

There are 5 sections to this list. Scroll down to the section that interests you:

- *General JBF Consignor Questions*
- *Woodbury Event-Specific Consignor Questions*
- *Merchandise Preparation Questions*
- *Selling Process Questions*
- *More Help*

General JBF Consignor Questions

- 1. Why should I sell and shop with Just Between Friends?**
 - a. Sellers have the opportunity to earn money from their children's high-quality items. Consignors sell their items without the headache of a garage sale or failed meetups. Shoppers are able to find high-quality merchandise at a fraction of the retail price. This is recycling at its best! Consigning with Just Between Friends is better than a typical consignment store because you set the price and your check is mailed to you within two weeks of the sale. Did we mention that you make 60%?! In addition, you can increase what you make with Just Between Friends in exchange for a bit of your time - and you get to shop even earlier!
- 2. What is a consignor?**
 - a. A consignor - or seller - is anyone who has items they wish to sell and chooses to consign their items for a few days. Just Between Friends secures the facility, does the marketing and runs the sales operation. Most importantly, families who are specifically interested in buying the types of items you're selling will come together in one location!
- 3. Who can consign their items and become a seller?**
 - a. Anyone can consign their children's items with Just Between Friends. We request that you have a minimum of 25 items or \$75 worth of items to make it worth your time.
- 4. How do I register to become a consignor?**
 - a. Click the LOGIN button in the upper right-hand corner of our homepage: woodbury.jbfsale.com. It is quick, free and your account can be used at any JBF sale around the country! Enter your zip code to find sales in your area. Select the sale you are interested in by clicking 'Sign Up' and choose how you want to participate by checking the appropriate boxes in the pop-up window (ie consignor, email list, etc).
- 5. Can I keep the same consignor number if I sell with multiple JBF sales?**
 - a. Yes! Once registered, you are assigned a universal JBF number that remains the same no matter which JBF sale you participate in. Just remember to sign-up separately for each sale and for each season for which you want to consign so we can import your tags and sell your items 😊.
- 6. What is the general process of consigning?**
 - a. These are the general steps you will follow: 1) Clear out your closets and prepare your tags online; A great pricing rule of thumb is to price at 33% of

retail and adjust up or down depending on condition. 2) Attach tags to items and double-check for stains, rips, etc. 3) Drop-off items for inspection and place items on sales floor. 4) Watch your sales report during the sale. 5) Pickup your items that did not sell and that you didn't choose to donate. 6) Cash your check or pocket your Smart Pay 😊.

Woodbury Event-Specific Consignor Questions

1. How much money will I make?

- a. You will earn 60% of your sales minus a small consignor fee (we offer early bird specials so check website for timing and fee). The consignor fee is paid up-front when you register.
- b. You can get an extra 10% on your sales 😊. Simply choose Smart Pay when you register. You will get paid via in-store credit that can be used at any JBF Woodbury sales and never expires. This will boost your earnings up to 70% of your sold items.

2. Do you accept all clothing at each sales or is it seasonal?

- a. We limit clothing to the season of weather following the sale. For example at our Fall event, we would accept long sleeves, winter outerwear, winter sports gear and clothing for the holidays between Halloween and Easter. For our Spring event, we accept short sleeves and lightweight fabric clothing. Following the seasons helps us to sell more of your items 😊.

3. What kid's clothing sizes do you accept?

- a. We accept kid's clothing from Premie to size 16 and Juniors sizes 1-9. Please ensure that all clothing is current in style and less than 5 years old.

4. Do you accept Maternity clothes?

- a. Yes, in all sizes and seasons (although they sell better when you bring seasonally appropriate items). The item must be from an actual maternity clothing brand and again, current in style.

5. Does you accept shoes?

- a. We accept seasonally-appropriate children's shoes up to big kid's size 6. Worn shoes are very hard to sell though so shoes must be in pristine condition. No scuffs, stains or heavy wear. The Magic Eraser sponge does a great job making shoes shine!

7. **Do you accept breast pumps?**
 - a. Yes, we are still accepting breast pumps. Demand is much lower though now that insurance companies are subsidizing them though so you'll need to price accordingly – about 10-20% of retail. Marking them for the half-price sale is also highly recommended!
8. **Do you accept stuffed animals?**
 - a. We only accept name brand, character or otherwise special (ie talking, etc) stuffed animals. Working batteries must be included for those needing them.
9. **Do consignors get to shop early?**
 - a. Yes! Consignors may pick up their pre-sale shopping pass at the check-in table during consignor drop-off. View the calendar for consignor pre-sale shopping times. Want to shop even earlier? Join our staff!

