

YOUR GUIDE TO *Selling*

with JBF McKinney



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



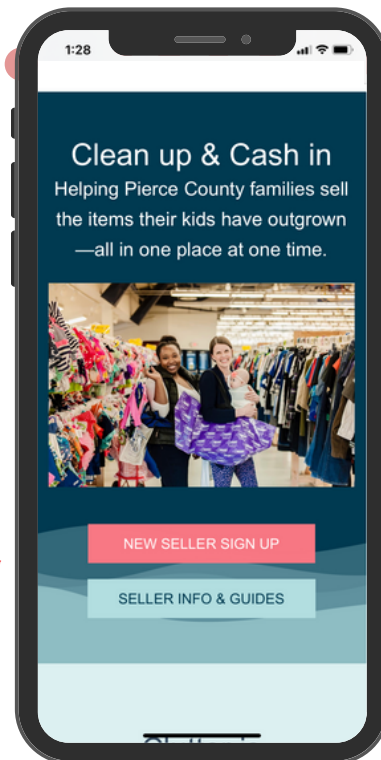
Prep



Drop Off

First Things First: REGISTER

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



Questions? Email: nancyworth@jbfsale.com

STEP #1

Gather

JUST BETWEEN FRIENDS



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 other 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 (donate)** 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

Shoppers love current styles that are in fashion. Our Back To School Sale accepts all-season clothing and items. Think, what they're wearing now, but also what they'll be wearing in October.

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 safety.jbfsale.com for you to check each of your items before you sell.



Safety Waivers Required for all Cribs & Car Seats

No thank you's & limits



At JBF McKinney, we only accept high-quality, gently-loved, safety-approved items.

Any items that do not meet those standards will be sent back home with you as a "No Thank You".

We say "No thank you" to:

- | | |
|--------------------------|-----------------------------------|
| Visibly worn knees | Items missing any parts or pieces |
| Stained items | Dead batteries |
| Rips, tears, holes | Dirty or smelly items |
| Pet hair | Recalled items |
| Drawstrings at necklines | Bedding larger than twin size |



At JBF McKinney, we set limits to help everyone get a fair shot at selling, to balance our sales floor, and to ensure there's room for the items Shoppers want most. Limits may change from Sale to Sale.

Back To School Sale / August 2025 limits:

Some limits may have exceptions in special circumstances. For exceptions, please email nancyworth@jbfsale.com in advance of the Sale.

- | | |
|-----------------------|---------------------|
| 300 items of clothing | 10 DVDs |
| 5 identical items | 100 books |
| 20 pairs of shoes | 2 twin size bedding |

Have you joined our [FB Group for consignors](#)? it's so helpful!

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	 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	

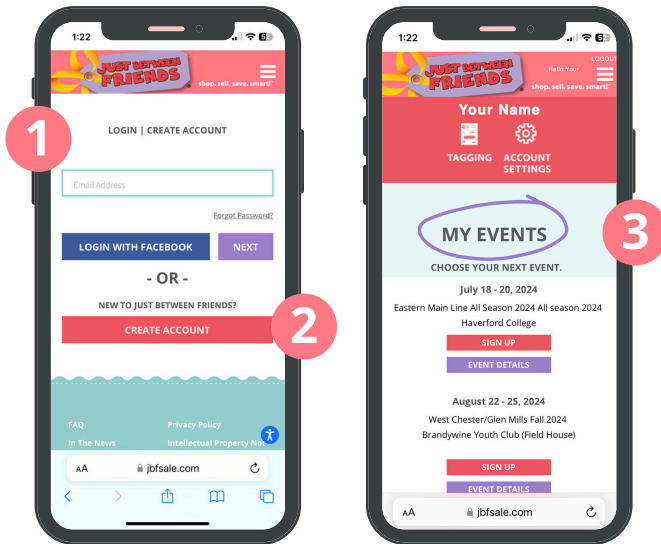



Bundle Items to Save Time

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!

Have you joined our [FB Group for consignors](#)? it's so helpful!

