic. Ensure you’re not just broadcasting and take the time to engage and nurture relationships.

- Brand all your images with your logo and URL
- Create a Facebook group
- Create a Twitter chat
- Include your social media details on your business card
- Include your URL across your bios
- Join (or create) a share exchange group
- Make sure your sharing buttons settings have your Twitter handle i.e. via @yourname
- Mention whomever you cite, quote or include in your tweets with their @handle
- Pin a tweet directing people to your site/sales page
- Share your content in relevant groups on LinkedIn
- Share your content in relevant groups on Facebook
- Thank people when they share your content
- Use Snip.ly when sharing content

### PAID TRAFFIC

- Ad swaps
- Banner Ads
- Classified Ads
- Email lists
- Facebook Ads
- Google Ads
- LinkedIn Ads
- Pay Per Click Advertising
- Print advertising
- Retargeting
- Solo Ads
- Sponsor a thank you page
- StumbleUpon Ads
- Twitter Ads
- YouTube Ads
CONVERT YOUR WEBSITE

Having traffic is great. Converting traffic into customers is even better and vital to growing your business.

- Create a time sensitive offer
- Create downloadable PDF’s of your blog posts
- Create irresistible offers
- Ensure it’s easy for people to get in touch with you
- Interlink your blog posts
- Leverage your thank you page
- Make certain your website speed time is under 5 seconds (use Pingdom to test the speed)
- Make it simple for people to navigate your site and buy from you
- Make your content clear, concise and compel the reader to take action
- Provide case studies, testimonials, and social proof
- Transcribe videos and giveaway the transcripts
- Use a pop up like OptinMonster to grow your list (side in, after post, sidebar, footer, exit)

BONUS TIP

- Include a PS as part of your email signature, link to a blog post, sales page or site
- Add a link in your Skype profile and update your status regularly
- If you don’t ask, you don’t get! Don’t be afraid to approach influencers/experts and ask them to share and promote your content/links

WHAT’S NEXT?

Now you know many ways to drive traffic to your website! Keep on learning by diving into this ebook; ‘Traffic101’

IF YOU THINK THESE GUIDES ARE HELPFUL - PLEASE SUPPORT BY SHARING THIS WITH SOMEONE WHO CAN BENEFIT FROM THIS EDUCATION. THANK YOU FOR DOWNLOADING THIS.

MAKE SURE TO BOOKMARK INTERNETMARKETINGBLOG101.COM TO KEEP ON LEARNING!