



92 WAYS TO GET LEADS IN YOUR BUSINESS

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1. Attend networking events
2. Offer referral incentives
3. Create a lead magnet
4. Use social media advertising
5. Attend trade shows
6. Optimize your website for search engines
7. Run a contest or giveaway
8. Develop strategic partnerships
9. Host an event or webinar
10. Use targeted email marketing
11. Offer a free trial or consultation
12. Use Google Ads
13. Create valuable content
14. Offer a loyalty program
15. Use LinkedIn for prospecting
16. Attend industry conferences
17. Use customer referrals
18. Run targeted Facebook ads
19. Offer a limited-time discount
20. Use direct mail marketing
21. Partner with complementary businesses
22. Use influencer marketing
23. Attend local business events
24. Use video marketing
25. Ask for referrals from existing customers
26. Use paid advertising on Twitter
27. Create a blog and publish valuable content
28. Use guest blogging to reach new audiences
29. Host a podcast
30. Join online business communities
31. Use Instagram for prospecting
32. Create and distribute case studies
33. Use retargeting ads
34. Attend local meetups
35. Use content marketing to build authority
36. Use Quora to answer questions and build credibility
37. Use Facebook groups for prospecting
38. Use live chat on your website
39. Create a mobile app for your business
40. Offer a free demo of your product or service
41. Use Pinterest for prospecting
42. Use chatbots for lead generation

43. Use online forums to answer questions and build credibility
44. Use Yelp to find new customers
45. Create and share infographics
46. Use Reddit for prospecting
47. Use webinars to showcase your expertise
48. Host a live event
49. Use influencer outreach
50. Use Twitter chats for prospecting
51. Create and share whitepapers
52. Use YouTube for prospecting
53. Host a Twitter chat
54. Use local SEO to attract customers
55. Use Snapchat for prospecting
56. Use Facebook Live for prospecting
57. Use Google My Business to attract customers
58. Offer a free consultation or audit
59. Create and share e-books
60. Use Medium for prospecting
61. Use TikTok for prospecting
62. Host a Facebook Live event
63. Use Google Analytics to analyze your website traffic
64. Use Instagram Stories for prospecting
65. Use Yelp advertising to reach new customers
66. Create and share webinars
67. Use Facebook Messenger for lead generation
68. Use LinkedIn groups for prospecting
69. Use retargeting emails
70. Offer a loyalty program
71. Use Google Shopping to promote your products
72. Use LinkedIn advertising to reach new customers
73. Use influencer takeovers
74. Use Facebook Messenger bots for lead generation
75. Use Twitter advertising to reach new customers
76. Use Snapchat advertising to reach new customers
77. Use Google Display Network to promote your business
78. Create and share podcasts
79. Use Facebook carousel ads for lead generation
80. Use Instagram carousel ads for lead generation
81. Use retargeting ads on LinkedIn
82. Use email drip campaigns
83. Use Google Remarketing to reach new customers



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84. Use YouTube advertising to reach new customers
85. Use Instagram influencer outreach
86. Use Instagram Live for prospecting
87. Use influencer giveaways
88. Use influencer product reviews
89. Use influencer Instagram takeovers
90. Use influencer Snapchat takeovers
91. Use influencer Twitter takeovers
92. Use influencer