

YOUR GUIDE TO *Selling* with JBF SEATTLE



Let's do this together!

If you're a First-Time Seller, you'll find everything you need to know—right here in this Guide—to help you turn your outgrown kid items into CA\$H.



Gather



Sort



Price



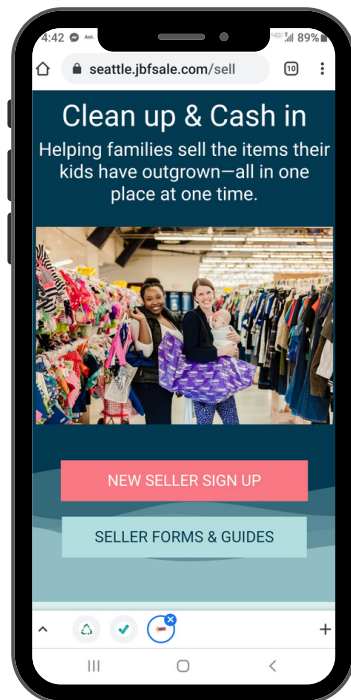
Prep



Drop Off

First Things First: **REGISTER**

Save your spot by registering as a Consignor at the event(s) you prefer.



Seller Pay

Rates: JBF Sellers at the Seattle/Federal Way sale earn 60% on sold items.

Fees: A \$15 Consignor Fee is assessed. The fee will be waived for consignors who mark ALL of their items to DONATE (if unsold).

Method: Sellers receive an eCheck via email within 2 weeks after each sale. EChecks are printed at home and deposited like a regular check. In rare cases, Sellers chose to request a paper check via U.S. mail. Choose your payment method when you schedule your Drop Off Appointment.

Questions? Join our Facebook Group for quick Q&A. facebook.com/groups/1068939509808632

STEP #1 *Gather*



Kids Grow Fast!

Each child cycles through a wardrobe every 6 months. So, if you're feeling like you have lots of outgrown clothes in your home, you're not alone!

Plus, you can also sell items you likely have around your home. Here are some places to look for more to sell.

Check all over your home!

Bedrooms

- clothing + shoes
- lamps + rugs
- gliders + rockers
- boppies + monitors

Closets

- sheets + towels
- diapers + new supplies
- step stools
- pillows + blankets
- maternity wear

Playrooms

- puzzles + games
- family DVDs
- dress up + costumes
- crafts + supplies
- instruments
- gaming systems

Bathrooms

- diaper disposal systems
- bath toys + supplies
- newborn tubs

...and check the garage!



Have any of these hot-selling items?

Large toys

- exersaucers
- rockers
- play kitchen sets
- tool bench play sets

Furniture

- toddler beds
- dressers + bassinets
- rockers + bouncers
- changing tables

Feeding supplies

- new pacifiers
- dishes + lunch boxes
- sippy cups + boosters
- safety items

Outdoor toys

- bikes + trikes
- scooters + skates
- ride-on toys
- playhouses



STEP #2 Sort



Keep | Toss | Sell

It's okay to **KEEP** the items that you just aren't ready to part with yet. **TOSS** the items that are too well-loved (stains, missing pieces, or are not working).

SELL the items that meet these 4 C's:

CLEAN

The newer it looks, the better it sells. Check carefully for stains and holes in clothing. Clean all clothing and non-clothing items thoroughly.

CURRENT

Sell warm weather clothing and shoes at our Spring/Summer sale. Sell cold weather items at our Fall/Winter sale. Shoppers love current styles that are in fashion.

COMPLETE

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

COMPLIANT

Important Safety Guidelines apply to car seats, cribs, infant equipment & toys. All of the Recalls & Safety Standards are listed at **jbfsale.com** for you to check each of your items before you sell.



Safety Waivers Required for all Cribs & Car Seats

STEP #3 Price



Shopper-Focused Pricing

Ask yourself, "What price would make me buy this item without hesitation...and brag about my bargain to my friends?"

