

# Traffic Magic

Traffic is the magic word, the secret ingredient to a successful online lead generation. We all want more leads and to get the leads you need traffic. Not just a little bit but a colossal of it.

In our time today, websites range from personal photo albums to corporate web pages, but all of them have one thing in common and that that they all want to be viewed.

There are many methods in generating traffic to ones website. To get quality search engine attention and quality traffic you have to be different in your strategy.

Perhaps the easiest way to endorse your site is by talking about it. Try to bring it up in a light conversation. If you have a business site, bring it up during meetings with clients, or you can bring up your site when you are talking about how you are selling your homes, or even when you help someone else buy a home.

You have to make sure that your site is mentioned first, or is the last word said. Studies have showed that people remember not much of the middle, of a conversation, but they can recall both the beginning and end.

Written below is a systematic process that reveals how to create and generate considerable increased traffic to your website.

I have spent; I don't know how many hours researching and testing ways to generate massive amounts of traffic to websites. Below are some of the best means that I have found laid out in an order that I think is easy to follow? Now, by using the same techniques I used, you to can start generating more traffic to your site.

I list the best ones at the top of the list and I would also recommend using as much organic (FREE) techniques below as possible. I have found the organic method can be just as powerful.

So, go ahead, read the article and implement the tools. Good luck and let me know when you are mastering some of these ideas and how they have changed your traffic.

Search engines:

The primary first factor which you will have to understand in order to increase traffic to your website. You have to see to it that the content you are writing is worthy of reading. There are lots of ways that the search engines can identify the quality of the content. Furthermore in order to achieve a high reputability with the search engines you must get back links to your site. Backlinks come from other similar websites that creates hyperlinks which reference to your material.

Web logs or blogs are a good idea to consider if you desire to increase your website traffic. To get other blogs to connect to you and visit your web page you need to be a consistent blogger and quite an active member of the real estate blogging network or community. This simultaneously makes your friends and the friend of friends visit your blog and creates quality backlinks.

Social networking is another recommended way of generating traffic to your website. If you become a member of a social network, your friends on the sites can give you a lot of traffic. If you wish to submit your content and forget about it, you can still attract an audience and possibly create back links.

Directories are another good source although they are tiresome to submit and they do not offer quality links. Most people search through them to look for information, and results in and a variety of back links. If you don't want to do all the boring work, but you still want to try the directories you can hire someone to do the work for you. In this way, it might be worth it.

### How Traffic Gets Your Business Running

Traffic is important in the World Wide Web's business activities. What is the point of having your own website if there is no one to enjoy it. The difference between a good blogger and a great blogger is traffic, and the more leads you generate,

the better. Having been in this business for quite some time I have come up with a simple formula that not only generates traffic but also creates a great improvement in your website business.

A lot of time and energy was used solely for the intent of testing and research to create a formula. In as much detail as I can, I will outline for you a way to generate traffic as much as I can. On the next pages are a variety of resources I have put together in order for you to generate more leads. There are links to where you can buy it and where you can go for extra traffic without having to pay for anything, free of charge.

An organized outline of each section is laid out for you in order for you to begin your journey of generating traffic. These are the recommended beginning sites for those who are just starting out and would like to increase their influx of web visitors.

Once you see results and become more confident in generating a little bit more traffic than you are used to, you can move on to other endeavors that will improve your site even better. Getting the hang of generating more leads is just a matter of taking the first step. Since generating traffic is a game of numbers, the number of visitors to your site will in itself generate even more traffic.

### Marketing Search Engines

Marketing search engines are classified into two categories. Categories include paid listing, found on the right side of web pages. Another category is the natural listings which are also known as organic listings.

## **Optimizing Search Engines**

Consequentially, the more elevated your link is in the free or natural listings, the higher the number of people visiting your site is. Search Engine Optimization or SEO is the method of catering your website to meet the demands of search engines, resulting in a higher ranked page.

Below is a list of links that will further illustrate and clarify what Search Engine Optimization is.

