

Still Paying For Traffic?

The formula is simple. More traffic equals more sales. While the formula is easy to understand, getting people to visit your website can be quite a challenge. This may explain why many new webmasters end up buying junk traffic.

In the next few paragraphs, I will expose one of the most overlooked but yet powerful marketing strategies. However, you must understand that there are several ways of increasing traffic to your website, some better than others.

Accidental traffic is one way of getting visitors to your site. For example, many users may enter an incorrect website address. Will this type of traffic harm your business? Probably not. But it will not help your situation either. These visitors will not stay very long since they quickly realize they made a typo.

Buying traffic is the worst mistake you could possibly make. On the surface, it may seem like a good idea, since many traffic providers guarantee immediate results. But you will end up wasting your time and money. Here's the bottom line, paying for traffic will not produce sales. The people who end up on your site, are there because they have joined some sort of incentive program.

The top internet marketers have been keeping a secret from you. They have been quietly driving massive amounts of quality traffic without paying a dime. The strategy they use is called viral marketing.

Receiving referrals from your visitors can do wonders for your bottom line. This is the best type of traffic since the invitees have been warmed up and are genuinely interested in your website.

Think about the last time you discovered a new website. Most likely, you received a personal email from one of your friends encouraging you to visit the website. Many of the top social networking websites are now using technology that allows users to import their entire address book and send out invites.

This is the best form of traffic!

When people start sending out invites from your website, it creates a viral effect. We can safely assume that invitees will enjoy visiting your website or blog. Instead of leaving after a few seconds, they will take the time to read your sales letter and browse your products. When people receive invites to your website, you have a better chance of closing the sale.

Don't waste your time with programs that only deliver junk traffic. You and your website deserve real traffic with real people who actually want to be there. This is a much better approach than paying for traffic since visitors are more likely to make a purchase or sign up for your newsletter. Give viral marketing a chance, you will not be disappointed.

About the Author

Discover why conventional [tell a friend html scripts](#) are obsolete. New technology enables you to [increase traffic to your website](#) with virtually no effort.

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