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Generate Leads For Yourself First...

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You may ask why I say *generate leads* for yourself first? It doesn't matter what business your really in. You may be brand new to internet marketing or someone who has been trying to get your business off the ground now for some time but continue to fail.

In order to have any successful business online you need to learn how to generate leads. Build your list first before you spend your hard earned income on advertising a website that was given to you as an affiliate member. Just sending traffic to a replicated website has failure written all over it.

Build a lead capture page that when you send people to it, it will generate leads for you. The lead capture page must have a opt in form on it to generate leads and to allow them to opt in. I always set mine up as double opt in on my form. Generate leads as double opt in will keep you out of any spam issues. You can have your lead capture page offer them some free if they join. The page I use offers them a free lead capture page that will generate leads and website traffic.

As you generate leads you will have some campaigns set up in your autoresponder which will provide more information to them not only about your business but about you. You want to build a KNOW, LIKE and TRUST with everyone that joins your list. Don't set up your campaign to constantly trying to sell things to them. It can just be tips and things that you know about that could be helpful to others. When you generate leads for yourself first then you have all the time in the world to email and market to them. Many of them will join your business once they know more about you. Then your job is to show them how they can generate leads for themselves.

I use a lead generation system called [Traffic Leads 2 Income](#) to generate leads. It is what I give away for free as well. Not only does it generate leads but it has a built in downline builder in it that shows all Traffic Leads 2 Income members what other programs that I am in.

You can visit my website and see many videos that I have made that show many other programs that I use to [generate leads](#) and traffic which I send to my Traffic Leads 2 Income lead capture page.



I hope you enjoyed the blog post, start today to generate leads for yourself first and you will be on the road for success.

To Your Success,

Scott Gordon
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