YOUR GUIDE TO *Selling* with JBF Grand Rapids

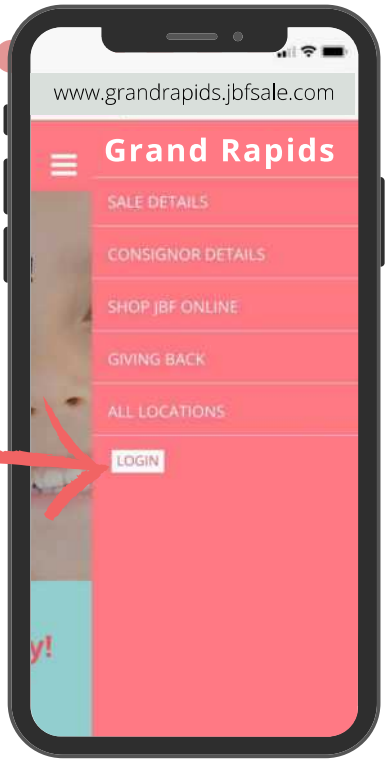
Let's do this together!
If you're a First-Time Seller, you'll find everything you need to know —right here in this Guide—to help you turn your outgrown kid items into CA$H.



Gather **Sort** **Prep** **Price** **Drop Off**

First Things First: REGISTER

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



Questions? Join our Facebook VIP Group for quick Q&A. facebook.com/groups/133347067090007

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
- rockers + bouncers
- 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, missing pieces, or are not working). You can even donate some items you might toss.

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 car seats, cribs, infant equipment & toys. All of the Recalls & Safety Standards are listed at **grandrapids.jbfsale.com** for you to check each of your items before you sell on the bottom of the consignors details page of the website.

Safety Waivers Required for all Cribs & Car Seats

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STEP #3 Prep



Gather these supplies to make your prep faster:

- hangers
- zip-ties
- scissors
- Tide Pen
- clear self-sealing bags (zip-loc)
- clear tape & painter's tape
- safety pins or tagging gun
- Magic Eraser or wet wipes
- ribbon/string
- clear (saran) wrap
- hole-punch
- Zip lock bags







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 #3 Prep

CLOTHING

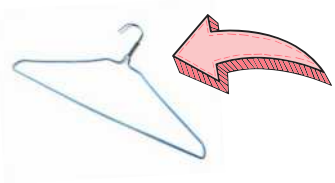
Hanging & Tagging Clothing

Put all clothing on a hanger. Bundle socks, undies, mittens and others accessories in clear self-sealing bags. Attach JBF tag with safety pin or tagging gun to clothing or tape to bags..



Hanger Direction

Be sure the hanger hook opens to the left, like a question mark. Attach JBF tag to front of item - either through the garment's tag, or inside hem. Wire hangers are preferred as they move better on the racks.





Creating Outfits

It's okay to bundle items into sets.
Secure pieces to hanger using safety pins, using one hanger if possible. If not, zip-tie hangers tightly together so outfit remains together as a set.



Tagging Gun

If you use a tagging gun to attach JBF tags, ONLY puncture the garment's original tag or an inside seam so that you do not damage the fabric. Do not use a tagging gun to attach the tag to the front of the garment...it will leave a hole.

STEP #3 Prep



Bundling in Bags

Multiple items—that are all the same size—can be folded neatly and placed in a bag. Use a tagging gun fastener or a safety pin to connect all items together. Attach tag directly to the set or to the bag. All bagged items may be opened at the hold desk for buyers to inspect..



Accessories

Use clear bags to bundle sets like socks, hair accessories, infant mittens or undies.. Display neatly so shopper can see well. Tape JBF tag to the bag. Most accessories will be hung using provided clips for easy shopping.



Hats

Simply attach JBF tag to hats using a safety pin or tagging gun. No need to use a bag and these will also be hung in the accessory section using provided clips.



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 to attach pants/skirts to hangers. Keep in mind where you place the pin or fastener so that it does not leave a hole.

STEP #4 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 **$10**	**$1-4** **Value Brands:** Cherokee, Circo, Carters, Old Navy	Toys Books Baby Gear Furniture Electronics Strollers + Joggers Sporting Goods **60-80%** off retail
less than **$20**	**$3-6** **Standard Brands:** Gap, Gymboree, Justice Children's Place, Nike	
more than **$20**	**65-75%** off retail **Boutique Brands:** Mini Boden, Crewcuts, Mud Pie, Matilda Jane	**Want to SELL Even MORE?** Choose to REDUCE, which allows your items to sell at 50% off during discount sale days

Price a little higher for:

- new with tags
- hot selling
- like-new
- large toys

Price a little lower for:

- infant clothing
- play clothes
- good condition
- maternity



Bundle Items to Save Time

As you are thinking about prices, consider creating sets or bundles. Put an outfit together (same size/brand), or a set of same-size onesies. Bundle 6 pair of socks together, or several superhero figures. Shoppers love it, and you only have to create one JBF tag!

