How to Generate Traffic For Your Business

BEST BUSINESS PODCAST with CHAD HAMZEH

IAre you tired of feeling like your business s stuck in traffic while your competitors speed ahead? Fear not, my friend! With a few simple strategies, you can generate the kind of traffic that will have your business cruising down the digital highway at top speed.

First off, let's make one thing clear: we're not talking about traffic jams on the highway here. We're talking about web traffic, the kind that flows through your website and social media channels. Whether you're selling handmade soap or providing high-tech consulting services, the right kind of traffic can help you reach more customers, make more sales, and ultimately, grow your business. So buckle up and get ready to rev your engines, because we're about to take a joyride through the world of traffic generation.

The Best Business Coach Activity On How to Generate Traffic For Your Business

Activity 1: Buckle Up

What does "buckle up" mean in the intro? Hint: It's a metaphor.

Why is it important to generate traffic for your business?

Activity 2: The Traffic Light

What are the three colors of a traffic light? How do they relate to generating traffic for your business?

What is the first step you should take when trying to generate more traffic?

Activity 3: The Accelerator

What is an accelerator in a car? How does it relate to generating traffic for your business?

What are some effective ways to accelerate traffic to your website?

Activity 4: The Pit Stop

What is a pit stop in a race? How does it relate to generating traffic for your business?

Why is it important to take breaks when working on generating traffic?

Activity 5: The Finish Line

What is the finish line in a race? How does it relate to generating traffic for your business?

What are some key metrics to measure when tracking the success of your traffic generation efforts?

What You Will Learn from the Activity

By completing this activity workbook, you'll learn several key strategies for generating traffic for your business. First and foremost, you'll understand the importance of traffic generation and why it's essential to the growth and success of your business. You'll also learn how to take the first step towards generating traffic and why it's important to pace yourself with breaks along the way.

Furthermore, you'll learn several effective ways to accelerate traffic to your website, including SEO optimization, social media marketing, and email marketing. You'll understand why it's important to diversify your traffic sources and how to track your success using key metrics like page views, bounce rate, and conversion rates. Finally, you'll explore creative ways to promote your business and generate traffic using video content. You'll gain an understanding of how video marketing can help you reach a wider audience, build brand awareness, and ultimately drive more traffic to your website. Overall, this activity workbook provides a fun and engaging way to learn about traffic generation and equip you with the knowledge and tools you need to take your business to the next level.



DARYL URBANSKI

FOUNDER | PRESIDENT OF BESTBUSINESSCOACH.CA HOST OF THE BEST BUSINESS PODCAST

Daryl Urbanski is best known for his ability to create seven-figure, automated income streams from scratch.

First, as Senior Marketing Director for Neurogym. He helped generate over \$1.6 Million USD in under 8 months with a single marketing strategy.

This became \$7.5 Million USD in 3 years. He continued this success with multiple clients.

He's now set on a mission to help create 200 NEW multi-million dollar businesses. How? *Science & Accountability.*

After 400+ expert interviews & \$50,000 in evidence-based research. He uncovered 8 critical business habits.



These 8 critical habits will determine who survives & thrives in these unprecedented times and who succumbs.

Daryl has quickly climbed the entrepreneurial ladder, gaining respect from thousands of business owners worldwide.

An author to speaker, marketer to coach - Daryl's multi-faceted business approach sets him apart as one of the leading business experts of his generation.



SUGGESTED TOPICS:

8 Critical Success Factors

- 1. Self-efficacy
- Personality Traits
- Leadership Skills
- Personal Disciplines
- 2. Strategic Planning
- Flexible Strategy Development
- 3. Marketing Strategy
- Brand Integrity & Trustworthiness
- Corporate Social Responsibility
- 4. Market Intelligence
- Top 10 Solution Providers
- Emerging Technology Trends
- 5. Sales Strategy & Skills
- 6. Money Management
- 7. Business Operating Systems
- 8. Business Intelligence
 - Data Analytics

FEATURED ON







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with Daryl Urbanski on using automation to grow your business





