

No Stress, No Worries, Tagging Tips from a Busy Mom...

This mom took about one hour a day, for five days, and made over \$400 at our first JBF sale...so I thought I would share her tips for consignment sale success with you!

DAY 1: STOCK-UP! While you're out, stop at Wal-Mart or a dollar store and pick-up the following: a pack of 100 3x5 cards (or card stock if you plan to print your tags on a computer), multiple packs of child-sized hangers (10 for \$1) and 200 safety pins (1"+). Also, remember to get gallon-sized Ziploc bags and clear packing tape. (*Optional items: a bottle of wine, a bag of chocolates and a latte on the way home.*)

DAY 2: CLEAN IT OUT! Go through every closet, under all beds, dig in the garage, open the Rubbermaid containers and every drawer....THEN, pull out all items that are NOT sellable. For example: items with holes, missing pieces, broken zippers, toys that don't work...all of these things have to go! (*Keep it, give it away or place in a large trash bag and leave on the curb for your friendly sanitation engineers to haul away.*)

DAY 3: HANG IT! First, claim space for all your quality JBF merchandise, somewhere that is somewhat protected and clean. (It's only for a couple of weeks, no large commitment needed.) Next, place your clothing items on hangers (be sure the hanger is going the correct direction...when you look at the front of the outfit, the hanger should look like "?"). Put together outfits (they sell better than single items), check for little stains (**HELPFUL HINT:** bleach pen or Spray-n-Wash with Oxy!!). Items that are wrinkled can be ironed **OR** try the Downy Wrinkle Release ---*it's a gift from Heaven!!!* Remember to pin all items that might get bumped off the hangers. (*Now, aren't you glad you have plenty of chocolate in the house?*)

DAY 4: PRICE IT! Take your stack of 3x5 index cards, (or your JBF template tags or your laptop with the JBF template) and get your prepared items. In the order that your items are stacked or hung, complete each tag appropriately....**DO NOT MIX UP YOUR ITEMS, KEEP THEM IN ORDER.** Be sure to put your consignor number on EVERY tag, write a brief description, 'D' (donate) or no 'D', a fair price, and put a red star and "FP" if you want your items to remain Full Price all week. Take your completed and *in order* stack of tags and all items back to your safe place (if you need to print and cut your templates, do that now). **WALK AWAY...a nice cup of tea is a great way to wind down after pricing items!**

DAY 5: PIN IT! Pull out your neatly-stacked tags, and go to your nicely-organized stack or row of items. Now, simply put the first tag on the first item and pin/tape--continue on down the line, pin, pin, tape, pin, etc. (This is where a brief description on your tags helps you, just in case items or tags get out of order...hey, we all have kids, it happens!) When you get to shoes, you may need to use ribbon to tie the shoes together and pin a tag (or put them in a Ziploc baggie), some toys and large items will require packing tape, other items will need to go into Ziploc bags. (Rule of thumb: if it might get dirty, lost or to keep all pieces together...Ziploc them together!!) *OK, you can breathe now...it's all over and you did great! Besides, it wasn't that hard, was it?*

NOW YOU ARE READY FOR DROP-OFF! Sit back and make plans for the fun things you can do with that extra JBF money!