# 3 Ways To Buy Quality Traffic

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### Introduction

Welcome to "3 Ways to Buy Quality Traffic" short guide!

I'm really excited about this manual, and once you read it you will be too. And that's because...

#### You can use it to get instant traffic – as much as you want!

Let me explain...

If you've read other traffic manuals before, then you already know that many of the popular strategies they teach involve long waiting times or big learning curves. But most busy professionals I know don't have a lot of spare time to sit around cramming and learning like a high school student with a big test coming up.

<u>Example</u>: Search engine optimization (SEO) is a tactic that's always changing in response to how the search engines index and rank websites. You may spend weeks learning how to optimize your site. Then you'll spend weeks or even months performing the work and waiting for the results. And if you want to keep your top rankings, you'll need to study SEO continuously.

That sounds like a lot of work, doesn't it?

lt is.

But you can get good rankings without learning a thing about it. All you have to do is hire a SEO expert to get your site to the top of the search engines!

That's just one example of how you can buy traffic rather than spending a lot of time and effort getting it for "free."

This manual is jam-packed with dozens of other proven ways to buy all the website traffic you need.

So without further ado, let's get right to it...

#### 1. Where To Buy Banner Ad Spots

The advantage of buying banner ads is that you get to include graphical elements – like pictures – which help to draw the prospect's eye to your ad.

You can even design a banner that blends in with the website where you're buying the ad, which helps reduce "ad blindness" (that's when people ignore ads that look like ads).

Before you purchase banner ads on a website, be sure to ask the usual questions to unearth the following information:

- 1. **Price.** Are you paying a flat-fee per week or month, a fee per 1000 impressions, or a pay-per-click fee?
- 2. **Smaller tests.** If the ad space is expensive, find out if you can run the ad for a shorter length of time to test the ad venue.
- 3. **Do the ads rotate?** This isn't all that important if you're doing a "cost per impressions" deal. However, if you're paying a flat fee then you'll want to know how long your ad actually appears.
- 4. **Visitor stats.** You'll want to know how many visitors the site gets and where these visitors come from. In other words, you want to make sure these ads appear in front of a targeted audience.

Once again, you can search for advertising opportunities by running a Google search. Even if a site doesn't offer advertising, you can certainly ask a site owner if they're willing to provide it.

Besides running a search, you can also use ad networks to serve up your banner ad on targeted sites. Here's a list of some of these banner networks and providers:

- Ad Click Media: <u>http://adclickmedia.com</u>
- Ad Roll: <u>http://www.adroll.com</u>
- This one is primarily for blogs: <u>http://buysellads.com</u>

#### 2. How To Find Quality PPC Advertising Venues

PPC (pay per click) advertising is one of the fastest ways to get a lot of traffic to your website.

You can literally put an ad up right now and start receiving traffic within a few minutes to an hour or so. And if you put up several ads (perhaps across several PPC venues), you can quickly create a flood of targeted traffic.

Now before I tell you where to find this type of advertising, let me quickly explain how it works...

First off, PPC ads are the ads you see alongside the regular search engine results in Google, Yahoo! and other search engines. These PPC ads also appear on major websites, such as on Amazon.com. Many small website publishers also allow your PPC ads to appear on their websites.

**<u>Tip</u>**: If you're using a service like Google AdWords, you can opt out of this "content network" and instead just have your ads appear alongside the regular search engine results. My recommendation is to test to see which venue works best for you.

What you'll need to get started is a short ad (generally one short headline and two short lines of text) and a landing page (this is where your prospects land after they click on your ad). Your landing page may be a newsletter subscription page or perhaps even a sales page that promotes the Commission Cash License Program.

The other thing you need is a list of keywords you can "bid" on. These keywords are the words your target market is actually using to find information about your products or services in the search engines.