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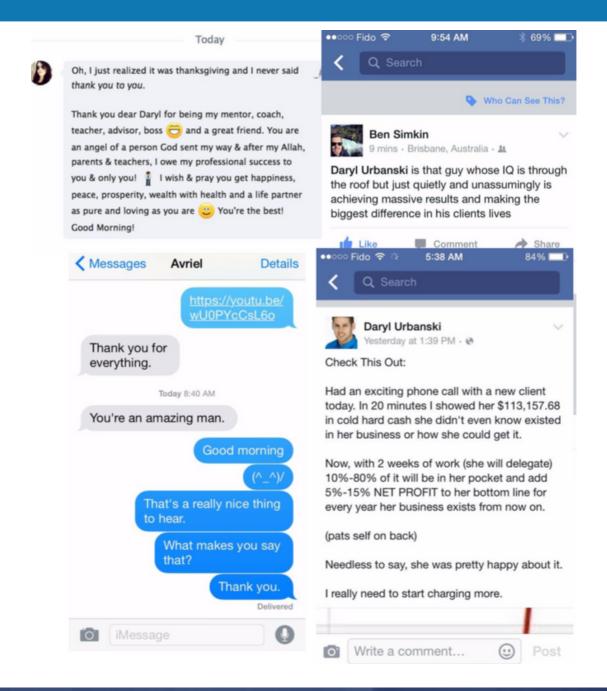




Who is Daryl Urbanski?

| Daryl Urbanski | Back (1) +1 (289) 700-1345 | district and the district and the district and the distribution of | | | |
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| ave I ever helped you in any way? How? Can you please share? I'm | Text Message Today 8:44 AM | ✓ Q. Search ✓ Ye-hoshua Mumba ► Daryl Urbanski Just now - ♥ | | | |
| urious to know what and who's out there. The more specific you are the etter. | Really appreciated your speech and table topic | | | | |
| Like Comment A Share | today. | Hey Daryl Urbanski, I just wanted to take a | | | |
| Varena Dee, Ismail Abdallah and 5 others | Hello Daryl, this is | moment to appreciate you and express my gratitude for your life. Thank you for your | | | |
| Jennifer Jonassen You where a listening ear.when I was at a very low point and for that. I am grateful.xo | Indraneel. | selfless pursuit in adding value to the lives o others, including my own. Thank you for | | | |
| Unlike · Reply · 2 1 · 7 hrs | Love the sincerity and | being a great example of living a happy, healthy, wealthy and joyful life by truly serving others. I continue to learn from your awesome podcasts and your life and I just wanted to take this moment to acknowledge you. So glad that you've been reunited with your family and I hope ya'll have an awesom Thanksgiving! All the best and thanks again. | | | |
| Tom McGuire You helped me grow my mma school. I was on a call with you and another expert. He gave some good advice. You gave me GREAT advice! Thanks!!!! | raw energy. | | | | |
| Like · Reply · 6 hrs | | | | | |
| Rukstar Lorde You have helped me and the whole family in a huge way. I'll never forget. You used your facility, time, money and effort to fundraiser for baby Fatna. | But, mostly importantly I love the undying passion you have for the | | | | |
| Like · Reply · 5 hrs | betterment everyone. | Thanksgiving! All the best and thanks again | | | |
| Amie Loxton Some days when I'm feeling down I look at your posts. You're always so positive and uplifting. Totally turns my day around. | | 📫 Like 🗰 Comment | | | |
| Like · Reply · 4 hrs | I find it inspiring and is | • • • • • • | | | |
| Ben Bush We where surfing in Solana and I was telling you about something spiritual and how I felt stuck. You told me to change my story and I was finally ready to hear that advice and it clicked. I always check my story now. | quintessential for all humans. | 🙆 Daryl Urbanski | | | |
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Young Entrepreneur Award

