Power Consignors! If you have more than 500 total items at the sale, you are considered a Power Consignor and that's amazing! Thank you so much for trusting your items to JBF Broomfield/Brighton!

I have struggled with ways to help our Power Consignors be more profitable at our sales while still maintaining the systems we have in place to support the Broomfield/Brighton community...I am hoping to find a way to a solution.

Over the last few years, we have seen a dramatic increase in prices and a corresponding increase in shopper complaints about overpriced items. We believe this is triggering lower sales for our consignors, which is not acceptable.

We have also noticed that our Power Consignors take up an increasingly significant amount of rack and floor space, especially since we are an all-season sale. This creates a problem for our customers as our racks, tables and floor can be packed beyond capacity, making shopping difficult and frustrating. This also creates a huge problem for our consignors and volunteers working breakdown at the end of the sale. The final step of every event is to execute a successful breakdown/sort. We must achieve this not only with time constrictions, but we must also do this accurately, meaning all items are returned to their respective owners. The fallout of not doing this can be significant, hurting our consignors and damaging our future sales events. This is not acceptable.

At the Spring 2017 event, even with a limit of 2,500 items per consignor, High Volume Consignors brought 37,000 items to a recent JBF sale. Almost 30,000 of those items were sorted at breakdown. That means that High Volume Consignors only sold 19% of their items.

The average consignor at our all-season sells about 40%, with many consignors selling 50-55% or more of their items.

How much rack space do you take up? How many consignors are you?

- 1,000-1,999 items = 3-6.5 Consignors = 30-65ft of rack
- 2,000-2,999 items = 6.5 10 Consignors = 65 100ft of rack
- 3,000-3,999 items = 10 13 Consignors = 100 130 ft of rack
- 4,000-4,999 items = 13 17 Consignors = 130 170ft of rack
- 5.000-5.999 items = 17 20 Consignors = 170 200ft of rack
- 6,000-6,999 items = 20 23 Consignors = 200 230ft of rack

We love our Power Consignors, but we have a responsibility to take care of our shoppers and all our consignors, not just the Power Consignors. Therefore, we need new guidelines in place.

I have identified some guidelines to help you sell more of your items and make more money while maximizing our limited space and increasing breakdown efficiency.

Bottom Line: You need to sell more of your items. To address this:

- Items MUST be priced 1/4 to 1/3 of retail price (NOT 1/2). Marking items up a large % for resale is not okay, so whether buying and selling new or old, this guideline must be followed.
- Only three pairs of shoes per size/style will be accepted. All consignors will be limited in the number of shoes they can bring (25 shoes per consignor). If you are a power consignor, please contact me to discuss the shoe limit (carynberg@jbfsale.com)
- All clothing items priced over \$15 must be inspected and approved at the high value check in.
- Price your items according to retail value, not sentimental value.
- PLEASE consider marking your items WITHOUT a star to go half-price. You will sell more!
- Items with dates on tags from 2014 and below will not be accepted
- We will no longer limit the number of items you can bring we do not have the manpower to count items. Moving forward, you will not have an item limit, however will have a breakdown requirement based on the number of items tagged in the JBF tagging system.

New breakdown procedures for consignors with 500 or more items in myjbftags.com at the time of Drop Off:

1) 500-1000 items

You OR one person in your place are **required** to do breakdown from 4-10 pm on Sunday, the last day of the sale (no matter how many items you have sold). You will arrive at 3:30 to bring your bins and remove large items from the floor)

Strongly recommended that you bring a "friend" for sorting/packing/loading **NOTE:** Must be out of venue 1 hour at the end of breakdown or come back next day for pick up (if applicable)

2) 1001-1500 items

TWO people are required to do breakdown from 4-10 pm on Sunday, the last day of the sale (no matter how many items you have sold).

You will arrive at 3:30 to bring your bins and remove large items from the floor)

Strongly recommended that you bring a "friend" for sorting/packing/loading

NOTE: Must be out of venue 1 hour at the end of breakdown or come back next day for pick up (if applicable)

3) 1501-2000 items

THREE people are required to do breakdown from 4-10 pm on Sunday, the last day of the sale (no matter how many items you have sold).

You will arrive at 3:30 to bring your bins and remove large items from the floor)

Strongly recommended that you bring a "friend" for sorting/packing/loading

NOTE: Must be out of venue 1 hour at the end of breakdown or come back next day for pick up (if applicable)

4) 2001-2500 items

FOUR people are required to do breakdown from 4-10 pm on Sunday, the last day of the sale (no matter how many items you have sold).

You will arrive at 3:30 to bring your bins and remove large items from the floor) **Strongly recommended** that you bring a "friend" for sorting/packing/loading **NOTE:** Must be out of venue 1 hour at the end of breakdown or come back next day for pick up (if applicable)

5) 2501+ items

FIVE people are required to do breakdown from 4-10 pm on Sunday, the last day of the sale (no matter how many items you have sold).

You will arrive at 3:30 to bring your bins and remove large items from the floor) **Strongly recommended** that you bring a "friend" for sorting/packing/loading **NOTE:** Must be out of venue 1 hour at the end of breakdown or come back next day for pick up (if applicable)

6) If you are unable to work breakdown, that's okay. Just tag less than 500 items or you can purchase a breakdown person in your place for \$10 per hour (or two or three or four people). **Please note that if you have 500 or more items in the system, you will need to sign up for a breakdown shift or pay for a breakdown replacement.**

Please NOTE: If you or your helpers 'no shows' for a shift, you will be charged \$60 per person on your final check for each missing person. Likewise, if you do not bring enough people to breakdown, you will be charged \$60 per person.

You will be eligible for the additional 10% on sold items for your participation in breakdown, however additional helpers do not contribute to additional percentage. Additionally, if you have JBF hire breakdown helpers in your place, you will not be eligible for the additional 10% on sold items.

With these procedures in place, we believe you will sell more and make more money, and we will do a better job of taking care of our shoppers and all our consignors!

Thank you for being a part of JBF, we appreciate everything you do for us!