



Inbound And **Social Media** Marketing Solutions
Dedicated To Help Your Business Grow!

12 Powerful Ways How To Get Massive Traffic To Your Web Presence.

Welcome!



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When it comes to the question, how can I make money with my web presence than the word **TRAFFIC occurs!**

Constant targeted traffic is the basic for you to achieve online success!

No traffic, no results anyway!

But how can you get this high amount of qualified targeted traffic?

This is the most asked question, online.

Here are some answers how it can work for you.

These twelve proven tactics below work, they will also work for you when you implement them accurately. The most are free but require a time investment and some are paid.

It's depends on you which one you prefer, or if your strategy takes into account to use all of them (the best option), what I would like to recommend to you.

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The 12 Steps:

1. Submit your web presence content or blog posts to as many social sites for FREE at once 😊 Simply use the FREE service of <http://www.OnlyWire.com>

It takes a little time to configure all social sites but it is worth the time investment. When you are done you have made your submissions mostly an auto pilot!

2. Run viral free giveaways (with your back link included) on your web presence to encourage your clients and prospects to talk about you and to spread the viral buzz for you. It does not need to be some fancy eBook with hundreds of pages, thrills and whistles. You don't go to achieve the Nobel Price for literature.

Produce a simple and useful how to PDF to help your audience achieve their goals, like this one you are already reading! 😊

3. Request link exchange with your clients and prospects. This is an easy part. Simply ask them to trade a link with you. Show the benefits for both of you and I am sure you will get a serious amount of constant link backs to your web presence which will bring you additional interested visitors and clients.

Trading links is not a one time experiment, it is an ongoing process which you should include in your weekly business tasks and during the time you will get many back links which deliver you tons of targeted high quality traffic for free!



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4. Request your clients and prospects to review and to comment your products and blog articles! Did you hear the saying? 'It does not matter what you say, more matters what others say about you'. And exactly that's the point.

To get direct and honest feedback is the best thing you can achieve for your business. And I know what you think right now: What about when the commentators complaining about me and my businesses?

My recommendation is to take this serious, because they took their time to tell you what's wrong with your business, to give you the chance to solve issues and to improve.

This is one of the greatest and most generous gifts you can get from a client. Yes, a complaint is a gift for a business that cares about their clients. Simply improve the necessary points and encourage your clients and prospect to keep on giving you their honest opinion.

Ask your existing clients to give you a testimonial. To have testimonials from satisfied clients on your web presence is more valuable than any cool web site or sales oriented copy writing. To have these testimonials enhanced with a photo, or with a voice recording or as a video can make the difference between winning or loosing at long sight.

5. Request your clients and prospects to retweet and/ or to recommend you to their friends! When you use a self hosted WordPress blog than you can include a Plugin to have the feature for retweeting of your blog posts on twitter for free.

To learn more about the free WordPress and the Plugin go here:

<http://www.wordpress.org>



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One more important thing about retweeting and to be recommended by a visitor:

Like in real life, people mostly do what you tell them. So if you tell them nothing, they do exactly this, NOTHING!

If you want them to recommend you, ASK FOR RECOMMENDATION and if you want them to retweet your blog post ASK THEM TO RETWEET YOUR BLOG POST.

Some examples:

Retweet:

Please retweet this post. / Share this post on Twitter, retweet it NOW! / etc.

Recommendation:

Recommend this to a friend / Share this with your friend / etc.

I think you got the picture!

6. Submit your articles to high PR article directories. Get high quality back links and additional traffic. This takes some hours to be done, yes and you have to do it only once and then constant traffic will come to your web presence from this source as well. Moreover search engines love directories and will find your web presence listed within this directories as well and this can help you to grow your Page Rank (PR). Here is a really good list. But take into account to start registering with PR 5 firstly; following with PR 6 and then PR 7 otherwise the search engine could register you as directory spammer which results in kicking you out of their search results!

PR 5 Rankings

- <http://www.articlemarketer.com>
- <http://www.articlecube.com>
- <http://www.articlealley.com>
- <http://www.advertisingknowhow.com>
- <http://www.add-article.com>
- <http://www.webpresencewidow.com>
- <http://www.articleson.com>
- <http://www.articles-hub.com>
- <http://www.virtualwordpublishing.com>
- <http://www.searcharticles.net>
- <http://www.niche-content-articles.com>
- <http://www.isnare.com>
- <http://www.ideamarketers.com>
- <http://www.goarticles.com>
- <http://www.hotlib.com/articles>

PR 6 Rankings

- <http://www.articlecity.com>
- <http://www.ezinearticles.com>
- <http://www.goarticles.com>
- <http://www.articledashboard.com>
- <http://www.articlebiz.com>

PR 7 Rankings

- <http://www.content-articles.com>



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7. Advertise your web presence including a lead capture page on Google AdWords, Facebook and LinkedIn, Technorati so you get a ton of targeted traffic to your web presence as well and by the way you can capture leads which you later can follow up and hopefully convert them to paying customers.