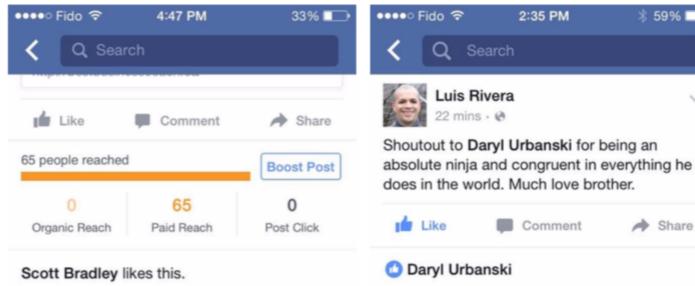


Daryl Urbanski BestBusinessCoach.ca

At the age of 17, Daryl Urbanski did his first workshop with Bizbound.ca on 'How to Start and Grow a Successful Business'. Today, he is the author of the top selling book on Amazon, 'Ancient Secrets of Lead Generation: Your Primitive Business Guide to Better Leads with Less Effort', and owner of BestBusinessCoach.ca. He is also the author of two other books; 'Business Success Secrets, Principles, Formulas & Ethos' & 'Primitive Business Tools For Success'.

Award sponsored by







Scott Bradley

Just now · Like · Reply

Daryl Urbanski is the real deal. He knows his stuff, and can provide you with a TON of value that will help you in your business! I've worked with him personally, and not only did I experience that he is someone you can trust, but more so he comes from a pure place of service and really wanting to help you get what you need/want.



What makes you say this tho? 14 minutes ago · Like · Reply

(3)

Luis Rivera

Observation and appreciation. It's why I have you as my first appearance post on my timeline. Value in everything you share is uncanny. :)

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Case Study

Turning \$50,000 USD into \$212,484 USD with paid ads and automation

Today's case study is the **CEO** of another USA-based company.

Her business caters to women in their 40s. Women who are into Reiki and other energy healing. Including alternative medicine techniques.

She felt trapped by her dependence on her industry peers. And their practice of promoting to each other's patrons. She didn't want others to sell to her community. Or even share her base with them just so her company can maintain growth. She wanted to be independent without sacrificing sales.

Thus, she turned to Daryl for a marketing solution. A solution to give her freedom from external influences.

Objectives

- Establish a profitable, fully automated paid advertising campaign to build her audience.
- Determine who are the company's best customers.
- Attract new customers and turn them into the highest paying clients.
- Create a membership program for a stable income growth.

What Daryl Did

- Established a "golden path" for lead generation and client acquisition process from the first to the sixth purchase.
- Analyzed 20,000+ orders to determine who their best customers are, where they come from, and how they make their purchases.
- Set up a paid advertising campaign for the first step their best customers took and automatically sent the next promotions for the second, third, fourth, fifth, and sixth products at the appropriate time.

Results

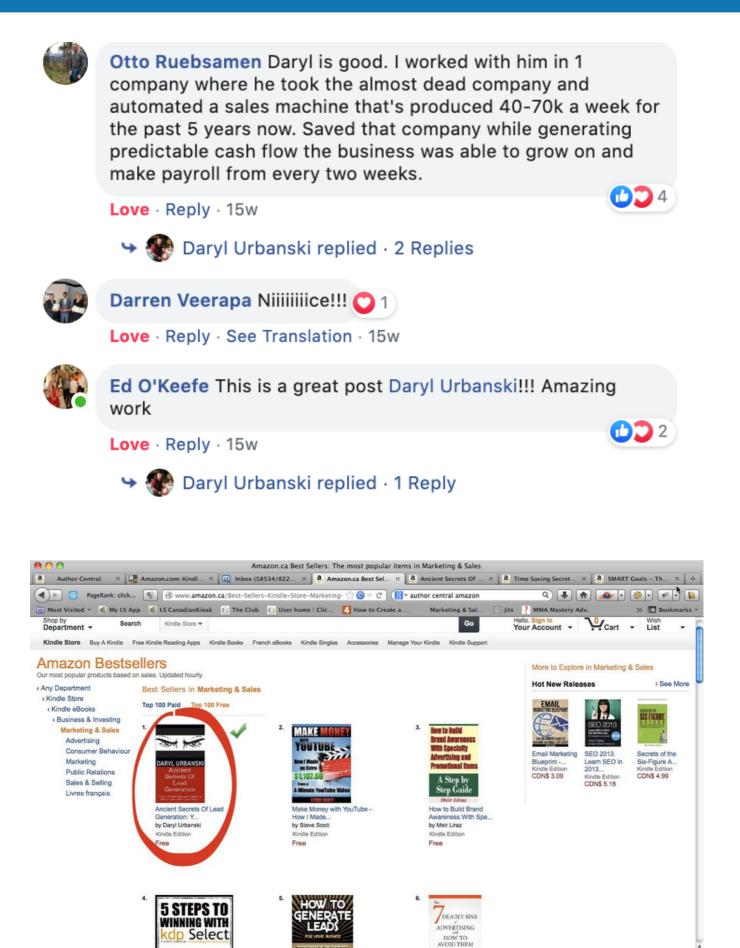
- Turned one-time buyers into multi-buyers in a predictable way
- Many people who bought a one, bought a second and third item. Immediate profit from paid ads was \$212,484 but if we include back end sales we grew her business by almost 26% or \$578,425.67.
- Produced a larger buyer base and enabled her to expand them without outside support.

