

List Building Simplified

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Introduction

List building is a method to collect targeted prospects who are visiting your site by offering them a decent quality information in exchange for their contact details such as email, first name, last name and their phone numbers, this is also known as laser targeted, responsive subscribers list that eventually becoming the key element to your success.

When the subscriber has confirmed his email subscription on your list, you can then start to send them the follow up emails in conjunction with relevant and useful content based on your product or services.

Affiliate marketers or any business owner are using different style of squeeze pages and opt-in forms combination on their site to capture potential prospects. You are able to generate the web opt-in forms from the autoresponder provider user dashboard and it is used for embedding into your squeeze page template either as a javascript or HTML codes.

Every moment when a visitor enters their name and email address into your squeeze page opt-in form, they are instantly being added to your mailing list system and instantly become an active subscriber you can follow up with them later on.

With the method of list building, you can potentially transform the confirmed subscribers into buyers, since once your potential prospect has been added to your mailing list, you are able to establish a relationship with them, that will encourage sales as well as repeating sales (which will add up more sales profit for long run).

The Gadgets You Need

Building a profitable email list building campaign is not to be exempted this day. To get started, you will need to make sure that you have the entire gadgets ready; as such you need the following:

1. Professional Autoresponder Account (Hosted Services or Owned Version)

The most top 2 recommended autoresponder services which are from www.GetResponse.com and www.Aweber.com, by using their services, you are able to set up an unlimited number of mailing lists, each of them provides an easy customization options to fit into your opt-in form for your squeeze page codes. ***(I have included a list of autoresponder services, please check on the last page for the recommended resources)***

Organizing your lists into each of their individual campaign will be able to let you personalize your emails so that specific information or topics are directly send to the targeted groups of subscribers who are interested in.

An autoresponder is an automated mailing list system set up with preloaded follow-up messages to be sent out on a predefined schedule of time and date. This means that you can write all of your messages at once but have them drip to your subscribers on the date and time you specify in the system.

Being able to schedule all follow-up messages makes life a lot easier for an affiliate marketer because you can set it up once and for all to be on auto-pilot, so that you can spend the rest of your time and effort to focus on driving traffic to your squeeze page in order to continuously expand your list.

The autoresponder service provider you are going to choose will provide you with an account where you can log in and create unlimited email campaigns as well. This means it can let you accommodate to a couple of dozen or more niche markets but making sure that you keep things organized and well managed to email your subscribers to avoid confusion.

For instance, perhaps you are interested in the fitness niche market as well as the weight loss market. You would simply create two autoresponder campaigns. One titled fitness and the other one titled weight loss.

You would create your content separately for these two markets, pre-schedule your follow-up messages in your autoresponder account and it would instantly send out your notices, news and updates to each group of subscribers on a predefined schedule.

Alternatively, you may also want to check out the software being offered by Interspire and it's called "[Interspire Email Marketer](#)" and the other one is from [Auto Response Plus](#).

The best things about locally hosted email autoresponders is the fact that you own the program. Once you have purchased the software, you do own it for the rest of your life. This way, you don't have to worry about any other charges. You won't have to pay a company to run it, which will save you a lot of money in the long run. There are no monthly charges involved either, which makes locally hosted email responders that much better than remote hosted responders.

2. Squeeze Page

A squeeze page consist of your opt-in form with the details to present to the potential prospects being able to find you on the web, by evaluating what you are offering them in exchange for their contact information and making the decision to become an active subscriber of your list.

A squeeze page is very similar to a sales page in terms of its primary function is to pull in customers and motivate them to take further action, in this case, they have to subscribe to your list.

Highlighting the "**Call of Action**" is very important in creating high performance squeeze pages, and you must place highly appealing outlines and benefits to ensure that your visitors are guided fully to fill in the opt-in form; otherwise they will not be added to your list.

