

# YOUR GUIDE TO *Selling* with JBF Mount Vernon



## Let's do this together!

If you're a First-Time Seller, you'll find everything you need to know —right here in this Guide—to help you turn your outgrown kid items into CA\$H.



**Gather**



**Sort**



**Price**



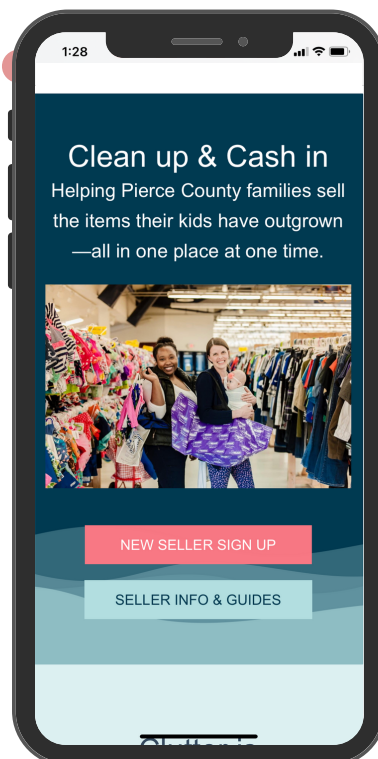
**Prep**



**Drop Off**

## First Things First: REGISTER

Save your spot by registering as a Consignor at the event(s) you prefer.



**Questions?** Join our Facebook Group for quick Q&A.  
[facebook.com/groups/jbfmarysvillemountvernon](https://facebook.com/groups/jbfmarysvillemountvernon)

# STEP #1 *Gather*



## Kids Grow Fast!

Each child cycles through a wardrobe every 6 months. So, if you're feeling like you have lots of outgrown clothes in your home, you're not alone!

Plus, you can also sell items you likely have around your home. Here are some places to look for more to sell.

## Check all over your home!

### Bedrooms

- clothing + shoes
- lamps + rugs
- gliders + rockers
- boppies + monitors

### Closets

- sheets + towels
- diapers + new supplies
- step stools
- pillows + blankets
- maternity wear

### Playrooms

- puzzles + games
- family DVDs
- dress up + costumes
- crafts + supplies
- instruments
- gaming systems

### Bathrooms

- diaper disposal systems
- bath toys + supplies
- newborn tubs

**...and check the garage!**



## Have any of these hot-selling items?

### Large toys

- exersaucers
- rockers
- play kitchen sets
- tool bench play sets

### Furniture

- toddler beds
- dressers + bassinets
- changing tables

### Feeding supplies

- new pacifiers
- dishes + lunch boxes
- sippy cups + boosters
- safety items

### Outdoor toys

- bikes + trikes
- scooters + skates
- ride-on toys
- playhouses



# STEP #2 Sort



## Keep | Toss | Sell

It's okay to **KEEP** the items that you just aren't ready to part with yet. **TOSS** the items that are too well-loved (stains, holes, excessive pilling, missing pieces, or are not working).



## SELL the items that meet these 4 C's:

### CLEAN

The newer it looks, the better it sells. Check carefully for stains and holes in clothing. Clean all clothing and non-clothing items thoroughly.

### CURRENT

Sell warm weather clothing and shoes at our Spring/Summer sale. Sell cold weather items at our Fall/Winter sale. Shoppers love current styles that are in fashion.

### COMPLETE

Be sure all parts & pieces are present before you tag items. Shoppers want to open their items when they get home and find everything in working order.

### COMPLIANT

Important Safety Guidelines apply to infant equipment & toys. All of the Recalls & Safety Standards are listed at **jbfsale.com** for you to check each of your items before you sell.

# STEP #3 *Price*



## Shopper-Focused Pricing

Ask yourself, "What price would make me buy this item without hesitation...and brag about my bargain to my friends?"

