

YOUR GUIDE TO *Selling*

with JBF Eagan/Apple Valley



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



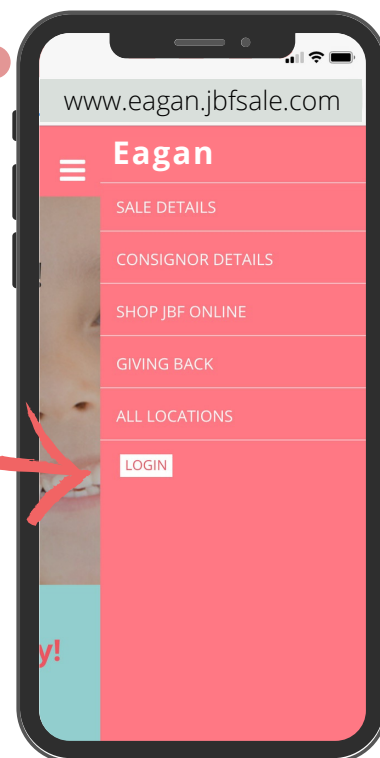
Prep



Drop Off

First Things First: REGISTER

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



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

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
- 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 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.

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?" As a "sweet spot", we suggest items be priced 1/4 - 1/3 of original price. Even if items are new, the price should not be over 1/2 of retail.



Bundle Items to Save Time

As you think about prices, we have a **\$3 minimum** for all items on a hanger. If an item is not worth that, create sets or bundles. Put an outfit of the same size together, or a set of same-size onesies. Bundle items such as accessories, socks or toys in clear bags. Shoppers love it, and you only have to create one JBF tag!

Retail Price	JBF Clothing Price	Pricing Non-Clothing Items	
less than \$10	\$1-2 (Combine on hanger for \$3 minimum) Value Brands: Cherokee, Circo, Faded Glory, Giranimals	Toys Books Baby Gear Furniture Electronics Strollers + Joggers Sporting Goods	Price a little higher for: <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	Price a little lower for: <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	Want to SELL Even MORE? Choose to REDUCE, which allows your items to sell at 50% off during discount sale days	

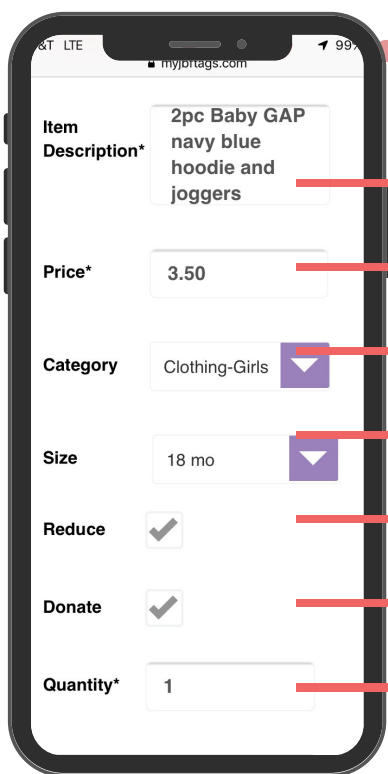
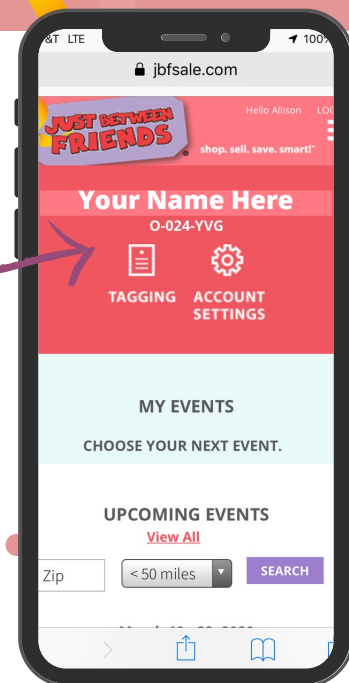
STEP #3 Price



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.eagan.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.

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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:

- child & adult size plastic hangers • curling ribbon/string • zip-ties
- clear self-sealing gallon/quart bags (zip-loc) • clear (saran) wrap
- clear packing tape & blue painter's tape • scissors • hole-punch
- 1 1/2" & 2" safety pins or tagging gun & barbs • batteries



TOYS & GEAR

Three Essentials:

- Items clean with working batteries
- Tag is attached securely (won't fall off)
- All pieces secured together (won't separate; tape bags closed)



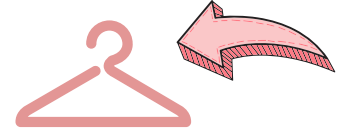
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STEP #4 *Prep*



CLOTHING

Hanging & Tagging Clothing



Put clothing on a plastic hanger (size 7+ on adult size hangers). Be sure the hanger hook opens to the left, like a question mark. Attach JBF tag to the item tag or at the top right area of item with safety pin or tagging gun.