You need to clearly direct visitors to enter in their name and email address as well as instruct them to confirm their request to join your list (***if you are using double opt-in***).

One thing to keep in mind when developing your squeeze page is that it should motivate visitors in the same way that a traditional sales page should, however, the actual structure of your squeeze page may not be similar.

With sales pages, they are typically designed to offer as much information about a particular product or services as possible, since the main focus is on transforming a visitor into a buyer.

With a squeeze page, you aren't asking your visitor to make a decision to purchase or commit to anything other than to subscribe to your mailing list where they are rewarded with a free product, newsletter or e-course.

Keeping this offer or giveaway in mind, when you develop a squeeze page, you need to have a strong focus on your market, and design your offer around an existing problem, need or question.

To come up with the best incentive offer possible, you'll need to thoroughly evaluate your market, as well as competing offers so that you can create a relevant product that is in demand and will likely to capture the attention from your targeted prospects.

Squeeze pages should be designed to offer a clear navigation system, basic structure, template and a compelling deal.

To summarize, your list building process consists of three major parts:

- I. Squeeze Page With Opt-In Form**
- II. Compelling High Quality Offer or Incentive**
- III. Follow Up Messages And Broadcasts**

We will discuss the structure of a successful squeeze page in an upcoming chapter, so that you can begin to develop your own.

3. Giveaway (Incentive)

Your giveaway is essentially, the most important element on your squeeze page.

If your offer doesn't motivate visitors into subscribing, all of your marketing efforts will be lost. This means that you need your offer to be of interest to the majority of your target market, rather than to a small group of subscribers. The higher the quality of your giveaway as well as the more relevant your offer is to your market, the easier it will be to recruit new subscribers.

There are many different ways to ensure that the product you are giving away is of a high-perceived value by your subscriber base and likely to be successful in converting new subscribers.

To start, consider the different types of products that are being successfully sold in online marketplaces and create a shorter version of a hot selling product, and offer it for free to anyone who subscribed to your list. You may try to offer products with resell rights or even better a private label rights product will do good for your campaign.

If competitors are successful in selling a similar product and you are giving away a high quality product based on the same topic, imagine just how easy it will be to recruit visitors and subscribers to your site.

And better yet, what better way to begin building a relationship with an active subscriber base than by offering them something of equal value with no strings (or price tag) attached!

You could offer:

- ✓ **Free Reports**
- ✓ **Free Ebooks (full length of leaked chapters)**
- ✓ **Free Tutorial Guides**
- ✓ **Video Tutorials**
- ✓ **Free or Trial Access to a Membership Program**
- ✓ **Free Booklet with “Top Tips”**
- ✓ **Free Weekly Newsletter Subscription**
- ✓ **Free templates or graphics**
- ✓ **Free e-course**
- ✓ **Free Audio Interviews, Lessons, Tutorials**

The key to creating a successful giveaway product is in its overall relevancy and existing demand.

You want to make sure that your target prospect is actively searching for similar information, and that it is being sold successfully in the marketplace. If you do that, you will have little difficulty building a massive list of targeted prospects who will be eagerly waiting to receive your emails and broadcasts.

If you plan to promote an ebook or e-course of some kind, a very powerful method of building a massive mailing list while generating new business for your product is by offering a leaked chapter of your info product. (Preferably first 2-3 chapters as the preview copy)

By offering this free chapter, you are able to provide new subscribers with a preview copy of the quality of your work, as well as generate a buzz around your upcoming product launch.

If your product is well written, you will find it exceptionally easy to build a subscriber base of people who will likely purchase the full length version when it launches.

This is also a savvy method of creating a viral campaign for your upcoming launch as people pass around the 'leaked chapter' to everyone they know.