Why It Was Smart To Work With Daryl

It was smart because he successfully helped her run a profitable paid ad campaign. The money she spent grew at least three times. She now has a larger list plus the ability to grow her list without any outside endorsement. She has a predictable way to turn first-time buyers into multi-buyers. She also has a clearer idea of who her target market is, who her best buyers are, and the multiple ways to reach them.

This has now become a cornerstone part of her business-enhancing every single big promotion she has done since then... with a bigger email list plus an understanding of how to use paid ads.

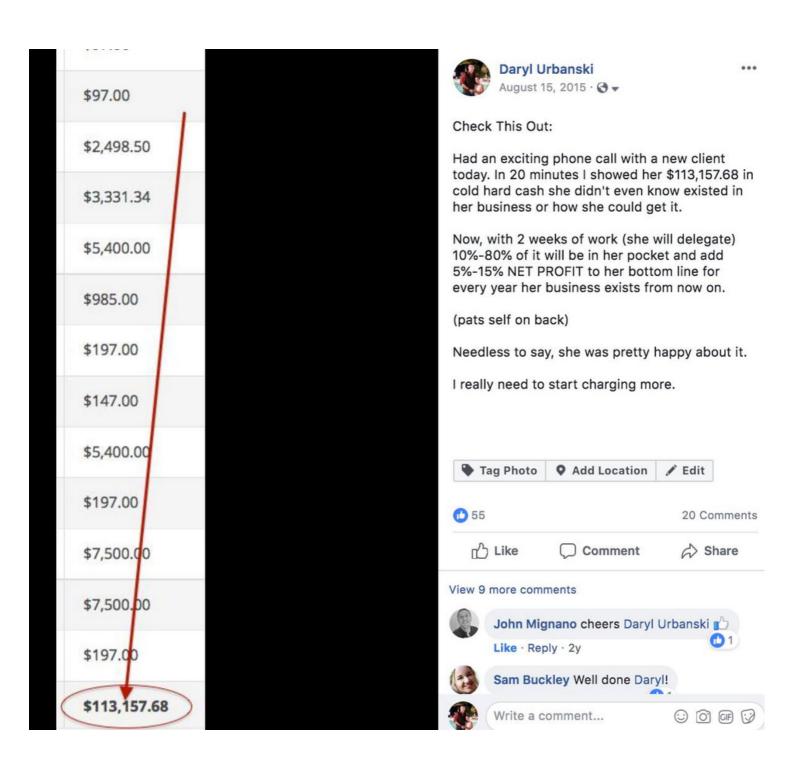
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| Week of May 30 | \$127 | \$127 | \$127 | \$13,673 | \$13,673 | \$13,673 |
| Week of June 6 | \$1,172 | \$1,172 | \$1,299 | \$10,846 | \$10,846 | \$24,519 |
| Week of June 13 | \$2,315 | \$3,487 | \$3,614 | \$13,977 | \$24,823 | \$38,496 |
| Week of June 20 | \$19,541 | \$23,028 | \$23,155 | \$4,258 | \$29,081 | \$42,754 |
| Week of June 27 | \$5,375 | \$28,403 | \$28,530 | \$1,272 | \$30,353 | \$44,026 |
| Week of July 4 | \$3,319 | \$3,319 | \$31,849 | \$523 | \$523 | \$44,549 |
| Week of July 11 | \$829 | \$4,148 | \$32,678 | \$2,266 | \$2,789 | \$46,815 |
| Week of July 18 | \$904 | \$5,052 | \$33,582 | \$1,482 | \$4,271 | \$48,297 |
| Week of July 25 | \$10,330 | \$15,382 | \$43,912 | \$0 | \$4,271 | \$48,297 |
| Week of Aug 1 | \$3,955 | \$3,955 | \$47,867 | \$197 | \$197 | \$48,494 |
| Week of Aug 8 | \$1,542 | \$5,497 | \$49,409 | \$0 | \$197 | \$48,494 |
| Week of Aug 15 | \$1,792 | \$7,289 | \$51,201 | \$0 | \$197 | \$48,494 |
| Week of Aug 22 | \$1,007 | \$8,296 | \$52,208 | \$0 | \$197 | \$48,494 |
| Week of Aug 29 | \$1,465 | \$9,761 | \$53,673 | \$1,172 | \$1,369 | \$49,666 |