Retail Price	JBF Clothing Price	Pricing Non-Clothing Items	
less than \$10	\$1-2 Value Brands: Cherokee, Circo, Faded Glory, Garanimals	Toys Books Baby Gear Furniture Electronics Strollers + Joggers Sporting Goods	 <p>Price a little higher for:</p> <ul style="list-style-type: none"> • new with tags • hot selling • like-new • large toys
less than \$20	\$3-6 Standard Brands: Carter's, Old Navy, Children's Place, Nike	60-80% off retail	<p>Price a little lower for:</p> <ul style="list-style-type: none"> • infant clothing • play clothes • good condition • maternity 
more than \$20	65-75% off retail Boutique Brands: Crewcuts, Mud Pie, Matilda Jane	<p>Want to SELL Even MORE?</p> <p>Choose to REDUCE, which allows your items to sell at 50% off during discount sale days</p>	



Bundle Items to Save Time

As you are thinking about prices, consider creating sets or bundles. Put an outfit together, or a set of same-size onesies. Bundle 6 pair of socks together, or several superhero figures. Shoppers love it, and you only have to create one JBF tag!

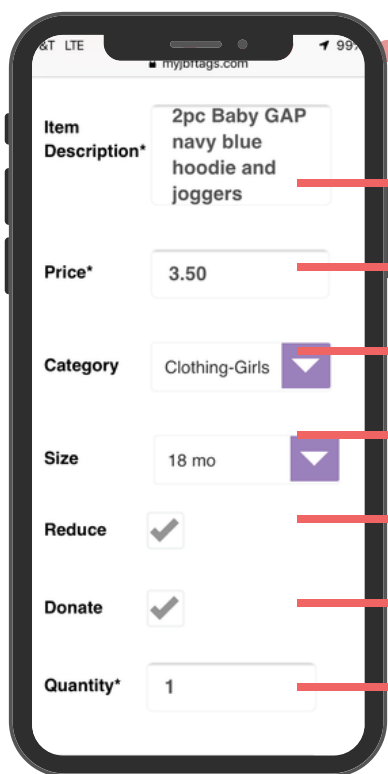
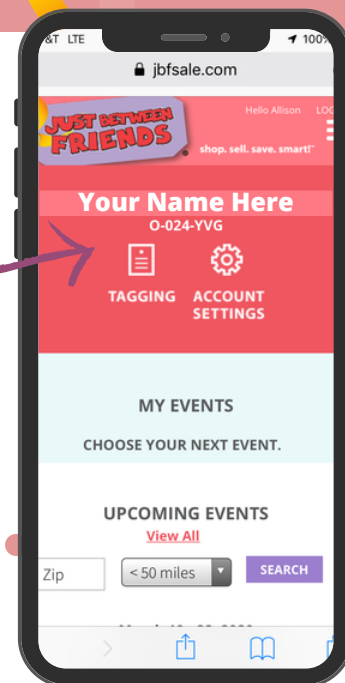
STEP #3 *Price*



Where to Create Your Tags

Now that your items are inspected and bundled, it's time to log in to your JBF Profile and enter your tag data.

1. www.olympia.jbfsale.com
2. login
3. click on TAGGING



Creating Tags

Include brand, colors, number of pieces included

You choose the price

Choose the category that fits best (leave blank if you can't decide)

Indicate size for clothing and shoes

A check mark here will allow your item to sell at 50% off on Half Price Day

A check mark here will allow your item to be donated if unsold

This feature is if you have more than one of the exact same item and want to create several tags at once

TIP! Talk-to-Text

If you are entering tags on your mobile device, use talk-to-text to go even faster.



Print Your Tags

Print tags on 8.5"x11" **white** cardstock. Tags print 9 per page.



STEP #4 *Prep*



Preparing Your Items & Attaching Tags

Now that your JBF tags are printed, cut them apart and sort them by gender, type and size to make this step go smoother.