If you are interested in outsourcing your project to experienced freelancers, you can easily find a trustworthy professional from the following freelance marketplaces:

www.Freelancer.com

www.Odesk.com

www.MediaBistro.com

www.Guru.com

www.Elance.com

www.Scriptlance.com

Or you may also outsource your work from a select few popular forums such as <http://www.warriorforum.com> or <http://forums.digitalpoint.com> which having a number of talented freelance marketers to help you out. (Check on the [Warrior For Hire](#) section in warrior forum or look into the [Buy-Sell-Trade](#) section for digital point forum)

4. Domain And Hosting Accounts

There are many different domain registrars available to choose from. Personally, I use www.NameCheap.com and www.Godaddy.com . However, one thing to keep in mind is that you should have done a research as to the niche or market that you are intending to target on before registering your domain name.

Doing that way, you can register a domain name that includes relevant keywords pertaining to targeting the right prospects.

For example, if I wanted to build a mailing list that targeted the “**web hosting**” niche, I would consider registering a domain name that incorporated the keywords '**web hosting**', such as **www.Web2Hosting.info** where I would offer free web hosting tips and articles over the website and also an opt-in form to capture the prospects. In this case, the domain and the content both speak directly to my target audience.

In order to streamline your ability to build targeted lists, you also need a web hosting account, making it easy to capture your visitor’s information, and add them to your list by showcasing a squeeze or landing page.

When it comes to choosing a hosting provider, you need to make sure that you go with a service that allows for flexibility and fast upgrades.

You can start out with a smaller package, and as your marketing campaign expands, you can upgrade your account to a larger package.

With your hosting provider, make sure that they offer the ability to use sub domains, so that you can create multiple interior pages for every squeeze page you create.

I recommend using either one of the following hosting company:

- www.HostGator.com
- www.BlueHost.com
- www.NameCheap.com

Developing A High Converting Squeeze Page

For the start, being able to convey your messages right with your targeted prospects and thus pursuing them to subscribe into your list is very much beneficial for your long term list building mission, therefore, you will need to develop an eye-catching and highly converting squeeze page.

By providing solid information, and relevant content, you will quickly begin to set up credibility with your subscribers and built-up a good reputation. Declaring yourself as the expert for anyone who interested in seeking for the high quality information and giving exceptional value is extremely essential for you.

Please keep this in mind when creating your squeeze page; a squeeze page is NOT designed to sell anything naturally. Its primary task is to help converting your visitors into confirmed subscribers.

All you need is either a simple HTML page or a blogging platform on your own domain website or on any third-party hosted free websites such as:

- <http://www.Wordpress.com>
- <http://www.Blogger.com>
- <http://www.Tumblr.com>

If you are going to use the Wordpress blogging platform, there are plenty of free plugins you can use to automatically insert an opt-in form onto your website. One of my favorite free plugin is:

- [WP Autoresponder And Newsletter Plugin](#)

If you are using GetResponse or Aweber autoresponder services, you may easily build the opt-in form from the user admin dashboard and they even includes the plugin for use on the wordpress blogging platform.

To help you making the most effective squeeze page possible, here is a quick overview of the most important aspects that you need to include in your own squeeze page:

1. **Compelling and Attention Grabbing Headlines**

The headline of your squeeze page should be the very first thing that your visitor sees and therefore it needs to attract their attention, draw them in, generate subconscious, making them have more curiosity and keep them focused long enough to eventually become a confirmed subscriber of your mailing list.

Your headlines text size should be larger than the rest of the text on your page, and for increased exposure, consider adding color to your headline (preferably with H1 tag with red or blue colors in bold works well).

You should consider highlighting your headline and any sub headline that you use. You can use the `<h1>` and `<h2>` tags to enlarge your text, which will not only help with capturing attention from your visitors but will also alert the search engine crawlers as the enlarged text is more important on the entire web page.

Center your headline within your template and try to work in your opt-in box so that it is close to the headline itself. If you are using a CSS based squeeze page template, your opt-in box could be placed in a right column or even better to place it just below the headline and outlines with a bullet list of benefits featured on it.

