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# **4 Internet Marketing Strategies To Generate Massive Leads**

Today more and more people are going to the internet in order to find out some ways how to make money on the internet. Because they stumble on the world of direct sales and network marketing, the main question is 'now what?'

If the internet marketers are sponsored by someone that really does not understand marketing, they are told to make a list of everything they know and pitch them on the business. They could get lucky and some of their family members and friends join their businesses. Ok, they manage to add to their lists some people and the next thing that they try to understand is what to do next. When they ask this question to their sponsors, they are told to work harder and enlarge the list. As a rule, it is a traditional scheme of running a business by a person who does not understand the word 'market'.

In this article we will talk about the ways that could be used by you on the internet in order to start building your opportunity by positioning yourself as a leader first. Below there is a list of the internet marketing strategies that you could implement for free:

- Video marketing

Today you could market your business on many video sharing websites and it is a great way to let people see you and get to know you. The more your videos are seen, the more you are recognized as a leader and as an expert in your industry and as a result the more people will be attached to you.

- Social networking

Today there are some social networking websites on the internet. If you are new to this world and are just starting your business, you can choose any of available social media websites. As a rule, such websites count several millions of users and you could literally have an unlimited pipeline. But, you still do not have to forget about value of your work.

- Niche discussion forums

All you have to do is to do a search on search engines for forums pertaining to multi level marketing, direct sales or your topic of interest. By taking a part in such discussions and communicating with other participants on these forums you are able to build a good pipeline of potential customers and start generating qualified leads.

- Article marketing

It is considered to be a good way to get potential customers chasing you instead of you chasing them. You have to offer a value in your articles and be sure that you leave links leading to your website. Even though you will not get immediate results with article marketing, it is necessary to understand that by posting your articles on the internet, you are building your business as those articles will be on the internet for many years.

When you build the [web traffic](#) strategy for the promotion of your product or service online, you must seriously think about how you will be receiving traffic to your site or blog. And <http://www.freetrafficsystem.com> site will help you a lot in getting more traffic for your Internet marketing.

If you do this, it can save you colossal money on buying ads online. Professional [link building](#) will help you to get great results with your online business.

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