



You're on your way to cleaner closets and CA\$H in your pocket!

Gather

Step 1

Keep. Sell. Toss.

Step 2

Pricing

Step 3

Prepping

Step 4

Packing

Step 5



Let's do this together!

If you're a first-time Consignor there will be a learning curve. We'll give you everything you need along the way: **TOOLS, GUIDANCE & SUPPORT.**

Ready to get started?

Join our [Facebook Group](#) where our family of JBF Consignors will give you lots of encouragement and answer any questions you may have.

Everything you need to know about selling at JBF is right here in this **Consignor Guide.**

We understand that a parent's life is unpredictable (and super busy). That's why we've divided your JBF prep into bites-sized steps (perfect for naptime or after the kids are in bed).

Register to Consign

at GrandRapids.jbfsale.com, then turn the page to get started!

SUPPORT:

[Facebook Group](#)

MelissaCook@jbfsale.com

Text/Call 616-528-8284

Gather

Step 1

Since each child cycles through a new wardrobe every 6 months, it's no surprise that you feel overwhelmed. Now is the time to gather all the stuff your kids no longer wear or use.

CAUTION: De-cluttering may cause extreme happiness!



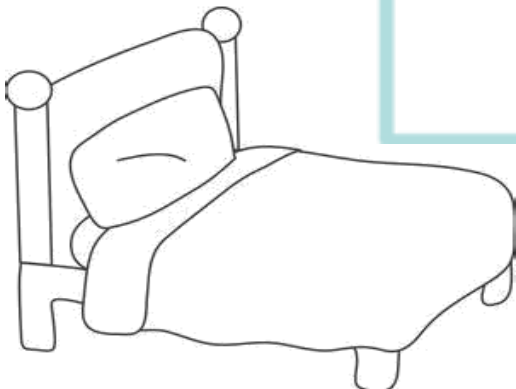
Infant - Teen Clothing
Children's Shoes
Kid's Accessories
Maternity Clothing



Nursing
Feeding
Diapering & Potty Training
Bathing
Safety
Diaper Bags
Infant Carriers & Backpacks



Toys
Books & DVDs
Games & Puzzles
Arts & Crafts



Kid Furniture & Room Décor
Infant Swings & Play Equipment
Highchairs & Pack-n-Plays
Strollers & Car Seats



Bikes & Trikes
Outdoor Toys
Ride-On Toys
Sporting Equipment



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Keep. Sell. Toss.

Step 2

You loved having these items for your kids and we're so glad that you want another family to enjoy them too!

The 4 C's will help you decide what to **SELL** at JBF.

Keep
for later

As you gather everything your kids no longer use, you may find items that you want to keep for future kiddos!

You may also find a few items that you simply aren't ready to let go of yet...
and that's okay!



Your items sell best at JBF when they are...

Sell

JBF Spring
or
JBF Fall

Clean The Newer it Looks, the Better it Sells.

Clean shoes, toys, equipment, etc. – get creative

Current Seasons Sell Better.

Both events are all season sale but warm weather clothing and shoes sell better at our Spring event; cold weather items at our Fall event.

Complete Happy Shoppers Wanted.

Be sure all the parts & pieces are present before you tag items. JBF shoppers want to open their items when they get home and find everything in working order.

Compliant Safety First.

Important Safety Guidelines apply to car seats, cribs, infant equipment & toys. But don't worry, we have all the information about [Recalls & Safety Standards here](#).

Toss
or donate

We all know, there's such a thing as **"too well-loved."** These items have obvious wear & tear, are missing pieces, stained, damaged, or don't work anymore.

Pricing

Step 3

Selling at **JBF let's you be in control** of each item. You set the price and decide if it goes half price on the last day of the sale.

Plus, in case the item doesn't sell, you can either donate it to our Charity Partners who serve local families in need, or you may pick it up.

The most successful JBF Consignors practice

Shopper-Focused Pricing

You're a smart bargain shopper - simply ask, "What price would make me buy this item without hesitation... and brag about it later to a friend?"

LOGIN



Time Saver: Sort items by size & gender, then use **Rapid Entry**.

Grand Rapids Suggested Pricing Guidelines (click on Pricing)

Log into your JBF Profile and click on the TAGGING icon.

| Category | Size | Item Description* | Price* | Reduce | Donate | Qty. |
|----------------------|----------------------|----------------------|----------------------|-------------------------------------|-------------------------------------|--------------------------------|
| <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="text" value="1"/> |

Clothing Price Points

Bargain Brands

\$1-\$4



Everyday Brands

\$3-\$6



Premium Brands

\$4-\$10



Be sure that your "Reduce" & "Donate" settings fit your personal preference.

**Baby Equipment,
Furniture, Toys,
Books, Games,
Bags & Carriers**

Price

50% - 90%
below retail prices

CHARGE MORE FOR:



- NWT (New with Tags)
- "Dressy" Items
- Excellent Condition
- Items in Original Packaging
- Large Items
- Hot Toys

CHARGE LESS FOR:



- T-Shirts
- Play Clothes
- Infant Items
- Maternity Clothing
- Junior Clothing

PRINT your tags on white cardstock. We love to use the **9 tags per page** PDF option. After you cut out your tags, organize them by type & size. **This will make your next step faster!**



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Prepping

Step 4

Wow! You're making progress! Now that you have your tags printed, here's everything you need to know about attaching tags, packaging non-clothing items, and hanging clothes.