- [www.SearchEngineJournal.com](http://www.SearchEngineJournal.com)
- [www.SearchEngineWatch.com](http://www.SearchEngineWatch.com)
- [www.SEOChat.com](http://www.SEOChat.com)
- [www.SEOBook.com](http://www.SEOBook.com)
- [www.SEOMoz.org](http://www.SEOMoz.org)
- [www.SearchEngineLand.com](http://www.SearchEngineLand.com)

## **Keyword Research**

Keywords are central to marketing search engines. The following is a list of researched keyword articles that will illustrate the importance of keywords in marketing.

- [www.tools.seobook.com/keyword-tools/seobook](http://www.tools.seobook.com/keyword-tools/seobook)
- [www.keyworddiscovery.com](http://www.keyworddiscovery.com) (*paid service*)
- [www.keywordspy.com](http://www.keywordspy.com) (*paid service*)
- [www.Adwords.google.com/select/keywordtoolexternal](http://www.Adwords.google.com/select/keywordtoolexternal)
- [www.freekeywords.wordtracker.com](http://www.freekeywords.wordtracker.com)

## **Pay Per Click Marketing**

Often coined just PPC, 'pay per click' marketing is a style of internet advertising that depends on how many times the link, banner or button of the sponsor is clicked from your website. This is a great way to generate traffic to your website since you can begin with as little as five dollars and be operating in less than an hour. It is recommended that you begin with search engines which already have a huge audience.

These include:

- **MSN** – [www.adcenter.microsoft.com](http://www.adcenter.microsoft.com)
- **Google** – [www.adwords.google.com](http://www.adwords.google.com)
- **Yahoo** – [www.sem.smallbusiness.yahoo.com/searchenginemarketing/](http://www.sem.smallbusiness.yahoo.com/searchenginemarketing/)

The following links can also be a good point of origin:

- [www.abcsearch.com](http://www.abcsearch.com)
- [www.7search.com/advertise](http://www.7search.com/advertise)
- [www.facebook.com/advertise](http://www.facebook.com/advertise)
- [www.miva.com](http://www.miva.com)
- [www.searchfeed.com](http://www.searchfeed.com)
- [www.marchex.com](http://www.marchex.com)

Even more paid advertising opportunities are available from:

- [www.bidvertise.com](http://www.bidvertise.com)
- [www.facebook.com/advertise](http://www.facebook.com/advertise)
- [www.advertise.myspace.com](http://www.advertise.myspace.com)
- [www.AdReady.com](http://www.AdReady.com)
- [www.Abrite.com](http://www.Abrite.com)

## **Video Sharing**

Video Sharing companies meet the demand for services of hosting, uploading and managing of video recordings of tours created by professionals of real estate. Services like this are provided by WelcomeMat and TurnHere which also include services for locating video recorders or product help. Marketing exposure, on the other hand, is provided by YouTube which is a popular site for video hosting. TubeMogul lets you syndicate your site and spread it across many websites for free and comes quite well-recommended.

- Yahoo Video
- [www.video.yahoo.com](http://www.video.yahoo.com)
- Google
- [www.video.google.com/](http://www.video.google.com/)
- Sclipo
- [www.sclipo.com](http://www.sclipo.com)
- StreetFire
- [www.streetfire.net](http://www.streetfire.net)
- Veoh
- [www.veoh.com](http://www.veoh.com)
- Webcastr
- [www.webcastr.com](http://www.webcastr.com)
- 5min
- [www.5min.com](http://www.5min.com)
- Vimeo
- [www.vimeo.com/](http://www.vimeo.com/)
- Tube Mogul
- <http://www.tubemogul.com/>
- Real Estate Shows
- [www.realestateshows.com](http://www.realestateshows.com)
- YouTube
- [www.youtube.com](http://www.youtube.com)
- Daily Motion
- [www.dailymotion.com](http://www.dailymotion.com)
- eBaum's World
- [www.ebaumsworld.com](http://www.ebaumsworld.com)
- Graspr
- [www.graspr.com](http://www.graspr.com)
- Metacafe
- [www.metacafe.com](http://www.metacafe.com)
- Break
- [www.break.com](http://www.break.com)
- Crackle
- [www.crackle.com](http://www.crackle.com)
- GrindTV
- [www.grindtv.com](http://www.grindtv.com)
- Howcast

