



Welcome to JBF VANCOUVER!

Please print: GUIDELINES FOR **NEW** CONSIGNORS WITH MORE THAN 500-ish ITEMS

1. Large Consignors NEW to JBF Vancouver are defined as not having consigned at Vancouver for at least 3 past events.

2. If you bring more than 500 items, there is a Mandatory Sort* Shift requirement: You are expected to help with the sort shift, which is separate from shifts that earn you a higher percentage on your sales. When you sign up for shifts, the Mandatory Sort* Shift is listed separately from the other sort shifts. Please take note that you select the correct shift.

*SORT: After completing the first step in clothing sort, & the entire crew will stop & move over to toys & shoes, and the large consignors will pack up their clothing.

This helps in 2 ways:

A. The large consignors are able to pack according to size & gender.

B. Pulling those clothing items makes the rest of the sort go faster.

THEN ALL SORTERS WILL MOVE BACK OVER TO CLOTHING UNTIL IT IS COMPLETED, including large consignors. When the entire sort is complete, you will be able to retrieve non-clothing items. I normally cut checks at pick-up, but please know that if you retrieve your items before the checks are ready, you can wait, come back in the morning when we are loading out, or have it mailed to you.

3. The earned extra 5% or 10%, up to 70%, for helping at the event, is earned incrementally. So, for instance, if you bring 500-ish items, (if you need clarity on 'ish', email patmeyers@jbfsale.com), you need to earn 4 points to receive 65%; 8 points for 70%. (The easiest way to do this is to select extra-credit shifts;)

Then, this goes up by each 1000 items beyond that. So, for 1500, you need to duplicate that, i.e., earn another 4 points to receive 65%. (you can do this by helping for just 1 extra-credit shift.) Then you need an additional 8 points for 70%, & so on, for each 1000 items. (All start at 500, then go up by increments of 1000: 1500, 2500, 3500, etc.)

Example: You are bringing 2500 items: You want to earn 70% so you will need to earn 24 points. So you need 8 for the first 500 items, and then an additional 8 for each additional 1000 items, for a total of 24 points. There are several double credit shifts,

and even triple credit, so this is very do-able;) In essence, it is not equitable for someone who has 10 or 20 times the earning potential to work a fraction of someone who brings only 100 items. It is also not equitable to have the sale stocked with overpriced items that will not sell, so please be mindful in your pricing. The JBF advertising is 50-90% off retail, and the paradigm is for Moms to sell the items their children out-grow to purchase the next size up. The paradigm is also to tag your items to Reduce and Donate, so as to 1. Move inventory, and 2. Bless the community. Some JBF territories do not accept large consignors who resell as a business. Vancouver does, for now, as long as the pricing is appropriate and the sell-thru rates exceed 50%. If your sell thru rate is <50%, you are welcome to bring your best 1000 items to the next event, until your sell thru rate exceeds 50%, then it can increase by 500 each event if your sell thru rate remains >50%. (If your sell-thru rate is <50% at other neighboring JBF sales, you are welcome to bring your best 500 items for our current event.) JBF Vancouver reserves the right to issue a 1099 for earnings >\$5000 per event.

4. There is not time to inspect large consignors @ drop-off but be prepared for a spot check: During pre-sale prep, that are marked DONATE, that are pulled in the sweep due to stains or condition, will be set with the donates. (Consignors can retrieve them at pickup prior to being donated, but they will not be sorted; they will be on a rack near the rack of items with 'lost tags'.) Items pulled for un-readable barcodes or overpricing will be scanned into a list, & returned at pick-up. Tags need to have detailed descriptions. Lost/missing items will not be compensated for general tags, i.e. 'book', 'shirt', etc. If any or partial compensation for lost items is issued, it will be in JBF Bucks, & one time only, as stated in Consignor Waiver.

5. Due to narrow time frames, large consignors are required to bring ONE HELPER for each 1000 items brought to the event, for drop-off **and** pick-up.

This is a policy exclusive to JBF Vancouver, however, several other sales have similar guidelines, & some are more restrictive, charging consignor fee surcharges, etc. We want the events to be equitable for ALL consignors, so we will not implement anything more unless absolutely necessary. Thanks for your understanding!

Please reach out if you have questions: I'm happy to chat! See you at the SALE!

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