Hanging Clothing

Outfits, pajamas, coats, dresses, bathrobes, dress-up, swimsuits, etc.

Limit 20 maternity & 20 junior items.

Hang items on a child-sized hanger (or appropriate size if bigger) with **hook open to the left** (looks like a "?").

Attach multiple items (if outfit or set) using a tagging gun or safety pins so that pieces cannot be separated.

Attach JBF tag to item's tag or seam (don't make a hole or damage the fabric!) and be sure the tag is easily seen on the front of the item.

Other Clothing

Onesies, socks, tights, infant mittens, booties, hats, accessories, etc.

Attach sets of items (for example, 3 onesies or 6 pair of socks) together with a tagging gun or safety pins and place in a **clear self-sealing bag**.

Attach JBF tag to items inside bag. Do not tape bag closed - volunteers will help shoppers inspect items prior to purchase.

Shoes

Hole-punch tag and use a **zip-tie** to secure both shoes and tag together.

For infant shoes that cannot be zip-tied, place in clear self-sealing bag with tag.

High Priced Items

Alert us and we may store item in Hold area – box out on sales floor.



Toys

Use **clear tape** to attach tags to items.

Small pieces? Put into a clear bag and tape to secure. Large pieces? Strap together with clear packing tape.

Batteries MUST be included.

Books & DVDs

Use **clear bags** or clear cling wrap to hold multiple items together. Tie sets of books together.

Use **clear tape** to attach tags to items. Use **painter's tape** if removing tape will damage item.

Do not tape DVDs closed (we will add a security sticker after Drop Off).

Bags & Carriers

We will zip tie them to a metal rack and put a security tag on the item.

If multiple pieces, list # items on tag.

Infant Items

Use **clear tape** to attach tags to items.

Multiple pieces? Put into a clear bag and tape to secure.

Large Items

For furniture and infant equipment, **attach tag securely** to item using clear tape or hole-punch and tie.

Batteries MUST be included.

Follow Safety & Recall Guidelines for car seats, equipment, cribs, etc.

Packing

Step 5

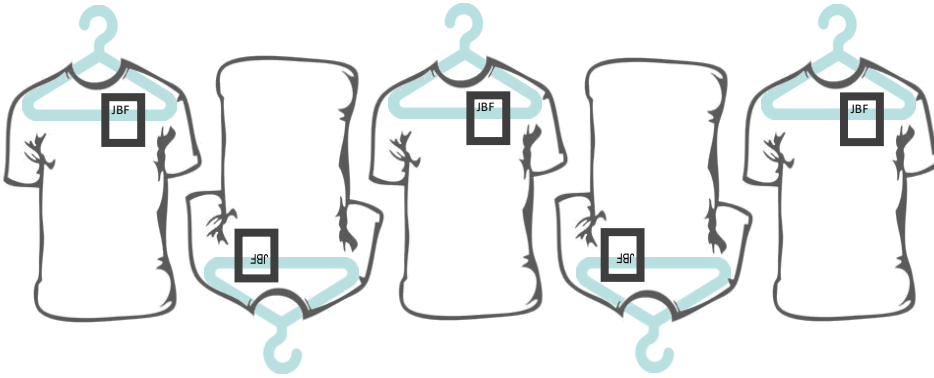
It's getting real! Once your items are priced & prepped, we suggest packing them for Drop Off according to type and size. You'll be placing your items where they belong throughout the sale, so having items grouped together will speed up your drop off process.



Hanging Clothing

Lay clothing in boxes or bins. **Alternate when the size changes** so that you don't have to look at every single item again during Drop Off.

We'll inspect clothing on the racks after drop off, we will give you direction upon arrival.



Car Seats & Cribs

These items require a Safety Waiver. Be sure that you staple a complete waiver to the item's tag. Our Safety Inspection Team will remove the Waiver prior to shopping times.



Infant Items

Pack nursing, feeding,

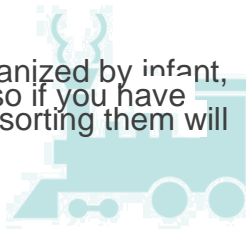
Diapering, potty training, diapering, potty training, bathing & safety together.

These items will be placed near each other at the sale.



Toys

Toys will be organized by infant, boys and girls, so if you have lots of toys, pre-sorting them will be helpful.



Books, Games, Puzzles & DVDs

Pack these items together as they are in one area for easy drop off.



Drop Off... It's Easy!

Sunday & Monday
see website for times

1. Bring your **Consignor Agreement** and any Crib and/or Car Seat Waivers that you need. Found on bottom of Sell page.
2. Drive onto The DeltaPlex, follow the signs - a friendly volunteer will greet you at checkin and give you details.
3. You will place your items on the sales floor - plan for about an hour.
4. Don't forget to pick up your **Presale Pass** for early shopping.

**Then sit back,
relax & watch your
Consignor Check
Grow!**

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