

Let's do this together!

If you're a first-time seller, or a returning consignor needing a refresh, you'll find everything you need to know—right here in this guide—to help you turn your outgrown kids items into CASH.











Gather

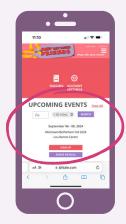
Create Tags

Price & Prep

Drop Off



Watch This Quick Overview



But, First Things First: REGISTER!

Save your spot by registering on jbfsale.com as a Consignor at the Just Between Friends event(s) you prefer.



Registration Walkthrough

Second, Schedule Your Drop-off Time

Once you're registered on jbfsale.com, visit the link below to schedule your drop-off time, pre-pay for your consignor fee and select your pick-up date if you choose not to donate all of your items at the conclusion of the sale.

Click Here





MY CHECKLIST

Check off this list as you gather your items!

- ☐ Large Toys
- Outdoor Toys
- ☐ Bedrooms
- Closets
- Playroom
- Furniture
- Kitchen
- Bathrooms
- Garage
- ☐ Basement

Be sure to

☐ Attic

Kids Grow Fast!

Children typically cycle 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! Look around for other kid items you can sell, too.

Check all over your home!



















Sort your gathered items into three categories:



Keep the items that you just aren't ready to part with yet.



Toss the items that are too well-loved (stains, missing pieces, not working).



Sell and CASH IN on the rest that meets our JBF standards listed below!





Clean

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



Current

Shoppers love trendy styles that are in fashion. Make sure items are in the right season. Sell warm weather clothing and shoes at our Spring/Summer sale. Sell cold weather items at our Fall/Winter sale.



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. Toys, games and puzzles must be sold as complete sets without missing pieces. Clothing items must be functional (buttons and zippers work).



Compliant

Important Safety guidelines apply when selling a car seat, stroller, baby equipment and toys. Check safety.jbfsale.com for details.



Safety waivers are **REQUIRED** for all cribs & car seats.



Creating Tags

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

STEP 1: Go to jbfsale.com & click on "Login"

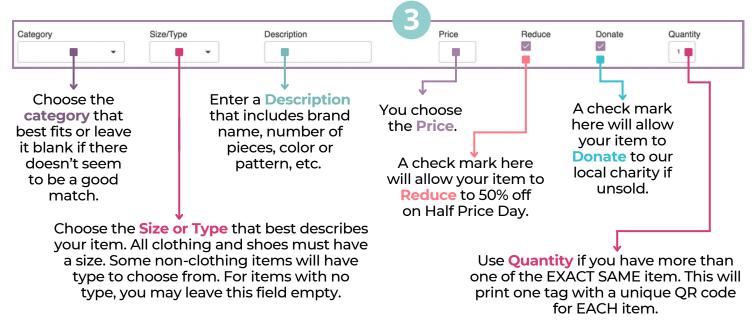
or create a JBF profile

STEP 2: Click on the Tagging icon

STEP 3: Enter & Print Tags







Printing Your Tags



Print your tags on 8.5"x11" white cardstock in portrait mode.

No Printer? No Problem!

When you finish creating your tags use the "Print PDF" option and upload the PDF file to an office supply store. It will save you ink and time. You can even ask them to cut your tags!





Price and Prep Your Items

Now that you've created your JBF price tags, it's time to attach your tags and prepare each item for the upcoming sale.

Safety Matters



Throughout this guide, you'll see **safety alerts** to help you know when to check your items for recalls or JBF Safety Standards. JBF is dedicated to keeping families safe and we count on **YOU** to ensure the safety of all items you are selling.



Use our dedicated product safety website anytime to learn more!

JBF Safety Matters Website



Shopper-Focused Pricing

When You Price, Ask Yourself:

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

We'll share pro-tips for pricing along the way, but in general, 50-90% off retail prices will help your items sell well!



PRO TIP! A Proven Way to Sell Even MORE!

Choose <u>REDUCE</u> when creating tags to allow your items to sell at 50% off during half price sale day. These items have a 30% GREATER chance of selling!







Grab Your Supplies:

- Laptop, tablet or mobile device
- White card stock (60lb+)
- 1.5 2.0 inch safety pins
- Plastic or wire hangers
 (Use child for 4T & under; adult size for 5+)
- 🗾 Quart, gallon & XL clear storage bags
- **&** Clear packing tape
- Painters/masking tape
- & Scissors
- 🦙 Ribbon, string or zip-ties

Optional Supplies:







Cleaning Supplies
Magic Eraser, stain
remover, etc.



More About the Supplies You Need

On the next pages, we'll show you how to **Price & Prep each Category** of item you can sell at the JBF sale in your local area!

- Books, Games, Puzzles, Arts & Crafts
- Clothing (Children's through Juniors, Maternity, Costume/Dress-Up)
- Infant Items (Bath, Diaper, Feeding, Other)
- Carge Items (Baby Equipment, Large Toys, Furniture)
- **Shoes**
- **Toys**
- Odds & Ends (Accessories, Kids Bedding/Decor, Mommy Mart, Sporting Goods, Misc)

Prep Essentials

Key guidelines to help you prepare each item for the sale.

