

DERRICK VANDYKE'S

Free Traffic Secrets



**How to Generate Thousands
of Lazer-Targeted Visitors for Free**

Brought to you by Mike Saunders

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Introduction: Free Traffic Secrets

The number one question that I always get from new affiliate marketers is, "How do I get traffic to my squeeze page?"

My advice is to use methods that have been proven to work. Try one method at a time. Make it work for you, and then move on to something else.

Online advertising can be expensive and *risky* because there's no guarantee that you'll ever see a return on your investment.

Besides...why would you pay for traffic when you can get all you want for free?

In this report, I'll show you the techniques that are *proven* to generate free traffic and add hundreds of subscribers to your list without costing you a dime.

Once you learn to drive targeted traffic to your website, you can promote anything you want and know that you will turn a profit. The ability to generate quality traffic opens up endless opportunities -- like building a list and making money from affiliate programs.

Important: don't waste your time on hyped-up traffic scams that don't work.

Here are a few examples:

- surf for hits
- FFA link sites
- guaranteed traffic
- free banner exchanges
- blast your ad to 5 million people
- submit your site to 5 thousand search engines

STOP! If it sounds too good to be true, it probably is. The sole purpose of those types of sites is to collect YOUR email address and sell you products that you don't need.

Think about it...if a business can generate so much traffic, why would they give it to you for free? And if it were so profitable to blast your ad to 5 million people, why only charge 20 bucks?

The methods and advice in this report will allow you to avoid traffic disasters and bypass the largest expense of your Internet business, and that's worth a lot (regardless of how much you spend on advertising).

Free Traffic Tactic #1: Modified Ad Swaps

If you're just getting started online, then this is my #1 recommendation because you don't need a list to use this tactic.

Are you ready for this?

But what if you don't have a list to start with? You have no leverage...or do you?

Now pay attention, because if you grasp the power of this concept, it's really going to get you excited! It's all about psychological triggers...

Here's how it works:

You contact a list owner and agree to advertise his product in your autoresponder series - forever (include your affiliate link in the endorsement so you make some money).

In exchange, you ask him to promote your squeeze page *just once*. If he has a good sized list, you'll end up getting a bunch of *free subscribers*.

You'll also want to mention that he'll get sales from all the other link partners who are added to your autoresponder series! Think about it...endless sales - who could resist that offer?

This system is *proven* to work and you can download my step-by-step action plan - complete with sample emails - when you join [Affiliate Cash Secrets](#). In fact, this is just one of many *unique* traffic-generation techniques that I will teach you.

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Free Traffic Tactic #2: Ezine Ad Swaps

One of the methods I've used to add thousands of new subscribers to my list is called, "Ezine Ad Swaps." If you already have a list, you can generate thousands of new subscribers with variations of this joint venture list-building tactic.

A traditional ezine ad swap is where you make a verbal agreement with another list owner to endorse his ezine to your list and in return, he endorses your ezine to his list.

If your lists are both the same size, it stops at there. But if your list is bigger or smaller, you compensate by sending more or fewer ads. For example, if your list has 2,000 subscribers and his has 4,000, you would send his ad to your list twice and he would send your ad to his list just once.

Of course size doesn't always matter. Results are what really count. So if you get good results from a particular ad swap, you may want to try it again.

Endorsed ad swaps are much more effective because you use the influence of the list owner to increase your conversion rate. Here's how it works...

You find a list owner with a quality product, buy it, and then write a good endorsement for his product. Send the endorsement to the list owner, ask him if he'd like to make any modifications, and tell him you will send it to your list. Then, ask him if he'll send your endorsement to his list.

If he says, "Yes," write an endorsement for your product, send it to the list owner and let him know when you plan to send his endorsement.

Special offer swaps are even more powerful. This is a variation of the endorsed ad swap where you ask the list owner to make a special offer for your subscribers.

For example, he could make a special page for your subscribers where they can get a discount on his product. The heading should read, "Special Limited-Time Offer for [Your Name] subscribers Only." Have the offer expire in 24 - 48 hours.

Then create a special squeeze page for his subscribers. The heading should read, "Special Limited-Time Offer for [His Name] subscribers Only." Put a value on it and give it away for free. Have the offer expire in 24 - 48 hours.

Finally, write an endorsement for your own free report as if the owner of the list wrote it himself. This will be a special offer for his subscribers only.

Tell the list owner you will send the endorsement for his product without any affiliate links, if he will send your pre-written ad to his list.

This method takes a little time to set up. But once you create your endorsements, you can use them over and over with different list owners.