| Week of Sept 5 | \$2,362 | \$2,362 | \$56,035 | \$2,461 | \$2,461 | \$52,127 |
| Week of Sept 12 | \$2,669 | \$5,031 | \$58,704 | \$649 | \$3,110 | \$52,776 |
| Week of Sept 19 | \$18,263 | \$23,294 | \$76,967 | \$197 | \$3,307 | \$52,973 |
| Week of Sept 26 | \$6,202 | \$29,496 | \$83,169 | \$397 | \$3,704 | \$53,370 |
| Week of Oct 3 | \$4,458 | \$4,458 | \$87,626 | \$0 | \$0 | \$53,370 |
| Week of Oct 10 | \$2,838 | \$7,296 | \$90,464 | \$394 | \$394 | \$53,764 |
| Week of Oct 17 | \$2,019 | \$9,315 | \$92,483 | \$99 | \$493 | \$53,863 |
| Week of Oct 24 | \$4,337 | \$13,652 | \$96,820 | \$0 | \$493 | \$53,863 |
| Week of Oct 31 | \$2,667 | \$2,667 | \$99,487 | \$492 | \$492 | \$54,355 |
| Week of Nov 7 | \$1,410 | \$4,077 | \$100,897 | \$394 | \$886 | \$54,749 |
| Week of Nov 14 | \$3,087 | \$7,164 | \$103,984 | \$99 | \$985 | \$54,848 |
| Week of Nov 21 | \$2,862 | \$10,026 | \$106,846 | \$0 | \$985 | \$54,848 |
| Week of Nov 28 | \$6,497 | \$16,523 | \$113,344 | \$590 | \$1,575 | \$55,438 |
| Week of Dec 5 | \$14,287 | \$14,287 | \$127,631 | \$194 | \$194 | \$55,632 |
| Week of Dec 12 | \$7,885 | \$22,172 | \$135,516 | \$97 | \$291 | \$55,729 |
| Week of Dec 19 | \$7,496 | \$29,668 | \$143,012 | \$170 | \$461 | \$55,898 |
| Week of Dec 26 | \$4,551 | \$34,219 | \$147,562 | \$194 | \$655 | \$56,092 |
| Week of Jan 2 | \$6,036 | \$6,036 | \$153,598 | \$0 | \$0 | \$56,092 |
| Week of Jan 9 | \$2,567 | \$8,603 | \$156,165 | \$226 | \$226 | \$56,318 |
| TOTAL | \$156,165 | | | \$56,318 | | |
| | | otal: | \$212,484 ⁹ | | | |



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JEFF BENNINGTON

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CASE STUDY

Almost Bankrupt to \$1.6 MILLION USD in 9 Months with a Single Marketing Strategy

Our case study for today is the **CEO** of a company that offers online personal development courses.