Retail Price	JBF Clothing Price	Pricing Non-Clothing Items	
less than <b>\$10</b>	<b>\$1-2</b> <b>Value Brands:</b> Cherokee, Circo, Faded Glory, Garanimals	Toys Books Baby Gear Furniture Electronics Strollers + Joggers Sporting Goods	 <p>Price a little higher for:</p> <ul style="list-style-type: none"> <li>• new with tags</li> <li>• hot selling</li> <li>• like-new</li> <li>• large toys</li> </ul>
less than <b>\$20</b>	<b>\$3-6</b> <b>Standard Brands:</b> Carter's, Old Navy, Children's Place, Nike	<b>60-80% off retail</b>	<p>Price a little lower for:</p> <ul style="list-style-type: none"> <li>• infant clothing</li> <li>• play clothes</li> <li>• good condition</li> <li>• maternity</li> </ul> 
more than <b>\$20</b>	<b>65-75% off retail</b> <b>Boutique Brands:</b> Crewcuts, Mud Pie, Matilda Jane	<p><b>Want to SELL Even MORE?</b></p> <p>Choose to REDUCE, which allows your items to sell at 50% off during discount sale days</p>	



## Bundle Items to Save Time

As you are thinking about prices, consider creating sets or bundles. Put an outfit together, or a set of same-size onesies. Add a bib or crib socks to a baby outfit, or bundle several superhero figures together. Shoppers love it, and you only have to create one JBF tag!

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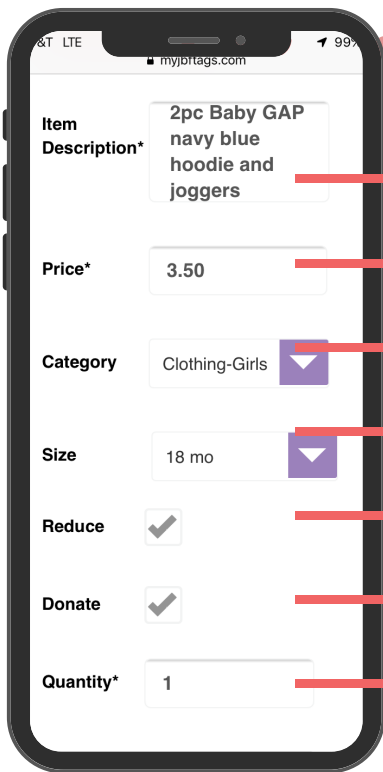
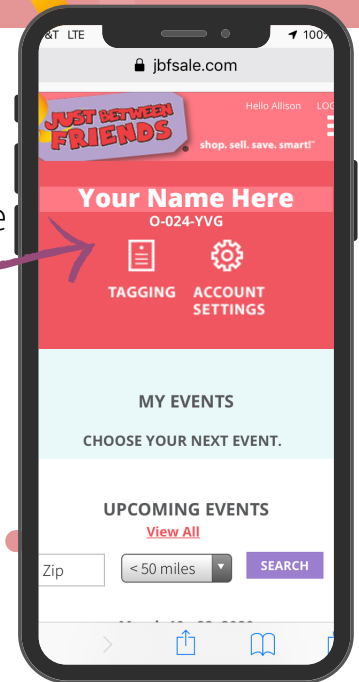
# STEP #3 Price



## Where to Create Your Tags

Now that your items are inspected and bundled, it's time to log in to your JBF Profile and enter your tag data.

1. [www.marysvillemountvernon.jbfsale.com](http://www.marysvillemountvernon.jbfsale.com)
2. login
3. click on TAGGING



## Creating Tags

Include brand, colors, number of pieces included

You choose the price

Choose the category that fits best (leave blank if you can't decide)

Indicate size for clothing and shoes

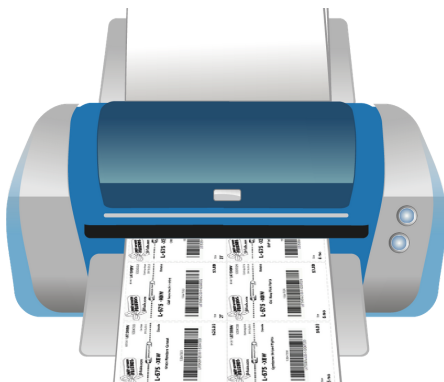
A check mark here will allow your item to sell at 50% off on Half Price Day

A check mark here will allow your item to be donated if unsold

This feature is if you have more than one of the exact same item and want to create several tags at once

## TIP! Talk-to-Text

If you are entering tags on your mobile device, use talk-to-text to go even faster.



## Print Your Tags

Print tags on 8.5"x11" white cardstock. Tags print 9 per page.

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# STEP #4 *Prep*



## Preparing Your Items & Attaching Tags

Now that your JBF tags are printed, cut them apart and sort them by gender, type and size to make this step go smoother.