2. **Content/Body**

You should keep your content trimmed down so that it focuses only on the most important information that you have to share.

Avoid wordy squeeze pages that offer endless paragraphs of information. Your squeeze page has **ONLY** one task, to convert visitors into subscribers and so you need to keep it clear, brief and of course, exciting!

You will want to do a couple of split test process for your copy (including lengths) to determine what will increase conversion rates, but in the meantime, here is a quick overview of how to better structure your squeeze page content so that it is easy to read, understand and encourages subscriptions:

a) Use Bullet Points To Highlight Benefits

Bullet points focus on important factors and draw attention to the special aspects of becoming a subscriber of your list.

This is a great way to showcase the benefits of becoming a subscriber, and what they will receive, in return, for their subscription.

For example, if you were offering a report on the **'Insider Secrets to Finding a Work At Home Job'**, your benefit list could include:

- Find out how to land a high paying teleworking job even if you have absolutely no experience online!
- Avoid devastating work at home job scams that circulating the industry and target people just like you!
- Discover the #1 freelance website where 99.9% of new telecommuters are able to secure employment in their first week online.

- Create a compelling resume that guarantees you stand out from the crowd and get noticed by top paying companies online!

b) Retain Focus At ALL Times

Eliminate any external links and keep your squeeze page focused. You want to avoid distractions or in directing potential subscribers to external websites (or even internal pages on your site).

Their ONLY option should be to subscribe to your mailing list. You don't want to confuse them or deter them from your one objective; that's to be your confirmed subscriber.

Avoid navigation menus, widgets, plugins, or links to articles. Your squeeze page should be a simple one page long, feature your bullet list, headline, opt-in box and privacy policy. Avoid any confusion from the information or content that is not needed to grab the attention of your potential subscriber.

c) Strong & Clear "Call To Action"

If you want your squeeze page to effectively recruit new subscribers, you NEED to clearly instruct your visitors to fill out your opt-in form and confirm their request.

Do NOT assume that people know what to do. Remember, not everyone is likely to know how to deal with mailing lists, and so you need to directly instruct them as to how they are able to gain access to your free, high quality offer.

Just on the next step, you will also want to direct them to confirm their request to your list once they have entered in their name and email address. (If you are using a double opt-in mailing list campaign)

If you are using a double opt-in campaign, you will NOT be able to communicate with any of your subscribers who have not verified their request, so make absolutely certain that you are following up and instructing everyone to confirm their email subscription.

(You can do this by automatically directing subscribers to a secondary page on your site that thanks them for subscribing and tells them that the final step is to check their email and confirm their request to join your list by clicking on the confirmation link sent out by your autoresponder system).

Your confirmation page should work just like your squeeze page, keep it clean and simple. Avoid ANY external links at this point because you need your subscriber to follow your instructions instantly, eliminating any chance of them forgetting to confirm.

3. Your Incentive Offer

In order to entice your website visitors into subscribing to your mailing list, you want to really take the time to consider a free incentive to maximize the number of visitors that you can convert into subscribers.

People are often leery about handing over their name and email address to a complete stranger. With so many Email Marketers spamming their lists with useless garbage, web users have become cautious about whose lists they join.

This is why you need to present an offer that is absolutely irresistible.

You want to stand out from the crowd by taking them by the hand and saying **“Take a look at what I am offering you!”**, and in case they aren't listening, a free incentive just may be the push they need to motivate them to take the action and subscribe to your list.

It's a very powerful way to generate a huge list of confirmed opt-in subscribers as well as begin the process of building a relationship with these subscribers.

When it comes to what you should offer for your visitors, there are many different products range that work well, depending on your niche market or content.

For the incentive, you could consider offering:

- ✓ **Free Report**
- ✓ **Free Ebooks with either personal use, resell rights or PLR**
- ✓ **Free Graphic or Template Packages**
- ✓ **Free Tutorials**
- ✓ **Free Sample Chapter (a leak chapter from a paid product)**
- ✓ **Free e-Courses**

You really want to spend some time evaluating your options when it comes to the giveaway (otherwise called a 'bribe'), because it ultimately will be responsible for whether your squeeze page converts or fails.