- [www.howcast.com](http://www.howcast.com)
- i2TV
- [www.tellytopia.com](http://www.tellytopia.com)
- Imeem
- [www.imeem.com](http://www.imeem.com)
- Revver
- [www.revver.com](http://www.revver.com)

## **The Latest Social Network Sites**

Social networking sites emphasize user profiles created by individuals, building the community. These sites encourage and enable the addition of 'friends' of users, which can be contacts, associates, relatives and friends of friends. Social networks balance the interaction of the user with the interaction of the group. According to the description made by Inman News, the true potentials of social networking sites 'present brand new opportunities for both brokers of real estate to discover new recruited agents and find new sales leads. Agents not only will have access to find leads from their network, they can get advise about business from other agents in the social network sites. Both sellers and buyers of real estate can use the networks as a resource they could tap into in finding an agent for real estate.'

Coined the 'MySpace' of real estate, ActiveRain serves the dual purpose of keeping your connections organized and giving you a market you can tap into. MyBlogLog, on the other hand, creates connections between users using their blogs.

- [www.facebook.com](http://www.facebook.com) (my personal favorite)
- [www.twitter.com](http://www.twitter.com)
- [www.myspace.com](http://www.myspace.com)
- [www.linkedin.com](http://www.linkedin.com)
- [www.activerain.com](http://www.activerain.com)
- [www.gather.com](http://www.gather.com)
- [www.ning.com](http://www.ning.com) (start your own social network)

## **Social Bookmarking**

- [www.socialmarker.com](http://www.socialmarker.com)
- [www.s2n.net](http://www.s2n.net)
- [www.dwellicious.com](http://www.dwellicious.com)
- [www.del.icio.us](http://www.del.icio.us)

## **Classified Free Sites**

Here are a group of free sites which let you post classified advertisements free of charge. In these sites you can freely give a description of your services, houses or products.

- [www.oodle.com](http://www.oodle.com)
- [www.classifieds.livedeal.com](http://www.classifieds.livedeal.com)
- [www.domesticsale.com](http://www.domesticsale.com)
- [www.backpage.com](http://www.backpage.com)
- [www.craigslist.org](http://www.craigslist.org)
- [www.kijiji.com](http://www.kijiji.com)
- [www.olx.com](http://www.olx.com)
- [www.usfreeads.com](http://www.usfreeads.com)
- [www.walmart.oodle.com](http://www.walmart.oodle.com)
- [www.vast.com](http://www.vast.com)
- [www.vagree.com](http://www.vagree.com)
- [www.classifiedsforfree.com](http://www.classifiedsforfree.com)
- [www.webclassifieds.us](http://www.webclassifieds.us)
- [www.freeadscity.com](http://www.freeadscity.com)
- [www.bestwayclassifieds.com](http://www.bestwayclassifieds.com)
- [www.free4uclassifieds.com](http://www.free4uclassifieds.com)
- [www.hellolocal.com](http://www.hellolocal.com)

## **Sites for Property Listing**

Websites created especially for property listing let you list all your properties intended for sale. Some sites are free of charge and some involve payments. These sites assist in showing what you have for sale with good and accurate descriptions and images.

- [www.vflyer.com](http://www.vflyer.com)
- [www.point2.com](http://www.point2.com)
- [www.choicea.com](http://www.choicea.com)
- [www.pages.ebay.com/realestate](http://www.pages.ebay.com/realestate)
- [www.homesbyowner.com](http://www.homesbyowner.com)
- [www.fizber.com](http://www.fizber.com)
- [www.realestate.aol.com](http://www.realestate.aol.com)
- [www.zillow.com](http://www.zillow.com)
- [www.forsalebyowner.com](http://www.forsalebyowner.com)
- [www.base.google.com](http://www.base.google.com)
- [www.realestate.yahoo.com](http://www.realestate.yahoo.com)
- [www.enormo.com](http://www.enormo.com)
- [www.realestate.msn.com](http://www.realestate.msn.com)

## **Aggregators and Search Engines for Real Estate**

The following websites search through a multitude of websites to perform as an agent of expansion for the properties you have for sale. These sites also let you submit your website to the engine in order for the property you listed to become syndicated.