STEP #3 Price



- 1 Go to jbfsale.com & click on "Login"
- 2 Login or create a JBF profile
- 3 Be sure that you're registered for our upcoming event in your JBF profile
- 4 Click on the tagging icon 

TIP! Talk-to-Text

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



Category

Size/Type


Description

Price

Reduce ☒

Donate ☒

Quantity



Category
03/21/2025


A-123-BCD

Oshkosh Purple Butterfly Jacket

Size/Type
3T

A123BCD
\$5.50
123456789

D



123456789

\$5.50

4

TAGGING

Category

Size/Type


Description

Price

Reduce ☒

Donate ☒

Quantity



Category
03/21/2025


A-123-BCD

Oshkosh Purple Butterfly Jacket

Size/Type
3T

A123BCD
\$5.50
123456789

D



123456789

\$5.50

Full Price Indicator:

In some cases, sellers do not want an item to be reduced during the JBF sale. In that case, UN-CHECK the "Reduce" box.

Reduce

☐

UN-CHECK the "Reduce" box.

This will cause the "Full Price" STAR to print on your tag. Tags without this indicator will ring up at reduced prices on the reduced price days of the sale.

Full Price

Full Price Star

Print Your Tags

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

Have you joined our [FB Group for Consignors](#)? It's so helpful!

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



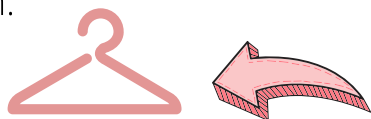
CLOTHING

Hanging & Tagging Clothing

Put most clothing on a hanger (any sturdy hanger is allowed). 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 right side of item.



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. Attach JBF tag to front right side of item or at neck.



New Tags / Old Tags

Your newly-created tags will print with the new QR code. But, don't worry, old tags with the barcode will still be accepted. Tags remain in our system for 2 years after creation.

STEP #4 Prep



Bundling in Bags

Multiple onesies—that are all the same size—can be folded neatly and placed in a bag. Use a tagging gun fastener or a safety pin to connect all onesies together. Attach tag directly to the set (not to the bag). Do not tape bag closed, so shopper can inspect items closely.



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.

Have you joined our [FB Group for Consignors](#)? It's so helpful!

STEP #5

Drop Off



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.

NEW: We'll be sorting each size of clothing by "type". Pants, Shorts, Long-sleeves, Short-sleeves, Dresses, Pajamas, Swim, Outfits.



Seller Drop Off for JBF McKinney

Tuesday, August 5, 11am - 5:30pm
The Sports Resort
6145 Alma Rd, McKinney

1

Plan for 30-60 minutes to drop off your items. Longer if you have 250+ items to drop off. **Park** in the front lot. **Enter** through front door and **Check In**. You will receive your Presale Tickets!

2

Hint: This is a new step for JBF McKinney. 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/type 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.

That's It! You're Done!

During the Sale



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

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



Unsold Items Donated

Are distributed to help local
families through our Charity
Partners, **Frisco Family
Services** and **Frisco
Threads**. You'll receive a
donation receipt for tax
purposes.



Presale Days!

August 5 -

7:30 pm - Team Members

8 pm - Consignors

August 6 -

10 am - Foster/Adoptive Parents

11 am - Teachers/Military/Healthcare

12-6 pm - "Early Access"

6:30 pm - "Moms' Time-Out" Party

***No children on Presale Days unless worn
on body.**



August 7 - Opening Day!

Open to the Public

10 am - 8 pm

Tickets FREE online or \$3 at door



August 8 - Sales Tax Holiday!

10 am - 3 pm Public Shopping

3 pm - 8 pm Closed to the Public

3:30 50% off Team members,

Influencer, Reduce All consignors

4:30 pm Consignors 50% off

5 pm - 8 pm "Half Price Prime Time"

*Items without a star on the tag are an
additional 50% off.



August 9 - Public Half Price Day / Sales Tax Holiday!

8 am - 1:30 pm Half Price Public
Shopping

*Items without a star on the tag are an
additional 50% off.



7 pm - 8 pm Consignor Pickup

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