Hanging single or multiple Pants/Skirts/Shorts

With a LARGE safety pin, pin through the waistline of one or multiple pants/skirts of the same size. Then attach around the top angled part of a single hanger, NOT the bottom straight edge. This prevents the pants from sliding to the side of the hanger during shopping.



Creating Outfits

It's okay to bundle items into sets. Items must be of the same size. Hang the shirt first. Pin second shirt or pants/shorts to the back side, pinning through the shirt PLUS the top angled part of the hanger so it doesn't pull on on the main shirt.



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. We CAN'T accept clothing with holes made from barbs!

STEP #4 *Prep*



Hanging Onesies

Multiple onesies—that are all the same size—pair up to 5 onesies for a set. Hang one of the onesies on a child size hanger. Arrange the other pieces in a pile and use a LARGE safety pin to attach them to the back of the hanging onesie, going through the item PLUS the top angled part of the hanger.



Accessories

Use clear self-sealing gallon/quart size bags (ziploc) to bundle sets of socks, tights, under garments, hair accessories and infant mittens. Display neatly so shopper can see well. Tape JBF tag to the outside of the bag (try not to tape over barcode) and tape the bag closed.



Hats

Simply attach JBF tag to hats using a safety pin or tagging gun. No need to use a bag. The hats will be displayed by using accessory clips at the sale.



Large Items

For any large items, bring the tags unattached. You will staple them to yellow claim tickets at Drop Off. Then attach the claim ticket to the actual item. This allows shoppers to claim the item without having to carry it around.

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 Eagan MONDAY 8/1 & TUESDAY 8/2

APPLE VALLEY SPORTS ARENA
14452 HAYES ROAD; APPLE VALLEY

- 1** Buy a Consignor ticket on Eventbrite to prepay your consignor fee which reserves your spot then choose a drop-off and pick-up time.
- 2** All first-time Consignors will bring their items to the Education Station to have the items inspected. Items that are pulled due to being stained, unacceptable or overpriced will be sorted and bagged separately with your unsold items to collect at pick-up.
- 3** You'll hang all clothing in gender/size areas on the racks. Then you'll bring the non-clothing items to the appropriate Drop Zone or where they belong on the sales floor.
- 4** For your Large Items, you will attach your tag to a yellow ticket. Then you put the yellow ticket on the items which makes it easier for shoppers to purchase your items during the sale.

That's It! You're Done!

During the Sale

**JUST BETWEEN
FRIENDS**



Make time to
SHOP
MAKE SURE YOU GET THE BEST
DEALS FOR YOUR FAMILY!



Watch Your Consignor Check Grow

You can view your sold items!
Log in to your JBF Profile, click
on TAGGING, then choose
REPORTS.



Share Free Tickets

Time to tell everyone to shop!
The more you share, the bigger
your consignor check will grow.
Be sure all families in your life
know about the resource of JBF
this week!



Unsold Items Donated to Charity

Distributed to help local families
through our Charity Partners:
Marie Sandvik Center, Wakota
Life Care Center and ISD 196.
You'll receive a donation receipt
for tax purposes.



Presale Shopping - sign up

Wednesday | August 3
PrimeTime | 4:00pm
Educators | 5:00pm
Families of: Military/Police/Firefighter/
EMT/Nurses | 6:00pm
1st Time Parents | 7:00pm

*No children under 10 allowed at presales
(infants worn in a front carrier are allowed).*



Public Shopping - sign up

Thursday | August 4 | 10-7pm
Friday | August 5 | 10-5pm
\$2 admission or FREE pass online



Second Drop-off (optional)

Thursday | August 4 | 7-8pm
non-clothing items only



Half Price Presale - sign up

Friday | August 5
PrimeTime | 6:00pm
Educators | 6:30pm
Families of: Military/Police/Firefighter/
EMT/Nurses | 6:30pm
1st Time Parents | 7:00pm



Public Half Price Day - sign up

Saturday | August 6 | 10-4pm
\$2 admission or FREE pass online



Seller Pick Up

(If unsold items are not donated)
Sunday | August 7 | 3-6pm

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