

# 100 Ways to Get Leads

Here are 100 ways to get leads. These strategies will work for most businesses. This is a combination of online, offline, free, and paid strategies. You don't need to use all these methods. Pick the ones that work for you and then go to YouTube and search for "How to Get Leads (with the strategy you picked)." There are plenty of tutorial videos.

## Offline

1. Bandit Signs
2. Blitzing
3. BNI Groups
4. Branded Clothing
5. Brochures
6. Business Cards
7. Buy Leads
8. Car Magnets
9. Chamber of Commerce
10. Charity Events
11. Church Newsletter
12. Cold Calling
13. Contests
14. Coupons
15. Current Customers
16. Door Hangers
17. Direct Mail
18. Drop Cards
19. Elevator Speech
20. Festivals
21. Fishbowl Strategy
22. Flea Markets
23. Flyers
24. Gift Your Products
25. Handwritten Notes
26. Home Parties
27. Job Fairs
28. Joint Ventures
29. Local Events
30. Magazine Ads
31. Networking Events
32. Newspaper Classifieds
33. Postcards
34. Power Hour
35. Public Speaking
36. Radio Ads
37. Referrals
38. Reverse Mailing
39. Samples
40. Seminars
41. Sizzle Call
42. Sponsor an Event
43. Texting
44. Three-Foot Rule
45. Trade Shows
46. TV Ads
47. Upsell Current Customers
48. Warm Market
49. Wear a Button
50. Yard Sales
16. Facebook Stories
17. Forums
18. Google Business Listing
19. Guest Blogging
20. Guest Podcasting
21. Hashtags
22. Influencer Collaboration
23. Infographics
24. Interviews
25. Landing Page
26. LinkedIn Articles
27. LinkedIn Groups
28. Instagram
29. MeWe
30. Online Reviews
31. Pay per Click Ads
32. Pay per View Ads
33. Pinterest
34. Podcasting
35. Press Release
36. Quora
37. Reply to Spam Emails
38. Safelists
39. SEO
40. Slideshare Slides
41. Solo Ads
42. Sponsored Posts
43. Strategic Alliance
44. Surveys
45. TikTok
46. Twitter
47. Virtual Events
48. Webinars
49. YouTube Shorts
50. YouTube Videos

## Online

1. Article Marketing
2. Banner Ads
3. Blog Comments
4. Blogging
5. Content Marketing
6. Craigslist Advertising
7. Directory Listing
8. Email Signature
9. Email Marketing
10. Email Newsletter
11. Facebook Ads
12. Facebook Groups
13. Facebook Live
14. Facebook Messenger
15. Facebook Reels

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