

# Getting Started Cheat Sheet



## STEP 1: GATHER YOUR ITEMS

Children cycle through a new wardrobe every 6 months, so it's no surprise you feel overwhelmed. It's time to gather everything they no longer wear or use. Check seasonal guidelines regarding what's in and what's out for each event.

## STEP 2: ORGANIZE

Grab 3 totes or baskets and label them: **KEEP, SELL, TOSS** (Have extra boxes or trash bags available)

- 1 **KEEP:** Items that you aren't ready to get rid of yet.
- 2 **SELL:** Items you want to sell.
- 3 **TOSS:** Item's that don't meet JBF standards.

## STEP 3: PRICE & PREP

Selling at JBF lets you be in control of the price of each item. You also decide if it goes half price during our discount sale times. If the item doesn't sell, you can either donate the item to our local charity partners, or you can pick it up.

## HOW TO KNOW WHAT TO SELL - THE 4 C'S RULE:

- **CLEAN:** The newer it looks, the better it sells. Plan to clean clothes, shoes, equipment and toys.
- **CURRENT:** Sell clothing and shoes in the correct season. Current styles and fashion are sought after.
- **COMPLETE:** Toys, games and puzzles must be sold as a complete set.
- **COMPLIANT:** Important safety guidelines apply to selling a car seat, stroller, baby equipment and toys.

Check <https://www.cpsc.gov> for recalls.

Website: [sanangelo.jbfsale.com](http://sanangelo.jbfsale.com)



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SAN ANGELO

## QUICK PRICING GUIDE

Successful sellers practice Shopper-Focused Pricing. Ask yourself, *"What price would make me buy this item and brag about it to a friend?"*

Bargain Brands  
**\$1 - \$4**



Everyday Brands  
**\$3 - \$6**



Premium Brands  
**\$7 - \$10**



*To sell more- we recommend that you let your items reduce during our discount days!*

*Reminder: All hanging clothing items must equal \$3 or more. Please bundle as needed!*

Sell Toys,  
Baby Equipment,  
Books, Games and  
Furniture at

**30-50% OFF**  
retail price

### CHARGE MORE FOR:

- New with Tags
- "Dressy" Items
- Items in Original Packaging
- Large Items + Popular Toys

### CHARGE LESS FOR:

- T-Shirts + Books
- Infant Items
- Maternity + Junior Clothing



## NEED MORE HELP?

Bonnie Bouher  
Event Coordinator

## WATCH TAGGING VIDEOS AND GET SUPPORT AT:

<https://www.youtube.com/playlist?list=PL52B264A51151FDDE>

JBFSAConsignors

[bonniebouher@jbfsale.com](mailto:bonniebouher@jbfsale.com)

CALL or TEXT 325.716.7356