

# YOUR GUIDE TO *Selling*

with JBF St. Charles County

**JUST BETWEEN  
FRIENDS**

## 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**

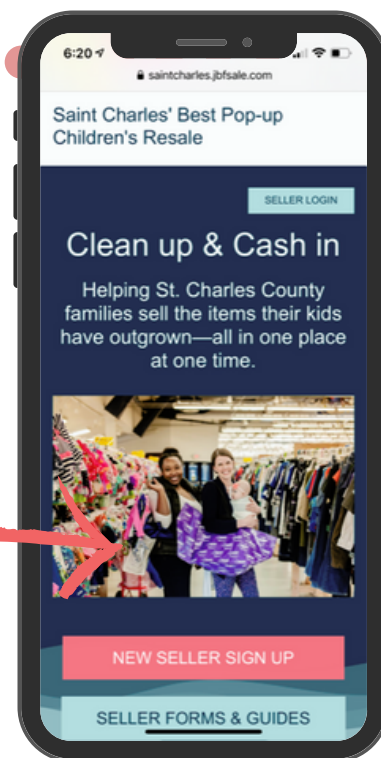


**Drop Off**

## First Things First: REGISTER

Save your spot by registering as a consignor at the event(s) you prefer. [Here](#) is a link our website...

Here you will create your tagging account. Then, you will receive a confirmation email with a link to complete the Seller Waiver which includes scheduling a Drop Off Time & paying the Seller Fee.



**Questions?** Join our FB STCC Community for quick Q&A. Click [HERE](#).

# 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 #2 Sort



## ITEM LIMITS FOR OUR SALE

Keep in mind, to prevent shopper fatigue & save room for top sellers, these items will be limited.

Please pick your best items in these categories, and price them well!



## ITEM LIMITS

### PLUSH TOYS

Licensed or popular brands only



# 5

Items

### BEDDING

& Blankets



# 5

Items

### MOMMY MART

Please no glass items



# 5

Items

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



## 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!



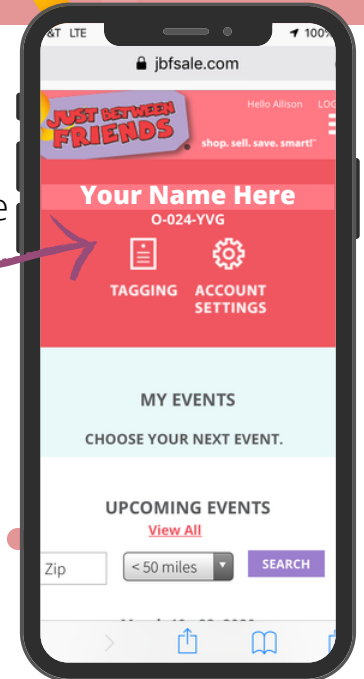
# STEP #3 Price



## 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.jbfsale.com](http://www.jbfsale.com)
2. Login
3. Click on TAGGING



Item Description\* 2pc Baby GAP navy blue hoodie and joggers

Price\* 3.50

Category Clothing-Girls

Size 18 mo

Reduce ☒

Donate ☒

Quantity\* 1

## 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

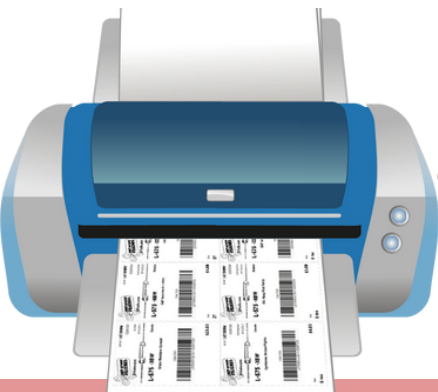
If you are entering tags on your mobile device, use talk-to-text to go even faster.



## Print Your Tags

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

**Questions?** Join our FB STCC Community for quick Q&A. Click [HERE](#).



# 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 & painter's 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)



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# STEP #4 *Prep*



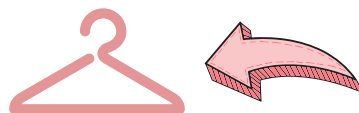
## CLOTHING

### Hanging & Tagging Clothing

Put most clothing on a hanger. 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 to front of item. If using tagging gun-tag through manufacturer tag OR inside seam. Do not puncture outside fabric on clothing with tagging gun. Be careful with safety pins too. These can cause damage.



### 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 the garment tag or an inside seam so that you do not damage the fabric.





# STEP #4 *Prep*



## Shoes

Make sure shoes are nice and clean (magic erasers work great)! Hols punch the corner of the tag and zip tie the shoes and tag together! Clean shoes are the TOP SELLERS!



## Accessories

Use clear bags to bundle sets of socks, hair accessories, infant mittens and hats. Display neatly so shopper can see well. Place JBF tag inside and tape bag closed.



## Hats

Simply attach JBF tag to hats using a safety pin or tagging gun. No need to use a bag.



## 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

**Prep BEFORE you come, to create a smooth Drop Off process!**

At drop off, you will be placing clothing according to:

FIRST



Gender

NEXT



Size

NEXT



Category

NEXT → First Letter of Consignor #

Save time, organize your clothing this way before drop off. Organize all other items by category for easy drop off to Drop Zones.



## Clothing Placement on Rack

Top Rack: Shirts, Outfits, Dresses, Swim



Bottom Rack: Jackets/Layers, Bottoms, PJ's



Top Rack: Shirts, Outfits, Swim



Bottom Rack: Jackets/Layers, Bottoms, PJ's



## STEP #5

# Drop Off

JUST BETWEEN  
FRIENDS



### You did it!

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

## Seller Drop Off for JBF St. Charles County

**St. Peters Rec-Plex, South Building  
5200 Mexico Road, St. Peters 63376**

1

Plan for 45 minutes to drop off your items. Longer if you have 300+ items to drop off. Please register for a Drop Off Time when you sign your Seller Waiver. Bring in an item with a tag to **Check In**. Early Shopping information will be given then!

2

Clothing will be placed directly on the rack by gender, size, cate& the first letter of your consignor number. You will put all accessories directly on the rack in their designated areas. Leave all other items at their category Drop Off Zones. Clothing inspection is done after Drop Off while all other items will be inspected at the Drop Off Zones. Cribs, car seats & bases, & booster seats will need a waiver & manual.

3

All items that a child sits in, is carried in, or sleeps in will be inspected at our Safety & Recalls Station located at the Large Item Drop Off Zone.

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!*