- [www.hotpads.com](http://www.hotpads.com)
- [www.mynextdeal.com](http://www.mynextdeal.com)
- [www.trulia.com](http://www.trulia.com)
- [www.propsmart.com](http://www.propsmart.com)

## *Less Well-Known Hidden Gems*

### Aggregators and Search Engines Specializing in Real Estate

- [www.trulia.com](http://www.trulia.com)
- [www.propsmart.com](http://www.propsmart.com)
- [www.hotpads.com](http://www.hotpads.com)
- [www.mynextdeal.com](http://www.mynextdeal.com)

### **Micro-blogging and Blogging**

Both micro-blogging and blogging let you start a topic and open a conversation which others can join in. Not only can you share personal experiences or anecdotes, you can ask for advice, recommendations and resources from fellow bloggers. This is a good way to communicate with past, future and current clients.

- [www.typepad.com](http://www.typepad.com)
- [www.activerain.com](http://www.activerain.com)
- [www.bloggingsystems.com](http://www.bloggingsystems.com)
- [www.tomatoblogs.com](http://www.tomatoblogs.com)
- [www.rsspieces.com](http://www.rsspieces.com)
- [www.twitter.com](http://www.twitter.com)
- [www.ping.fm](http://www.ping.fm)
- [www.hellotxt.com](http://www.hellotxt.com)
- [www.secondbrain.com](http://www.secondbrain.com)
- [www.realestateblogsites.com](http://www.realestateblogsites.com)
- [www.wordpress.com](http://www.wordpress.com)
- [www.tumblr.com](http://www.tumblr.com)

## **Syndication and Article Submission**

You can drive traffic towards you by submitting them into websites to be published freely. This way, your site content can go through syndication to hundreds of other websites easily and quickly. If links are going to be included in your squeeze page or website, the article you submit can be a good advertiser or marketing spokesperson, albeit virtual. Some places you can submit articles are:

- [www.ezinearticles.com](http://www.ezinearticles.com)
- [www.ArticlesBase.com](http://www.ArticlesBase.com)
- [www.buzzle.com](http://www.buzzle.com)
- [www.webpronews.com](http://www.webpronews.com)
- [www.goarticles.com](http://www.goarticles.com)
- [www.searchwarp.com](http://www.searchwarp.com)
- [www.articledashboard.com](http://www.articledashboard.com)
- [www.articlealley.com](http://www.articlealley.com)
- [www.amazines.com](http://www.amazines.com)
- [www.articlesnatch.com](http://www.articlesnatch.com)
- [www.isnare.com](http://www.isnare.com)
- [www.ideamarketers.com](http://www.ideamarketers.com)
- [www.articlewarehouse.com](http://www.articlewarehouse.com)
- [www.articleworld.net](http://www.articleworld.net)
- [www.articlewheel.com](http://www.articlewheel.com)
- [www.articles.everyquery.com](http://www.articles.everyquery.com)
- [www.magportal.com](http://www.magportal.com)
- [www.linksnoop.com](http://www.linksnoop.com)
- [www.articleinsider.com](http://www.articleinsider.com)
- [www.articletogo.com](http://www.articletogo.com)
- [www.articlsurfers.com](http://www.articlsurfers.com)
- [www.theworldwidenews.info](http://www.theworldwidenews.info)
- [www.articlecity.com](http://www.articlecity.com)
- [www.articlecube.com](http://www.articlecube.com)
- [www.submityourarticle.com](http://www.submityourarticle.com)
- [www.free-articles-zone.com](http://www.free-articles-zone.com)
- [www.articlerich.com](http://www.articlerich.com)
- [www.upublish.info](http://www.upublish.info)

## Press Releases

A large amount of traffic can be drawn into your site by press release syndication sites. You can potentially get media attention and simultaneously send your site or squeeze your page links by a myriad of PR syndication sites. These include:

- [www.PRBuzz.com](http://www.PRBuzz.com)
- [www.PressMethod.com](http://www.PressMethod.com)
- [www.PRLeap.com](http://www.PRLeap.com)
- [www.PRLog.org](http://www.PRLog.org)
- [www.TheOpenPress.com](http://www.TheOpenPress.com)
- [www.24-7PressRelease.com](http://www.24-7PressRelease.com)
- [www.1888PressRelease.com](http://www.1888PressRelease.com)
- [www.ClickPress.com](http://www.ClickPress.com)
- [www.EcommWire.com](http://www.EcommWire.com)
- [www.Express-Press-Release.com](http://www.Express-Press-Release.com)
- [www.Free-Press-Release.com](http://www.Free-Press-Release.com)
- [www.Free-Press-Release-Center.info](http://www.Free-Press-Release-Center.info)
- [www.I-NewsWire.com](http://www.I-NewsWire.com)
- [www.NewsWireToday.com](http://www.NewsWireToday.com)

The resources in this report are all you need to begin attracting a huge amount of leads to your site of business. After a few weeks, abiding by the techniques and methods mentioned in this article will make you an expert and a possible consultant for lead-generation. **Drop me a line and share your testimonial** the moment you notice a huge difference in the amount of traffic you are starting to draw.

## **TOP 100 PROPERTY LISTING SITES**

I know that some of these are for sale by owner, these can be very helpful even if you list the home or letting a for sale by owner know of the site. It is good will.

### **Domain**

[www.base.google.com](http://www.base.google.com)

[www.realestate.msn.com](http://www.realestate.msn.com)

[www.ebay.com](http://www.ebay.com)

[www.realestate.aol.com](http://www.realestate.aol.com)

[www.craigslist.org](http://www.craigslist.org)

[www.zillow.com](http://www.zillow.com)

[www.trulia.com](http://www.trulia.com)

[www.kijiji.com](http://www.kijiji.com)

[www.olx.com](http://www.olx.com)

[www.oodle.com](http://www.oodle.com)

[www.livedeal.com](http://www.livedeal.com)

[www.domesticsale.com](http://www.domesticsale.com)

[www.edgeio.com](http://www.edgeio.com)

[www.househunt.com](http://www.househunt.com)

[www.homesalez.com](http://www.homesalez.com)

[www.isoldmyhouse.com](http://www.isoldmyhouse.com)

[www.Forsalebyownercenter.com](http://www.Forsalebyownercenter.com)

[www.propbot.com](http://www.propbot.com)

[www.FsboSellbuy.com](http://www.FsboSellbuy.com)

[www.homes-for-sale-by-owner.info](http://www.homes-for-sale-by-owner.info)

[www.fastrealestate.net](http://www.fastrealestate.net)

[www.homesbylender.com](http://www.homesbylender.com)

[www.hometoursonline.net](http://www.hometoursonline.net)

[www.homeportfoliojunction.com](http://www.homeportfoliojunction.com)

[www.mlshub.com](http://www.mlshub.com)

[www.forsaleownerhomes.com](http://www.forsaleownerhomes.com)

[www.allthelistings.com](http://www.allthelistings.com)

[www.actualhomes.com](http://www.actualhomes.com)

[www.realtymadeeasy.com](http://www.realtymadeeasy.com)

[www.fsbogorilla.com](http://www.fsbogorilla.com)

[www.homeclassifieds.com](http://www.homeclassifieds.com)

[www.wantedtosell.com](http://www.wantedtosell.com)

[www.theyellowsign.com](http://www.theyellowsign.com)

[www.fsboards.com](http://www.fsboards.com)

[www.forsalebyowners.com](http://www.forsalebyowners.com)

[www.listingofhomes.com](http://www.listingofhomes.com)

[www.home-for-sale.com](http://www.home-for-sale.com)

[www.fsbo.net](http://www.fsbo.net)

[www.nwrealestate.biz](http://www.nwrealestate.biz)

[www.ushx.com](http://www.ushx.com)

[www.homesellnetwork.com](http://www.homesellnetwork.com)

[www.tourmeonline.com](http://www.tourmeonline.com)

[www.fsboi.net](http://www.fsboi.net)