Merchandise Preparation Questions

1. **How do I create my tags?**
 - a. Register for JBF and select 'Consignor' for our upcoming event. Then click "Enter My Tags" to get started. With our custom online barcoding system, you will enter the information for your tags. Once you are done, you can then print these tags using your desktop printer. Tags are formatted to print out 9 tags per 8 ½ x 11 page. Remember, you must use white cardstock paper for the barcode scanners to work properly! We are unable to accept tags printed on standard copy paper as paper tags are too easily torn and then lost. You can find 8½ x 11 cardstock paper at Wal-Mart or your local office supply store.
2. **How do I tag clothing?**
 - a. We've got some great how-to video's up on our website and in our consignors-only facebook group. The video's cover everything from pricing to tagging any type of item! The short answer is you'll either use a safety pin or tagging gun to attach the cardstock tag to the right-hand side of the item (ie over the heart). Check out our picture gallery for more details too.
3. **Do I have to put all of my clothing on hangers?**
 - a. Most clothing must be on a hanger. Outfits can be grouped on a single hanger using pins. Blankets, baby holders and backpacks should also be hung on hangers. Socks, tights, hats and infant mittens are not hung. These items need to be in a clear Ziploc bag (you may group multiple items in one bag).
4. **Is there a minimum price for items on hangers?**

- a. Yes, each hanger must be priced at \$3 or more. If your item is not worth \$3, group it in a set with another item(s).

5. Which direction do the hangers face?

- a. All hangers should make the shape of a question mark (?) when you look at the item. This keeps all the clothing facing the same direction and helps our shoppers to easily move through the racks. Happy shoppers shop longer 😊.



6. What kind of hangers do you accept?

- a. We accept plastic hangers. They simply need to be appropriately sized for the item, ie small hangers for kid's clothes and big hangers for Maternity items or blankets, etc.

7. Where can I find hangers?

- a. Free hangers are getting more challenging to find. Some children's stores will give them to you if you ask (Kohl's, Old Navy). If you need a larger quantity, ask if you can buy them. Low priced ones can sometimes be found at garage sales, eBay or Craig's List. Otherwise, Wal-Mart, Target and dollar stores have them priced very reasonably. REMEMBER: Hangers will become scarce around event time, so don't wait until the last minute to get your hangers!

8. Will I get my hangers back after the sale?

- a. You won't get your sold item hangers back after the sale but any unsold items that are being picked up after the sale will still be on your hanger. Also, you'll get hangers with any clothing items you buy 😊.

9. Do I have to use a tagging gun?

- a. No, you may use safety pins to attach tags to items if you prefer. Veteran consignors prefer using a tagging gun as it saves time and is easier on your hands.

10. Where do I get a tagging gun?

- a. We have tagging gun kits available for purchase directly from us or from amazon. Check out our website to see your options.

11. Where do I put the tag with a tagging gun?

- a. Place the barb thru an inside seam so as to not create any holes in the item. The under-seam that runs from neck to shoulder is often a great choice. If the item

has a manufacturer tag at the neck or waist that is also an ideal place to put your barb.

12. How do I tag large items like strollers or outdoor play equipment?

- a. For large items, bring the item and the tag to the sale unattached. At drop-off we'll help you attach your printed tag using our large item tag system.

13. Do I need to assemble pack-n-plays or other folding items?

- a. Yes, you can do it when you arrive at drop-off. Items sell much better when the buyer can see what they actually look like and it helps to ensure that all pieces are present. If it has multiple loose pieces, use zip ties or curling ribbon to keep the set together.

14. How do I tag book sets?

- a. You can either bundle them together with curling ribbon or place them all together in a large Ziploc bag.

15. What kind of tape should I use to tag books?

- a. Blue painters tape works best. Scotch tape can be used if you check first to confirm that it won't damage your particular book cover material.

16. Who decides the sales price for an item?

- a. You set your own price and you get to decide if it is discounted on half-price shopping days. A good rule of thumb is 33% of typical retail (including sale pricing). Adjust price up for like-new items or down for more used items or infant items where supply is huge. Guidelines are available in our downloadable pricing guide or jump onto the Facebook consignor group to ask advice: <https://www.facebook.com/groups/827057000732751/>

17. Should I include my items for the half-price sale?

- a. YES! We strongly suggest that you let your items sell in the half-price sale. Consignors that mark their items for half-price see significantly higher checks. Mark the starting price up if it is something you are sentimental about, but of course, it is your decision. Remember, starred items WILL remain at full-price and you'll miss out on many shoppers attention.