Additional tips:

1. Look for products that don't have a squeeze page so you're not sharing your leads. There are plenty to choose from at ClickBank.
2. Use a tracking link so you know how many subscribers you received. If you get good results, see if the list owner wants swap ads again.
3. When the swap is finished, ask the list owner how many sales he made. If he did well, send another mailing to your list with an affiliate link.

Here's another angle...

Sell the product to your list first. Then contact the owner and say, "I've sold x copies of your ebook. Would you mind endorsing my free report? In return, I will add your product to my followup system permanently."

Free Traffic Tactic #3: Forum Marketing

Forum marketing is a quick and easy method of generating free targeted traffic. If you've got time on your hands, but no money to advertise, this should be part of your daily routine. If you spend an hour a day posting in forums you will capture leads and you will make sales -- for any product you promote.

The concept is simple. You act as if you are not selling anything (which in fact, you are not!) All you are doing is interacting with people who may be interested in the product you are promoting.

The job is simply to have fun! That's it! Really there are no catches here, no strange angles. The only thing you can't do is talk openly about the product you are promoting because it just doesn't work.

You will generate traffic just by participating because your offer is appended to your signature *automatically* in every post you make.

Here's a sample signature you can use:

*Can you really build an opt-in list without a website?
Click here to find out => <http://affiliatecashsecrets.com>*

Here are five approaches to successful forum marketing:

Answer questions. If you're an expert on the topic, you can easily help people who ask questions in the forum.

Ask a question. If you're not an expert on the topic (i.e. affiliate marketing) there must be a lot of things you want to know. This is a quick and legitimate way to add a lot of posts to any forum.

Ask for a critique. Say you write an article and post it in your blog. Make a quick post to ask what people think. You'll not only get exposure for your signature. You'll also get a good back link to your blog.

Ask for an opinion. If you come across a product or service and want to research it first. Forums are a great place to find out. For instance, you could make a post that says, "Has anyone had any experience with this product...?" It's that simple. Just go to ClickBank and ask about every product in the marketplace!

Offer an article. You wrote an article, published it to your blog, and asked for a critique in the forums. Now go back and make a post offering your article for publication with the condition that they leave your resource box intact.

To get started, visit one of the high-traffic forums below and sign up for an account:

- [The Warrior Forum](#) - The #1 Marketing Forum for Work-at-home Moms
- [Digital Point Forums](#) - High Traffic Forum
- [AssociatePrograms.com](#) - Affiliate Marketing Forum
- [eWealth.com](#) - The #1 Affiliate Hangout
- [Money Maker Group](#) -
- [Work at Home](#) - Work at Home Business Forum

Next, log in and edit your Profile. This is where you can add your signature, which will appear at the end of every post you make.

Important: Read the rules about posting. Some forums - specifically The Warrior Forum - do not allow you to use an affiliate link in your signature.

Basically, you either ask specific and relevant questions or you answer questions by replying to posts. Start by looking at what others are posting and how people are replying to those posts. Once you get a feel for it, post as much and as often as you can. Never advertise in your posts (except where permitted). Let your signature do the work for you.

And don't forget to use a tracking link so you know where your sales are coming from...

You can get a surprisingly large amount of sales from affiliate links that were posted in forums on discussions about the programs you promote. You should say something positive about the product and then ask if anyone has heard of it. There are a lot of newbies posting in forums who are desperately seeking direction to help them start making money online. Whenever you see a post like that, reply and say, "Hey - Check out this site..." and explain how it really helped you. And make sure you leave your affiliate link in your signature.

Free Traffic Tactic #4: Article Marketing

Article marketing is a long-term strategy that will build a consistent flow of traffic to your website. Here's how it works:

Each week, you write *at least* one article about the product you are promoting. It doesn't have to be long 300 - 500 words is ample. If you make it too long, your reader may never get to your resource box.

If you are promoting [Affiliate Cash Secrets](#), you could write articles about affiliate marketing and promotion. For example, "10 Ways to Profits from Affiliate Marketing" or "7 Steps to Affiliate Marketing Success."

Whatever you write about, just make sure it doesn't read like a sales letter. Your articles should be purely informative.

How You Get Traffic from Your Articles

First, you should submit your articles to all the popular article directories. When webmasters and ezine publishers look for free content to reprint on their websites and in their newsletters, they turn to article directories.

In exchange for the free content, the publishers agree to leave the article intact and include your resource box. This is where you get your traffic...

Every time someone reprints one of your articles, your resource box is included with your name and a link to your site or an affiliate site.