**Example**: If you're selling an internet marketing course on list building, then your keywords might include:

- 1. Autoresponder software
- 2. Newsletter creation
- 3. Email marketing

You might narrow it down even further with more specific keywords, like:

- How to build a list
- How to create a newsletter
- Best autoresponder software

And best of all, you might choose "buying" keywords, which indicate your prospect is close to buying something:

• Review list building course

- Compare list building course
- Sign up list building course

While different PPC search engines work in slightly different ways, in general your per-word bid amount helps determine where your ad will appear in the search results. That is, the higher you bid, the better your ad's position in the search results (or in the content networks).

**<u>Tip</u>**: Some PPC venues like Google AdWords also factors in how well your ad performs. So the better your add CTR (click through rate), and the higher your bid amount, the higher your ad will appear in the results.

When someone clicks on your ad, you then pay an amount equal to or less than your bid amount. So if you bid 25 cents per click, you'll pay up to that amount each time someone clicks on your ad.

Now, if you've never done this before then you'll need to come up with an ad and a list of keywords.

As for the keywords? Here are three choices:

**1. Look them up yourself** using the PPC service's tools or a tool like <u>Google</u> <u>Adwords Keyword Tool</u>.

**2. Hire someone to manage the entire campaign for you.** This is an easy, hands-free way to do it.

Below I've listed some of the more popular PPC venues.

- Google AdWords: <u>https://adwords.google.com/</u>
- Oath: Ad Platforms: <u>https://gemini.yahoo.com/advertiser/home</u>
- Microsoft Advertising: <u>https://ads.microsoft.com/</u>

**NOTE:** Not all PPC companies allow you to promote "business opportunity" or "internet marketing" products. For instance, Google Adwords would not approve your ad as it has a very strict restriction to this. However, you can still get approved with Microsoft Advertising but very unlikely for Google Adwords.

#### 3. How To Find Quality Forums That Accept Ads

Forums are one of the best places to buy advertising. And that's because you're not putting your ad in front of casual one-time visitors. Instead, you're putting your ads in front of highly targeted repeat visitors.

What's more, you're putting your ads in front of a community who cares about the forum and its owner.

Many regular, loyal forum visitors will purchase from a forum's "sponsors" just as a way to support the forum. That means that if you pick the right forum (one with a lot of loyal, regular visitors), you'll likely enjoy a responsive audience.

Different forums allow different types of advertising, including text ads and banner ads. These text and banner ads may appear on the main forum page, between forums or even between posts. You may:

- 1. Pay a per-month, flat-fee rate for the ad.
- 2. Pay per click for the ad.
- 3. Pay per impression for the ad.

So how do you find these ads? The easiest way is to run a Google search for your keywords alongside words like "forum advertising."

**<u>Tip</u>**: Be sure to only place your ads on targeted, high-quality forums. Some forums are basically advertising forums, where people come to place ads and that's it. Avoid these and stick with popular communities that accept advertising.

However, keep in mind that just because a forum doesn't specifically offer forum advertising opportunities doesn't mean they aren't open to it. This is especially true if you see a forum using something like Google AdSense or affiliate links. This shows that they're open to advertising... but perhaps they've just never considered selling the ad space directly.

Getting an ad on these types of sites is as simple as asking. And the bonus is that you won't have a lot of competition with other advertisers (at least in the beginning).

Here's an email template you can use...

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Subject: I'd like to purchase ad space on [forum name]

Dear [forum owner's name],

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Would you like to make up to [dollar amount] per month with your forum without doing any work? Let me explain...

Hi, my name is [your name] and I am seeking out advertising opportunities for my site [name and link]. I noticed that you have affiliate links and Google AdSense on your forum. Would you consider selling flat-rate ad space for a [banner ad/text ad] directly to me?

The benefit is that you'll make money even if no one clicks on the ad. You don't have to worry about making a few pennies per click or trying to pre-sell someone on an affiliate product. You get easy income just by selling ad space to me.

Please hit reply now or call me at [phone number] to tell me your ad rates. I look forward to working with you!

[Your Name]

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Sometimes, forums will list themselves in <u>www.buysellads.com</u> inventory.

Congrats! You've completed this report!

Now...

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