[www.talkingproperties.com](http://www.talkingproperties.com)

[www.shopdreamhouse.com](http://www.shopdreamhouse.com)

[www.allstatesfsbo.com](http://www.allstatesfsbo.com)

[www.ownerswillcarry.com](http://www.ownerswillcarry.com)

[www.byowners365.net](http://www.byowners365.net)

[www.neorealestate.com](http://www.neorealestate.com)

[www.homesforsalebyowner.com](http://www.homesforsalebyowner.com)

[www.homes85.com](http://www.homes85.com)  
[www.helpussell.com](http://www.helpussell.com)  
[www.virtualfsbo.com](http://www.virtualfsbo.com)  
[www.owners.com](http://www.owners.com)  
[www.realestate.yahoo.com](http://www.realestate.yahoo.com)  
[www.usatoday.com](http://www.usatoday.com)  
[www.backpage.com](http://www.backpage.com)  
[www.fsbo.com foreclosure.com](http://www.fsbo.com foreclosure.com)  
[www.forsalebyowner.com](http://www.forsalebyowner.com)  
[www.homesbyowner.com](http://www.homesbyowner.com)  
[www.buyowner.com](http://www.buyowner.com)  
[www.fsbo.com](http://www.fsbo.com)  
[www.militarybyowner.com](http://www.militarybyowner.com)  
[www.intlistings.com](http://www.intlistings.com)  
[www.byowner.com](http://www.byowner.com)  
[www.forsale.byowner.com](http://www.forsale.byowner.com)  
[www.fsboadvertisingservice.com](http://www.fsboadvertisingservice.com)  
[www.totalrealestatesolutions.com](http://www.totalrealestatesolutions.com)  
[www.fsboamerica.org](http://www.fsboamerica.org)  
[www.fsbolocal.com](http://www.fsbolocal.com)  
[www.salebyowner.com](http://www.salebyowner.com)  
[www.listbyowneronmls.com](http://www.listbyowneronmls.com)  
[www.usapropertyadvertiser.com](http://www.usapropertyadvertiser.com)  
[www.fromhomeowner.com](http://www.fromhomeowner.com)  
[www.fsbozone.com](http://www.fsbozone.com)  
[www.postyourpad.com](http://www.postyourpad.com)  
[www.propertysites.com](http://www.propertysites.com)

[www.salesbyownerrealty.com](http://www.salesbyownerrealty.com)

[www.mhbo.com](http://www.mhbo.com)

[www.sellhomeshere.com](http://www.sellhomeshere.com)

[www.owner.com](http://www.owner.com)

[www.realestatemate.com](http://www.realestatemate.com)

[www.fsbo-bc.com](http://www.fsbo-bc.com)

[www.homes4salebyownernetwork.com](http://www.homes4salebyownernetwork.com)

[www.privatesalerealty.com](http://www.privatesalerealty.com)

[www.sellyourhomeyourself.com](http://www.sellyourhomeyourself.com)

[www.fsbon.com](http://www.fsbon.com)

[www.privateforsale.com](http://www.privateforsale.com)

[www.fsbosites.com](http://www.fsbosites.com)

[www.repus.net](http://www.repus.net)

[www.fraserhomes.parkwest.com](http://www.fraserhomes.parkwest.com)

[www.sellitbyowner.com](http://www.sellitbyowner.com)

[www.reachbuyers.com](http://www.reachbuyers.com)

[www.weblistings.com](http://www.weblistings.com)

[www.houses4sale-online.com/index.htm](http://www.houses4sale-online.com/index.htm)

[www.findgreatrealty.com](http://www.findgreatrealty.com)

[www.homeseekerz.com](http://www.homeseekerz.com)

[www.thehomelist.com](http://www.thehomelist.com)

[www.fsbodepoe.com](http://www.fsbodepoe.com)

[www.usfreeads.com](http://www.usfreeads.com)

[www.realestateshows.com](http://www.realestateshows.com)

[www.properazzi.com](http://www.properazzi.com)

[www.propsmart.com](http://www.propsmart.com)

[www.walmart.oodle.com](http://www.walmart.oodle.com)