Here's the resource box that I use in my articles:

To learn more about my automated marketing system, visit www.AffiliateCashSecrets.com. Feel free to distribute this article in any form as long as you include this resource box. You can also include your affiliate link when you sign up at my website.

Notice how I give them permission to reprint my article. This is called "viral marketing" because, if people like the article, it will spread from one person to another, like a virus.

Here are the top places to submit your articles:

- <http://ezinearticles.com>
- <http://goarticles.com>
- <http://articlesfactory.com>
- <http://articlecity.com>
- <http://ezau.com>
- <http://newfreearticles.com>
- <http://sitepronews.com>

When you join [Affiliate Cash Secrets](#), you'll have access to hundreds of private label articles that you can easily re-write and submit to directories or post on your blog.

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Free Traffic Tactic #5: Blogging for Profit

If you want to generate consistent, long-term traffic, leads and sales, you need to start blogging. It takes time to build a blog. But if you do a little each day, you'll profit in the long run.

The first thing you want to do is go to Blogger.com and create a blog. You're going to post content in your blog so it gets picked up by search engines. Blogger.com is owned by Google. So everything you post gets into the Google Search engine eventually.

You're also going to use Ping-O-Matic to notify all the blog services about your posts so you get into other search engines like Yahoo! and MSN.

Next, you need to get some articles up so you can get an AdSense account and make a little money with that too. You need some content in your blog before you can display AdSense ads and affiliate links.

You can write your own articles (free traffic tactic #4), have a freelance writer do it, or you can get free articles at EzineArticles.com.

Setting Up Your Blog

Just go to Blogger.com and follow the step-by-step instructions. Once you create your blog, go to Settings. Under the Basic tab, add a title and description for your blog. I set Show Email Posts to NO. I don't want any distractions in my blog. No external links, etc. My visitors are there to do one thing of two things: click on an affiliate link or an AdSense ad.

Next, click the Formatting tab. Select "Show 1 Post on the main page." I only want one article on each page because that gives the reader a stopping point where they come to my resource box and click through to my site.

Post template - here's where you can add your resource box to appear on each page. It will not update your entire blog. But it will appear in the HTML editor every time you make a post.

Now click the Comments tab. Default - new posts do NOT have comments. Again, you don't want any distractions on your site. This isn't a "fun blog," it's a "money blog."

Finally, click the Template tab. If you want a different template, click "Pick New." Google has a ton of tutorials on how to edit your template so I won't cover that here. But on my blog, I changed the Links and put the AdSense ads on the side bar.

When you're finished posting, go to Pingomatic.com and enter your blog name and URL. This will notify all the search engines that your blog has been updated. Only ping when you have added new content or made significant changes to your blog.

You should add about 10 pages to start. Then add 3-5 pages a day. After 3 months at 5 pages a day, you will have 450 pages listed in the search engines. That could easily generate a few hundred visitors a day to your blog.

Back Links from sites with a PR (page rank) of 5 or more will significantly increase your search engine rankings. And you'll get crawled faster too. You can see the page rank of any site by installing the Google Toolbar at <http://toolbar.google.com>.

To get free back links, you'll need to submit your articles to the following

directories. You can even use articles from the directories below as examples to write your own. Just make sure the end result is original content. And if your article is good, it may get reprinted by thousands of publishers.

- EzineArticles.com - PR6
- ArticleCity.com - PR6
- GoArticles.com - PR5
- IdeaMarketers.com - PR5
- SiteProNews.com - PR4

Always Track Your Ads

Use the software included with your [Affiliate Cash Secrets](#) membership to track visitors, sales, conversion rates, and net profit for your ad swaps, resource boxes, and signatures.

Track everything. You need to know what is working and where you should focus your energy. This information is critical for determining how well each ad campaign does and how well you're converting visitors into leads and sales.

I hope this report has given you some fuel to fire up your free advertising campaign and start generating traffic, leads, and sales for your online business.

Sincerely,

Mike Saunders

AffiliateCashSecrets.com

Recommended Resources

Affiliate Programs

- ClickBank
- PayDotCom

Domain Hosting

- NameCheap
- HostGator

HTML Editor

- [MyFreeWebsiteBuilder](#)

Squeeze Page System

- [AffiliateCashSecrets.com](#)

Autoresponders

- [Aweber](#)
- [GetResponse](#)

Survey Service

- [OneMinutePoll.com](#)

Adwords Guide

- [Google Cash](#)

Article Marketing

- [Article Profits](#)

Press Release Software

- [Press Equalizer](#)