## Gather these supplies to make your prep faster:

- hangers
- clear self-sealing bags (zip-loc)
- ribbon/string
- zip-ties
- clear tape & painter's tape
- clear (saran) wrap
- scissors
- safety pins or tagging gun
- hole-punch

## TOYS & GEAR

### Two Essentials:

- Tag is attached securely (won't fall off) &
- All pieces secured together (won't separate; tape bags closed)



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# STEP #4 *Prep*



## CLOTHING

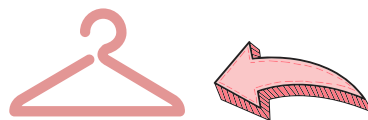
### Hanging & Tagging Clothing

Put all clothing on a hanger. Bundle socks, infant mittens & hats, as well as accessories in clear self-sealing bags. Attach JBF tag with safety pin or tagging gun.



### Hanger Direction

Be sure the hanger hook opens to the left, like a question mark. Attach JBF tag to front of item.



### Creating Outfits

It's okay to bundle items into sets. Secure pieces to hanger using safety pins and then band the hangers tightly together so outfit remains together as a set. Try to make outfits with the same brand for top and bottoms.



### Tagging Gun & Safety Pins

If you use a tagging gun to attach JBF tags, only puncture the garment tag or an inside seam so that you do not damage the fabric.

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# STEP #4 Prep



## Books

Use painters tape or scotch tape on items that are more fragile, to ensure that the item won't rip when the tag is removed.

Bundle books by tying them together with a piece of string or ribbon.



## Accessories

Use clear bags to bundle sets of socks, hair accessories, infant mittens and hats.

Display neatly so shopper can see well.

Place JBF tag inside and tape bag closed.

You can also repurpose clear packaging (such as fruit containers) to display items so that the customer can easily inspect the items.



## Puzzles

Make sure puzzles have all the pieces. Simply tape the puzzle box closed and tape the tag to the back. For large wooden puzzles, wrap it with clear (suran) wrap and secure with tape.



## Hanging Multiple Items on a Hanger

Multiple items—that are all the same size— can be hung on a single hanger. Use a safety pin or tagging gun fastener (through a sturdy waistline) to attach pants/skirts to hangers.

Or hang items on individual hangers and band the hanger hooks together to keep items as one.

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# STEP #5 *Drop Off*

JUST BETWEEN FRIENDS®



## You did it!

Now that your items are tagged, you'll want to pack items **organized by type and size** so that your Drop Off process is easy and fast.

## Seller Drop Off for JBF Mount Vernon

### HERE'S THE RUNDOWN ON WHAT TO EXPECT FOR ITEM DROP OFF...

1

Plan for 60-minutes to drop off your items. Longer if you have 400+ items to drop off. Once you arrive, bring one item inside with you to **Check In**.

2

After you have checked in, you will be able to borrow a rolling rack to unload your car.

3

Place all items on the sales floor in the appropriate spot. If you don't know where an item belongs, just ask a staff member.

4

For your Large Items, you will attach a yellow ticket to the items which makes it easier for shoppers to purchase your items during the sale. Look for the yellow ticket table during drop off.

*That's It! You're Done!*

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# During the Sale

**JUST BETWEEN  
FRIENDS**



*Make time to*  
**SHOP**

**MAKE SURE YOU GET THE BEST  
DEALS FOR YOUR FAMILY!**



## **Watch Your Consignor Check Grow**

You can view your sold items!  
Log in to your JBF Profile,  
click on TAGGING, then  
choose REPORTS.



## **Share Free Tickets**

Now is the time to tell  
everyone to shop! The more  
you share, the bigger your  
consignor check will grow.  
Be sure all the families in  
your life know about the  
resource of JBF this week!



## **Unsold Items Donated to Charity**

Are distributed to help local  
families through our Charity  
Partner, God's Closet. You'll  
receive a donation receipt for  
tax purposes (upon request).



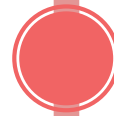
## **Selling Perks!**

Being a consignor  
comes with some early  
shopping perks!



## **Presale**

Consignors get to shop early at  
the presale. Plus, you get to  
bring a guest!



## **Half Price Party**

Consignors + a guest are  
invited to shop 50% off early,  
before the public!



## **Seller Pick Up**

If your items are not marked to  
donate, come back to the sale  
during pick up time to retrieve  
your unsold items.



## **Pay Day**

Checks are mailed to the  
address that was verified at  
check in. You can expect to see  
your check 10-14 days after  
the close of the sale.

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