When deciding on a squeeze page incentive, you want to determine what your target market is actually looking for, and simply giving them a high quality product that they can't find anywhere else. Be always remembering to offer something that is relevant to your target market.

You can do this with a free report, ebook or a simple e-course that is set up to deliver training tools and resources on a weekly basis.

Generating Maximum Profits From Your Squeeze Page

Once you have your squeeze page up and running, done the setup of your autoresponder account, you will need to focus on configuring the email sequence that's be activated the moment a subscriber opted into your mailing list.

Here's how it works:

- Your visitor fills in their information via your squeeze page and confirms their request be added into your newsletter mailing list.

- Your autoresponder start the mailing sequence and emails your prospect a welcome email that you have written. Within a few minutes later of their subscription, the message sent out automatically to their email inbox.

- Your autoresponder continues to email your subscriber on pre-defined dates and times, according to the follow-up system you have set up within your autoresponder account.

You can configure the delivery dates and times from your administration panel, and all the emails you have created within your autoresponder account is going to send out to all active subscribers on a regular schedule.

Example: If you create 4 emails that scheduled to deliver the follow-up messages on a specific date and time, it will do its work like this:

- **1st Email:** Instantly sent to your subscriber thanking them for subscribing to your list and provides the download that you initially offered on your squeeze page, usually a direct link to the download location on your website.

- **2nd Email:** Scheduled to send out on the third day after your subscriber has confirmed their request, and includes an email offering free content, extra articles or another report.

- **3rd Email:** Scheduled to go out on the sixth day of the sequence, promotional based, advertising a related product.
- **4th Email:** Scheduled to go out on the tenth day and so on.

The balance that you use, when mixing up free content with promotional based material is entirely up to you, however the more value you give to your list, the easier and faster it will be to develop a relationship with your subscribers.

Taking an aggressive approach to email marketing works for some, however for the most, it's always best to step carefully, initially focusing on building a relationship with your list, and then doubling that up with promotional offers, or recommendations to affiliate based products.

Essentially, you want to '**condition**' your list so that they grow accustomed to receiving promotional based emails from you often.

It's up to you to keep a pulse on your subscriber base, and find what works the best, how often you contact them, and whether they respond well to the products you are promoting.

Just don't be afraid to experiment and test out new ideas and creative ways to consistently grow and keep up your subscriber base.

Here are a few ways to build the highest performing mailing lists, quickly and easily:

A. Create Multiple Squeeze Pages

Rather than just constructing one squeeze page, consider creating a network of opt-in pages that cover various markets as well as the SAME market, but offering a different giveaway product.

By doing this, you are able to cater to all sorts of people who are not interested in one giveaway but would gladly sign up to receive another. Plus, you can easily split test different layouts and templates by running various squeeze page offers at once.

Keep in mind that the more squeeze pages you have in circulation, the more exposure you'll receive.

Note: You can use the same autoresponder sequence for all of your squeeze pages within the same niche markets, as long as you customize the introductory email so that it features each unique giveaway or offer.

B. Implement Your Squeeze Page Into Social Networking Profiles

There are only a few major social networking sites that are worth the time for generating interest in your squeeze pages.

Here are a select few of the top social networking sites that you can use:

- [Facebook](#)
- [Twitter](#)
- [Google Plus+](#)
- [Pinterest](#)
- [Instagram](#)

C. Article Marketing

Article marketing is an excellent (and free!) marketing strategy for many of us; end up being our primary strength behind generating consistent traffic to our squeeze pages.

With article marketing, it's all about offering high quality, relevant content that targets your market and propels them into exploring your resource box and visiting your website to find out more about you.

