

# 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!

<ul> <li>Furniture</li> <li>Kitchen</li> <li>Bathrooms</li> <li>Garage</li> <li>Attic or Basement</li> </ul>
Attic or Basement

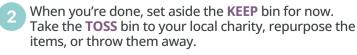
### **STEP 2: ORGANIZE**

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.



### **Optional Supplies:**



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







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.





### 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!

### **NEED MORE HELP?**



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Call or Text 325.716.7356

#### **GET SUPPORT:**