Catering to women who follow Deepak Chopra, the movie "The Secret," and John Assaraf, he provides coaching on mindset, hypnosis, neuro-linguistic programming, and positive affirmations.

The company encountered a stumbling block: multiple attempts to launch a flagship product—a \$20/month mindset membership—had failed. They found themselves on the verge of bankruptcy.

The CEO and his team had to do everything in their power to save the business. Either they go big or they go home penniless and insecure.

Objectives

- Generate funds to keep the business moving forward.
- Launch products that sell.
- Market the brand.

What we did

- Established a standard lead generation and client acquisition process using a six-hour webinar.
- Harnessed the company's 50+ strategic partner promoters which earned the company approximately \$550,000 from about 600 orders.
- Sold \$997 one-time or \$397 three-time payment plan, with around 50 percent of sales going to the partners.
- Gave a Contact Us number and assigned two phone sales reps to take inbound calls.
- Placed outbound calls to anyone who hit the order form during the broadcast or clicked to see the order form from a post-event email but didn't purchase.
- Created split tests for each step of the process when the partners were promoting.
- Made A and B versions of registration pages, reminder emails, order forms—everything.
- Took the winning versions and then set them up to play as if live but on an automated basis.
- Set up the process to run from Sunday to Saturday each week, automatically.
- Ran the six-hour event on Saturdays.
- Sent multiple pieces of pre-event videos and homework materials via email to build excitement.
- Uploaded buyer emails to Facebook Ads and made a lookalike list.
- Created three ads with a \$500 budget and ran them on Facebook to the lookalike audience of our 550+ buyers to register for the event "happening this week".

• Doubled the ad spending using the profit from the week before.

Results

- Earned \$1.6 million in front-end sales (excluding back-end products and services sold).
- Made \$7 million in sales in just under three years.
- Installed a massive income stream, including paid ads and customer service, requiring only three or four people to run it.
- Launched several other products under the new company brand.

Why it was smart to work with us

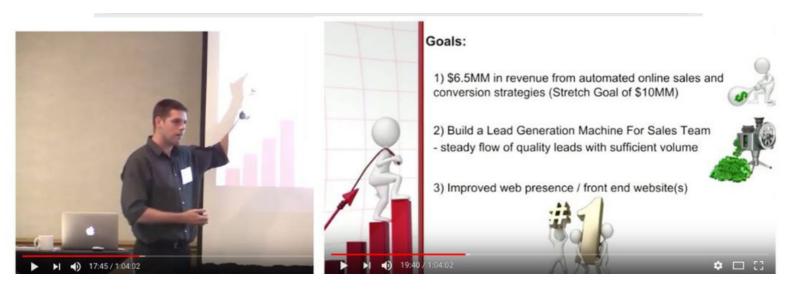
It might be hard to believe how they got back on their feet and earned millions. But Daryl's marketing strategy worked; this company is one of the many who swear by it.

◆ Listen to Daryl's interview with Kent Martin about how they grew the business: <u>https://members.bestbusinesscoach.ca/inside-a-7-</u> <u>million-dollar-automated-funnel-building-up-to-over-300000-</u> <u>facebook-followers-from-scratch-with-kent-martin-2/</u>.



Special Series 10 of 10: Inside A \$7 Million Dollar Automated Funnel & Building Up To Over 300,000 Facebook Followers From Scratch - With Kent Martin

Today we are joined by a good friend and very special guest - Kent Martin. I first met Kent while working as Senior Marketing Director for J...



Oaryl Urbanski

#1 Bestselling Business Author, Business Coach, Entrepreneur, & Student Of Life...

YOUR SUCCESS IS MY SUCCESS!

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