



How To Be A Successful JBF Consignor

Promote every JBF event within your circle of friends and family. The more consignors we have, the more you have to shop from. The more there is to shop from, the more shoppers will come and buy YOUR items. Pick-up JBF referral cards to hand out throughout the year, post JBF event posters closer to the sale, offer to put up a yard sign before/during the sale, and make sure that you share JBF at daycare, church, work, mom's groups, school...you get the picture. Everyone wins as Just Between Friends grows and reaches out to others in the community!

Be selective with the items you consign – only bring your best. We inspect items to benefit you and all of our shoppers...we have a reputation of offering the best and we want to keep that standard high at all of our events. Take good care of your things and you'll be able to sell them to someone else at a great price for both of you!

Larger clothing sizes (7 and up) sell very well because there isn't as much to choose from. Just be sure the styles are current because kids are pickier about styles as they get older.

Try to bring at least one "big ticket" items. Items that always sell are pack-n-plays, cribs, exersaucers, and large Little Tikes toys. Obviously, the larger the item, the larger your check.

Be descriptive on your barcode tags. Not only does this help the shoppers, but it also helps us match up tags that get separated from their items. We do everything we can to sell your items for you!

Price to Sell. If you don't sell as many items as you had hoped, look over your tags and consider the pricing. Were the items priced too high for the brand/condition? Look around at other similar sale items and see what they are priced...if it's a good deal, people will buy it.

Re-Print Barcode Tags...YOU CANNOT manually change them. If you change your barcode tags after they have been printed, you will mess up your check amount. If you want to change something (donate, reduce for discount days, reduce the price, etc.), do it through the MyJBFTags.com website BEFORE DROP-OFF and you MUST reprint a new tag. Otherwise, you risk reducing your check because you've tampered with your inventory.

Participate in our discount sale days, especially clothing and small toys. At the end of the sale, shoppers are only looking for items without a star. You might want to raise your original price a little and let it go for half price. That way, if it sells for full price, it will be more than you expected. Also, if you donate an item, make sure to include it in the discount sales!!!

Don't forget to clean out your child's bookshelves and movie drawers. Children's books and videos (CDs and DVDs) are especially hot sellers. Games and Puzzles are also very popular. Other popular sellers are gymnastics/dance attire, uniforms, sports equipment and bikes.

Pick up items to resell at clearance and garage sales. There are many JBF consignors nationwide who make \$5,000-\$10,000/sale by purchasing new/like new items at a significantly reduced price and then consigning the items at JBF. A bargain is a bargain... and this is a great way to make some extra spending money without investing a great deal of time or family funds.

Prep and tag as you go. Preparing for a sale is easier when you prep your items as your children outgrow them and tag them a little bit at a time. Set aside an area in your home to

put hanging clothes and a bin or two for other items and you will be surprised at how little time it takes to get ready for drop-off.

Volunteer 12 Hours and Your Consignor Fee is Waived. If you volunteer 12 actual hours at the sale, your consignor fee is waived...that's another \$10 in your pocket!

Remember to Donate and Take a Great Tax Deduction. You can deduct your unsold items that are donated to charity by printing of a list of your "unsold" items after each sale. NOTE: All unsold items are deleted after consignor checks are mailed

Make Sure to Check the Missing Tag Items during Pick-Up: There are always a couple of items that end up with missing tags that we cannot sell. We place these items close to the door, so that you can see if the items are yours or not...whatever is not claimed is donated to charity.

Try Mommy Mart/Unique Boutique/JBF Re-Gifting Center. JBF is a great way to sell nice household furniture, crafting supplies and new/like new gift items. Look around, clean out your drawers/closets and turn some of those "thoughtful gifts" into cash!

Have lots of fun! JBF is fun and you can meet a lot of great moms in the area and find many new opportunities for you and your family to grow and explore the community by getting to know other families. Volunteering is another great way to spend some quality time with other smart, savvy and super moms!