

SELLER GUIDE

What's Needed:



Laptop, tablet or mobile device

- White card stock (60lb+)
- 1.5 2.0 inch safety pins
 - Plastic or wire hangers
 - (When possible, use child for 4T & under; adult size for 5+)

ST BETWEEN



- Quart, gallon & XL clear storage bags
- 🍲 Clear packing tape
- N Painters/masking tape
- Scissors
- 🛰 Ribbon, string or zip-ties



No Printer? No Problem!

When you finish creating your tags use the "**Print PDF**" option and save the PDF file. Printing your tags at an office supply store will save you ink and time. Don't forget to ask them to cut your tags!

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 guidelines regarding what's in and what's out for each event.

MY CHECKLIST

Check off this list as you gather your items!

 Furniture Kitchen Bathrooms Garage Attic or Basement
Attic or Basement

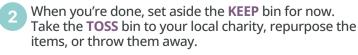
STEP 2: ORGANIZE

Grab 3 totes or baskets and label them: **KEEP. SELL. TOSS**

(Have extra boxes or trash bags available)

- **KEEP** items that you aren't ready to get rid of yet.
- SELL items you want to sell. (Spring or Fall)
- TOSS items that don't meet JBF standards.

Decide which tub each item should go in.



Separate the items in the **SELL** bin into Spring and Fall piles. These items are ready for Step 3.



bikes & trikes scooters & skates

ride-on toysplayhouses



15 Kule OW TO KNOW WHAT TO SELL

Playrooms

puzzles & games



The newer it looks, the better it sells. Plan to clean clothes, shoes, equipment and toys.

Current

Sell clothing and shoes in current styles and fashion. Make sure they're the right season!

Complete

Toys, games and puzzles must be sold as a complete set without missing pieces.

Compliant



Safety guidelines apply to selling a car seat. stroller, baby equipment and toys. Check https://www.cpsc.gov for recalls.



JBF Standards: We accept new or gently loved items that are NOT broken, torn, stained, or missing pieces. Ask, "Would I buy this for my child?" If the answer is no, then it doesn't meet our standard. Place item in TOSS bin.

Optional Supplies:



- 📥 Paper Cutter
- Rrinter
- + Cleaning Supplies Magic Eraser, stain remover, bleach pen, wrinkle releaser and odor remover, etc.

Closets

diapers

bouncers
play kitchen sets
play tool bench sets

Large toys

exersaucers

train table

Kitchen

lunch boxes

sippy cups

highchairs

safety items

dishes

step stools

sheets & towels

pillows & blankets

Bathrooms

diaper

disposals

bath toys

infant tubs





STEP 3: PRICE & PREP

When you sell at JBF, you are 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 partner, or you can pick it up.



We recommend pricing at 1/3 of retail! Ask yourself, "What price would make me buy this item and brag about it to a friend?"

Price non-clothing items (Toys, Baby Equipment, Books, Games, etc.)

at **50-80% OFF** retail price

Clothing Pricing Guide

ltem	Bargain Brands	Everyday Brands	Boutique Brands
Pajamas	\$2 - \$3	\$3 - \$4	\$5+
T-shirts	\$1 - \$2	\$2 - \$3	\$4+
Jeans / Pants	\$2 - \$3.50	\$3 - \$5.50	\$6+
Dresses / Dress Shirts	\$2.50 - \$4.50	\$3.50 - \$6	\$6 - \$8+
Sneakers	\$3 - \$6	\$5 - \$8	\$8+
Jackets / Coats	\$4 - \$6	\$6 - \$9	\$8+

Bargain brands = Cat & Jack, Garanimals, Cherokee, etc (retail \$4-10) **Everyday brands** = Carter's, Children's Place, Department store brands (retail \$6-15) **Boutique brands** = Crewcuts, Mudpie, Janie & Jack



Price <u>HIGHER</u> for:

New with Tags

• Big kids sizes

Bundle Items to Save Time

same-size onesies. Bundle 6 pair

Items in Original Packaging

love it, and you only have to create one JBF tag!

Create sets or bundles. Put an outfit together, or a set of

of socks together, or several superhero figures. Shoppers



Price <u>LOWER</u> for:

• Infant Items under 12 mo.

- Maternity Clothing
- T-shirts

\$3 Hanging Rule

All hanging clothing must be a minimum of \$3. Please make bundles to reach this minimum, not overprice your items!

WATCH TAGGING VIDEOS AND GET SUPPORT AT:



bonniebouher@jbfsale.com

@JBFSanAngelo

@JBFSanAngelo

Call or Text 325.716.7356

NEED MORE HELP?