18. Why does the star mean NO half-price? Isn't that confusing?

- a. Items with a star are the only items that REMAIN FULL PRICE on the sale days. This is done as a warning to shoppers so they can easily tell which items are not half-price and to prevent any not so honest shopper from walking around with a pen and changing tags by adding stars on the sale days.

19. Should I mark my items for donation?

- a. This is a personal choice but the local charity that gets your item(s) would consider it a huge blessing to their families in need! You will also receive a tax donation receipt 😊.

20. What kind of paper do I need to use to tag my items?

- a. You must print tags on white 8.5 X 11 cardstock (minimum 67lb). Cardstock can be purchased at Target, Wal-Mart or other office supply or craft stores. *Copy paper tags will be rejected at inspection as these tags easily rip and get separated from the items.*

21. Help! The event is just around the corner and I haven't had time to start my tagging. What should I do?

- a. Stay calm and start tagging 😊. You'd be surprised how much you can get accomplished with our online tagging system! We suggest you focus your efforts on your big ticket items first – baby gear, strollers, riding toys, etc. Once you've got these items done, move into your seasonal clothing items. This will maximize your check in the time that you have.

22. I've got an item that is on the recall list. Now what??

- a. Read the manufacturer's website or call their 1-800 number. Oftentimes there is a repair kit available that they will send you at no charge. Complete the repair and then the item would be eligible to be placed in the sale. All items must be clear of recalls. We will have a recall specialist inspect each item prior to the start of the sale to ensure that all items are safe and legal for sale.

Selling Process Questions

1. How long should I give myself to drop-off my items?

- a. Allow an hour for check-in and putting items out on the sales floor. Time will vary depending on how many others arrive at the same time and how many items you are bringing. The busiest times are usually during the after-work hours. If you bring your items pre-sorted by gender and size, you will be much faster at placing your items on the sales floor.

2. Will you take all of my items?

- a. We will be inspecting all items that you bring to ensure that they meet JBF guidelines. We want to be known for selling only the best, so please do not be offended if some items are returned to you after the sale. Absolutely no stains, rips, overly worn, broken or recalled items. We want shoppers to have confidence in the quality and condition of the items they are purchasing.
- b. We will be inspecting during and after drop-off. If you have any items that do not meet the sale guidelines they will be sorted per the tag. Items marked for donate will be donated. Items that are not marked for donate will be available for you at consignor pickup.
- c. Each consignor gets grace for one item that do not meet the quality / seasonal guidelines. For additional rejected items, 50c per item will be deducted from the consignor's check for extra handling.

3. What percentage of my items can I expect to sell?

- a. Most consignors sell approximately 50% to 80% of items in sizes 2-8. For sizes under 24 months, the percentage drops due to the sheer volume of merchandise received. People receive infant clothing as gifts, hand-me-downs, etc. Sizes 10-16 tend to sell at a lower percentage as children become choosier when they near the teen and pre-teen years.

4. Will I know what items have sold?

- a. Yes! Watching your sales is part of the fun 😊. Check your tagging site to see which items are selling each sales day. Go to 'Enter My Tags' and you can see each item's sold status or choose 'Reports'-'Sold Items' to see a report of all your currently sold items and your estimated check amount.

5. If I consign my items, do I have to stay during the sale?

- a. Not at all! That's part of the beauty of JBF! Consignors drop-off their items and put them out on the sales floor during the designated drop-off times—then they come back during the designated times to pick-up their unsold items. We do the rest!

- 6. Can I have a friend drop-off and/or pick-up my items?**
 - a. Yes. Ensure you send your signed consignor waiver form and/or consignor pickup sheet. Without it, we will be unable to accept/release items.
- 7. When do I pick up my unsold items?**
 - a. We do pickup on the last day. View our website for specific day and time for each sale event.
- 8. Do I have to sort through the racks to find my unsold items?**
 - a. No, we have an easy pickup process! JBF team members will have all your items sorted for you when you come at your pickup time 😊.
- 9. How long does it take to receive my check?**
 - a. Your check for items sold or Smart Pay will be e-mailed to you within two weeks of the end of the sale 😊.

More Help

- 1. My question isn't answered here or on the website. How can I get help?**
 - a. Join our Facebook consignor group – Money Makin' Mama's. You can search all the questions and ask new ones. Lots of special help videos and sneak peek information in here as well. Just go to Facebook and search for JBF Woodbury Money Makin' Mama's or type in this link:
<https://www.facebook.com/groups/827057000732751/>
- 2. I'm not on Facebook. How can I get help?**
 - a. Email SueEndle@jbfsale.com for answers to all your consigning or tagging related questions.
- 3. I'd like to be a vendor or sponsor your event. Who do I talk to?**
 - a. Email SueEndle@jbfsale.com