Article marketing is extremely easy to set up, and even if you aren't a skilled writer, you can easily outsource article creation to affordable, high quality writers.

Even if your budget is very small, there is no reason to why you can't compile a small package of articles, spanning from 300-500 words in length that are highly targeted and relevant to the topic on your squeeze page.

Start out by submitting 3-5 articles every week, and before you know it, your article campaign will generate consistent traffic to your squeeze pages. As you continue to expand on the number of articles in circulation, you will be able to generate more traffic often.

Just make sure that the articles you do submitted into article directories are exceptionally well written and targeted.

After all, these articles represent you and your brand, and you want your readers be impressed with the quality as they are likely going to explore your other products on the information found within your article content.

Pay attention when constructing your author's resource box (Being attached to each article you are submitting.)

This resource box is the only place in which you can add in external links and you want to include a call to action that motivates your reader into clicking on your link and visiting your squeeze page.

You also want to use anchor text if possible, so that not only are you able to generate traffic from article directories, but you can also rank for specific keywords relevant to your niche within the search engines.

Here are a few top article directories to get you started on:

- <http://www.EzineArticles.com>
- <http://www.GoArticles.com>
- <http://www.ArticleDashboard.com>
- <http://www.ArticlesBase.com>
- <http://www.Amazines.com>

Conclusion

Split Test! Split Test! Split Test!

Split testing your squeeze pages is the most important thing to build a successful list building campaign.

Regardless how well you design your site, or how thoroughly you analyze each section of your squeeze page, there is no way that you will be able to accurately predict how well your visitors will respond to your offer, without comparatively testing alternative layouts. You might be sinking in the deep blue sea.

One easy free way of split testing your squeeze pages and evaluating conversion rates is by using Google's Website Optimizer, a no cost tool that will help you to run simple split testing for any websites you own.

You can sign up for a free account at:

<http://www.google.com/analytics/>

Developing Your Brand!

It's important to build brand awareness and developing a relationship with your subscriber base, because the more that your subscribers trust you and the more product recommendations that you make could be more responsive, the easier it will be to convert those subscribers into frequent buyers.

Every email you send to your list should directly work towards strengthening your brands recognition for value. This means that you have to extremely careful with the kinds of products you are promoting as well as the quality you endorse.

Whether you are the creator or not, if you give it your stamp of approval, your subscriber base will hold you accountable if the product or service fail to deliver.

You should always analyze each product or offer you are planning to promote so that you will not only stand behind it, but can directly answer any questions that your subscribers may have about the offer.

Keep your emails focused and relevant. If you end up venturing into a new niche or interested in exploring other markets, you should start working towards creating an individual segmented lists for each niche.

Segment Your Lists For Better Targeting!

Segment your lists does more than maximize your chances of having your emails delivered successfully. List splitting will also help you effectively communicate and target specific subscribers, increasing response rate and helping you to create a more successful broadcasts.

For example, if you developed a mailing list catering to the “Internet Marketing” group, it’s likely that your subscribers are coming from different backgrounds with different levels of marketing training or having the interest in just a few areas of the Internet Marketing industry.

To better segment your lists, you can create content based on each groups based on their interests and skill levels as well as develop products and services around each subscriber category.

Don't Let Your List Run Cold!

You absolutely need to keep a constant communication with your subscriber base.

This doesn't mean that you necessarily have to email them every day, but what you want to do is consider creating an email broadcasting schedule so that you can get into the habit of connecting with your subscribers regularly, while demonstrating consistency.

Your subscribers will then begin to expect your emails on certain days and by doing this, you will begin to see a huge increase in your open rates.

The more consistent you are with your broadcasts, the easier it will be to condition your subscribers to accept promotional based emails and advertisements in between mailings containing free content and resources.

So, at last, always work around with your squeeze page split testing, as well as tweaking your conversion and make a constant communication with your subscriber base will do you well for long term goal on list building.