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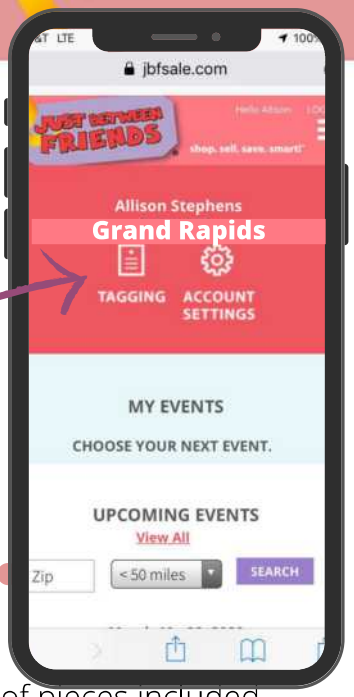
STEP #4 Price

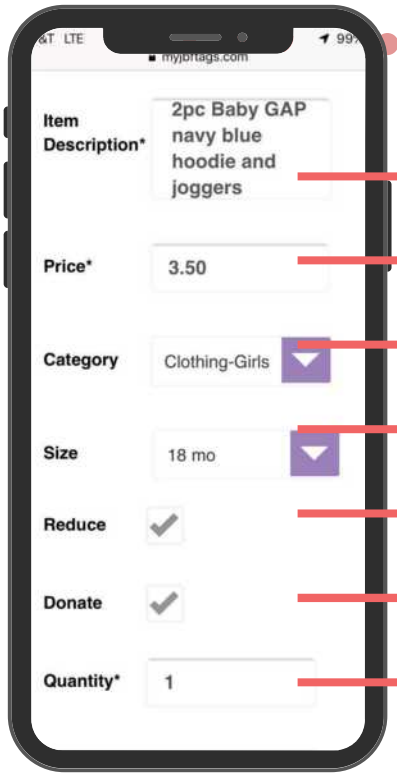


Where to Create Your Tags

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.grandrapids.jbfsale.com
2. login (create profile if you have not yet)
3. click on TAGGING





Creating Tags

Include brand, colors, description (B.C.D) + 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 & Attaching Tags

Print tags on 8.5"x11" white **cardstock**. Tags print 6/9 per page. Now that your JBF tags are printed, cut them apart and sort them by gender, type and size to make this step go smoother. See the Facebook VIP page for more details on printing and cutting tags for quick attaching.

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STEP #5 Drop Off



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 Grand Rapids

IS TYPICALLY SUNDAY & MONDAY

LEADING UP TO THE SALE - SEE WEBSITE FOR MORE SPECIFIC DROP OFF TIMES

1. Plan for 60-minutes to drop off your items. A drop off time will be required for each consignor. It may take longer if you have 250+ items to drop off. Drive to The DeltaPlex...Park...Enter...and **Check In**...you will receive your Presale Ticket information at drop off!

2. Random Clothing Inspection will take place at drop off. If you are selected, leave your clothing items here while you place all of your non-clothing items where they belong on the sales floor. Then, return to Clothing Inspection to pick up your items. You'll hang all clothing by gender/size on the racks. There are alphabets on all the racks and you will hang your items to the right of the of the first letter of your consignor number.

3. All items that a child sits in, is carried in, or sleeps in will be inspected by our recall specialists so please check the safety of these items before arriving.

4. For your Large Items, you will place those in the large item area.

That's It! You're Done!

During the Sale

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, In The Image. You can print a donation receipt for tax purposes from our website.

Presale Shopping Dates

Tuesday | March 16
Wednesday(am) | March 17
Details can be found on the website at www.grandrapids.jbfsale.com.
A presale pass/ticket will be needed for entry.
Note: Presale is an adult only shopping time.

Public Shopping

Wed. | March 17 | 11am - 8pm
Thur. | March 18 | 11am - 8pm
Note: Tickets recommended for entry

Half Price Presale

Thur. | March 18
Team Members | 5pm - 8pm
Consignors | 6pm - 8pm

Public Half Price Day

Fri. | March 19 | 9am - 8pm
Sat. | March 20 | 9am - 12pm
Free admission!
Tickets Recommended

Seller Pick Up

If items are not donated. Must have a pick up time selected.
Sun.| March 21 | 11am - 2pm

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