8. Comment on popular blogs relating your niche to get back links, targeted traffic and attention of the web presence owner. Start out by making a list of popular blogs in you niche in Excel. Than include all of them, their RSS Feeds, in Google Reader. Now you get all updates directly to your Google Reader. The next step is to go through these blog posts daily.

You should do this every morning by taking a cup of coffee and then go through all feeds for about 30 minutes every day.

Look out for posts where you can contribute with an educated comment. Try to comment on two posts daily, and later when you have established a better mechanism for this morning procedure try to comment on more posts daily. The more post you comment on the better results you will get for your own traffic.

Try to be the first commentator on a fresh blog post, than your comment will appear on the top of all comments that follow and the chances are good that other visitors and commentators which are also related to your niche will see your comment and decide to visit your web presence and to read what you have to tell in your blog.

9. Make an interview with a popular person related to your niche to get additional publicity from your clients and prospects. This is very easy. Look trough your contacts and look out for somebody who is maybe a little more popular then the other contacts are. Contact this person and ask to make an interview to reprint it in your blog. Keep in mind to mention the benefits and the additional publicity the interview contact will get.



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Put together about seven open questions of topics related to your niche and which could maybe interest your clients and prospect. Email the questions and ask the contact to answer them.

When you get them back, simply put them on your blog and email the blog post link to the interview contact and it is done. It is easy, isn't it? 😊

You can do this with different persons on and on, once a month could be good!

10. Use trackbacks to related blogs and blog posts to get their attention and back link to your web presence also. When you write a blog post about a topic which is similar to a blog post from an other popular blogger than look out for the post link and include it in the **Trackback** (within WordPress self hosted) field. When you publish your blog post, than WordPress sends automatically a ping to the blog where the track back link is from and informs him that somebody has written about a similar topic.

The trackback ping will be visible under the comments of the pinged blog and hopefully bring you additional traffic to your web presence.

OK, you are still reading ... Great ... Five minutes more and you are done 😊

11. Make a video podcast for your web presence to interact with your clients and prospects, and give them the opportunity to get to know you better. Here is an easy how to!

I know you are not CNN, and this is not necessary. You do not need to be Jay Leno to make an interview with somebody. Simply get a video camera, I am sure you have one, and it does not matter that it is one for private use. I use also a \$150 video cam, not a professional one!

This is the right cam to record a short video interview. Take three open questions and answers which would benefit your prospects and clients. Three good questions are totally enough. Your video should have an effective length of 2 minutes.

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Let's practice a little bit, do an interview with your co workers, with your wife, with your kids, even with your pet if you like 😊. Three to four 'sandbox' interviews and you are ready to rock!

Ok, where to find somebody to do a business interview?

This is the easiest part: Ask your business partners when you get them on the phone next time or they visit you!

Do not even try to be perfect, there is no perfect video! Just do it!

12. Engage in Social Media! Social media is GREAT. You can reach your targeted audience at low or at no cost, spread the word about your business, get other to spread the word for you and get readers to your blog, get new clients, simply reach the whole wide world for the price of a little effort, time investment and gain a huge return in the long term.

Look here for more detailed information:

http://en.wikipedia.org/wiki/Social_media_marketing

<http://inblurbs.com/blog/>



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- You can't do all the steps at once!
- Make a plan and stick to it!
- Do one step behind another!

Inbound and social media marketing is like a puzzle. You need to put each piece on his place where it belongs and the result, the picture, is the sum of ALL pieces put together on the right places.

Traffic to your web presence is the result of many activities!



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Thank you very much for reading.

I hope you enjoyed the information within this pdf and got a clearer picture on how to do and why to do the points described above.

To learn more about inbound and social media marketing visit our blog at:

<http://inblurbs.com/blog/>

If you have questions and suggestions please feel free to get in touch with me simply by

chat me through  at: [inblurbs-dragan](https://www.skype.com/people/inblurbs-dragan)

I also like to invite you to join me on:

LinkedIn: http://www.linkedin.com/groups?gid=2553304&trk=hb_side_g

Facebook: <http://www.facebook.com/#/pages/inBlurbs/195759675495>

Twitter: <http://www.twitter.com/inblurbs>

I'd love to hear from you.

Best of success,

D. Mestrovic

Dragan Mestrovic

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