

Top Seven Ways Writing Articles Can Explode Your Business

In today's highly competitive internet universe, the importance of attracting highly targeted traffic to your website cannot be overemphasized. Routing web traffic to your site can be your only means of survival, especially in the cutthroat world of ecommerce. Getting a high search engine ranking can be very difficult. Fortunately, there is plethora of website promotion strategies you can use to drive traffic to your website.

There is a wide variety of strategies you can adapt, from paid advertising to affiliate marketing. However, most of these techniques require payment. Nevertheless, there are ways to promote your website and increase your web traffic without spending anything. Writing articles is one of the best web site promotion strategies you can use, and they can be very effective. How, you may ask, can writing articles help improve your web traffic? Here are the top seven ways in which it can help explode your business.

1.Reach more people

When you write good articles, it would be a shame not to share them with other people. You can post your articles in your website or you can submit them to other sites such as e-zines and online publishers. By submitting your articles to these sites, you give exposure not only to your ideas but also to your website. Simply include a link back to your site or include your information in the resource box. With this, you get exposure and free advertising as well. Submit your articles to popular e-zines and take advantage of their popularity. Other sites who find your article relevant may also link back to you. Thus, you increase your link popularity, which is one of the most important strategies in the internet world. Remember that most people are looking for information online and by filling this need with your quality article; you may reap the benefit of more exposure and higher web traffic.

2.Free Advertising

Submitting your articles to other websites presents an opportunity to advertise your website without paying exorbitant fees. Although you should avoid marketing language in your articles and make it informative and useful to your readers, you can always include your site's link in the resource box. In addition, by making your article relevant and helpful to your readers, you are making a good impression for your website, which could ultimately lead to a visit and hopefully a purchase. Good quality content in an article is far better and more effective than a few lines of ad space. You have a very special opportunity to

presell your product or service to your prospective customer.

3.Gain High Search Engine Ranking

Create a new web page for your article in your website. Optimize your article to make it search-engine friendly. Use top-ranked keywords and Meta tags that can give your website a high search engine ranking. As soon as you upload your new webpage to your server, search engines will spider through it and you can gain an increase in search engine ranking. Remember that search engine optimized content is a very effective strategy to gain a high ranking in search results.

4.Increases Link Popularity

Instead of looking for other sites who would want to establish reciprocal links with your site, you can simply submit an article to other sites. Just do not forget to include a link to your site in your resource box. When these websites pick up and publishes your article, you automatically get a link partner. Try to get as many link partners as you can. Link popularity is one of the factors used by search engines in determining search engine rankings. Make your article especially useful and appealing, so that more websites will be encouraged to publish it.

5.Optimizes your site for improved search engine ranking

By making your site keyword rich, you can greatly improve the search engine ranking of your site. Remember that keyword density is one of the most important factors that search engines use when determining the search engine ranking of site. However, you should always provide relevant, useful and pertinent information. Avoid the temptation of overusing keywords just to gain a high ranking as this may turn off most web surfers. Relevance and quality is still the most important things to consider when writing articles and it will be doubly useful to your site if you make these articles search-engine optimized.

6.Establishes a Good Impression and Reputation

By writing excellent, original and relevant articles, you not only give your site exposure, you are also creating a good impression on your prospects. Encourage more people to visit your site and do business with you by establishing an impressive reputation through your articles. Be seen as an expert in the field and your will ultimately gain more customers eager to do business with you.

7.Enhances your credibility through references and testimonies

Certainly, your articles are going to receive feedbacks and testimonies when you publish them in e-zines and free article sites. Record these positive feedbacks and comments and use them as promotional material in your website or in any of your advertising efforts. Your credibility will be greatly enhanced by these feedbacks, as it will create a good impression on your prospects as well as your existing customers. In this highly competitive world, excellent credibility and trust may be the only things you need to attract new customers or make loyal patrons out of your existing customers. Original, relevant, useful and pertinent articles are important tools you should utilize to improve and explode your business