Gather these supplies to make your prep faster:

- hangers
- clear self-sealing bags (zip-loc)
- ribbon/string
- zip-ties
- clear tape & painters tape
- clear (saran) wrap
- scissors
- safety pins or tagging gun
- hole-punch

TOYS & GEAR

Two Essentials:

- Tag is attached securely (won't fall off) &
- All pieces secured together (won't separate; tape bags closed)



STEP #4 *Prep*



CLOTHING

Hanging & Tagging Clothing

Put most clothing on a hanger (you provided your own hangers). *Please use PLASTIC hangers. Bundle onesies, socks, infant mittens & hats, as well as accessories in clear self-sealing bags. Attach JBF tag with safety pin or tagging gun.

Hanger Direction

Be sure the hanger hook opens to the left, like a question mark. Attach JBF tag through an existing tag or seam (preferably on the right side of the item as you are looking at it).



Creating Outfits

It's okay to bundle items into sets. Secure pieces to hanger using safety pins and then zip-tie hangers tightly together so outfit remains together as a set.

Tagging Gun

If you use a tagging gun to attach JBF tags, only puncture through the existing garment tag or an inside seam so that you do not damage the fabric.



STEP #4 *Prep*



Bundling in Bags

Multiple onesies—that are all the same size—can be folded neatly and placed in a bag. Attach tag directly to the bag or put tag inside. Tape bag closed, shopper can have an employee open it for inspection.



Accessories

Use clear bags to bundle sets of socks, hair accessories, infant mittens and hats. Display neatly so shopper can see well. Attach tag directly to the bag or put tag inside. Tape bag closed, shopper can have an employee open it for inspection.



Hats

Simply attach JBF tag to hats using a safety pin or tagging gun. No need to use a bag. You could use a bag if you are selling multiple infant hats.



Hanging Multiple Items on a Hanger

Multiple items—that are all the same size—can be hung on a single hanger. Use a safety pin or tagging gun fastener (through a sturdy waistline) to attach pants/skirts to hangers.

STEP #5

Drop Off

JUST BETWEEN
FRIENDS



You did it!

Now that your items are tagged, you'll want to pack items **organized by type and size** so that your Drop Off process is easy and fast.

Seller Drop Off for JBF Seattle

SUNDAY, APRIL 18TH 12PM-8PM

DROP OFF APPOINTMENTS AVAILABLE MAR 12

1

Plan for 60-minutes to drop off your items. Longer if you have 250+ items to drop off. Drive to...Park...Enter...and **Check In**. Grab a rolling rack.

2

Your first stop will be Clothing Inspection. Leave your clothing items here while you place all of your non-clothing items where they belong on the sales floor. Then, return to Clothing Inspection to pick up your items. You'll hang all clothing in gender/size areas on the racks.

3

All items that a child sits in, is carried in, or sleeps in will be inspected at our Safety & Recalls Station.

4

For your Large Items, you will attach a yellow ticket to the items which makes it easier for shoppers to purchase your items during the sale.

That's It! You're Done!

Shopping Schedule

APRIL 2021 • FEDERAL WAY

JUST BETWEEN
FRIENDS

SUNDAY
APRIL 18
WEDNESDAY
APRIL 21



THURSDAY
APRIL 22

FRIDAY
APRIL 23

SATURDAY
APRIL 24

SUNDAY
APRIL 25

Seller Drop Off (12pm-9pm)
By Appointment ONLY

Seller Presale (10am-2pm)

PRIME TIME Shopping \$\$

2pm, 3pm Entry

Early Shopping Groups

First Time Parents

Military/First Responder

Teachers/Foster Families

Limited timed entry tickets required:

4pm, 5pm, 6pm, 7pm, & 8pm

First Public Day

Public Shopping ~ TIMED Entry

Limited tickets hourly 10a-7pm

Friday Walk-In Shopping

10am-7pm

Saturday Walk-In Shopping

10am-6pm

Seller Half Price Presale

6pm-9pm

Public Half Price Day

9am-4pm

Seller Pick Up* 8pm-10pm

by appointment ONLY