- 1 All pieces are secured together (pieces won't separate or fall out of bags)
- 2 Tag is attached securely so it won't fall off

Let's GO!





BOOKS, GAMES, 'PUZZLES, ARTS & CRAFTS

Frisco, McKinney, Allen

JBF Shoppers love a good deal on books, games, puzzles & more!

Prep

Essential #1 - All pieces secured together

Essential #2 - Tag stays attached

Be sure that games and puzzles have all their pieces included and are in their original packaging.



Bundle books by tying them together with a ribbon or string.





Use painter's tape that can be removed without damaging the item to keep boxes closed. Adhere the tag to the outside.



For wooden puzzles, use clear cling wrap or a plastic clear bag secured with packing tape.





Bundle similar arts & crafts items together in clear self-sealing bags and secure with clear packing tape.



Attach JBF tags using blue painter's tape that can be removed without damaging the item. (Do not use packing tape, as it will often destroy book covers and original boxes.)





50 Tags DVD'S 10 Tags

You CAN sell these items in great condition:

- Soft infant books, board books & picture books
- Chapter books & homeschool materials
- Pregnancy & child-rearing books
- Kid games & puzzles
- Kid-friendly video games & gaming systems
- Arts & craft supplies

Sorry, we CAN'T sell:

- Books for grown-ups, cookbooks or self-help books
- 🔀 R-rated DVDs or Blu-Ray
- ∨ VHS tapes or CDs
- ♥ Video Games rated M
- Mixed bags of arts & crafts items
- ♥ Used one-time use items

Price to Sell!



Shoppers - just like you - are looking for **REALLY** great deals on these items and we recommend at least 75% off retail pricing and 90% off retail is even better!

Don't forget to mark these items to **REDUCE** on half price day!



CLOTHING

(Children's through Juniors, Maternity)



When it comes to selling your kids' outgrown clothing, JBF is the **BEST** option to maximize your earnings!

Prep

Essential #1 - All pieces secured together
Essential #2 - Tag stays attached



Be sure the hanger hook opens to the left, like a question mark.

Watch for Tips on Tagging Clothing



Place all clothing on hanger. Hanger hook opens to the left. Hanger fits the clothes so they won't fall off during the sale (shake test and pin to hanger if needed).



Bundle more than one piece of clothing on a single hanger or bundle multiple hangers together.









Attach bottoms with safety pins or zip ties to the top of a regular hanger or use a pants hanger.



You CAN sell sizes infant

to teen:

sell clothing kids will wear regularly between our Fall and Spring JBF sale

At our SPRING/SUMMER event,

sell clothing kids will wear

Sorry, we CAN'T sell clothing that is:

- Adult sizes or brands
- Out of season
- Out of popular style or manufactured more than 5 years ago
- Stained, damaged, strong scent or pet hair
- **S** Used undergarments



Learn about Drawstrings Safety:

- Upper Outerwear WAIST Drawstrings
- Upper Outerwear NECK Drawstrings





MATERNITY 20 Tags

JUNIORS 20 Tags TOTAL Tags



CLOTHING

(Children's through Juniors, Maternity, Costume/Dress-Up)



Adding a Tag Using Safety Pins



Use 1.5" - 2" safety pins to attach your tags to clothing. Your tag attaches to the front right of your item.

Adding a Tag Using Tagging Gun



Puncture tagging gun through the manufacturer's tag.



Puncture an **inside seam** at right armpit (when looking at the front of the item).



Do **NOT** puncture directly through the garment fabric.



Do **NOT** puncture tagging gun directly through the fabric of an item. While safety pin holes disappear when washed, tagging gun holes do not.

Price to Sell!

\$ At least **75%** off retail

Remember to use Shopper-focused pricing (create a cannot-resist deal!)
Choose to **REDUCE** when creating tags to sell even more on half price day!

ltem	Bargain Brands	Everyday Brands	Boutique Brands
Pajamas	\$2 - \$3	\$3 - \$4	\$5+
T-shirts	\$1 - \$2	\$2 - \$3	\$4+
Jeans / Pants	\$2 - \$3.50	\$3 - \$5.50	\$6+
Dresses / Dress Shirts	\$2.50 - \$4.50	\$3.50 - \$6	\$6 - \$8+
Sneakers	\$3 - \$6	\$5 - \$8	\$8+
Jackets / Coats	\$4 - \$6	\$6 - \$9	\$8+

Bargain brands = Cat & Jack, Garanimals, Cherokee, etc (retail \$4-10)

Everyday brands = Carter's, Children's Place, Department store brands (retail \$6-15)

Boutique brands = Crewcuts, Mudpie, Janie & Jack

Pro Tips:

↑ Price <u>HIGHER</u>:

- New with Tags & Like-New
- Big Kids Clothing Sizes
- Boutique Brands

↓ Price LOWER:

- Infant (under 12 months)
- Maternity
- T-shirts
- Everyday Clothes

Bundle lowerpriced items:

For example, bundle three \$2 pajamas on a single hanger with a \$6 JBF price tag; or three \$1 t-shirts for a \$3 JBF price tag.





CLOTHING

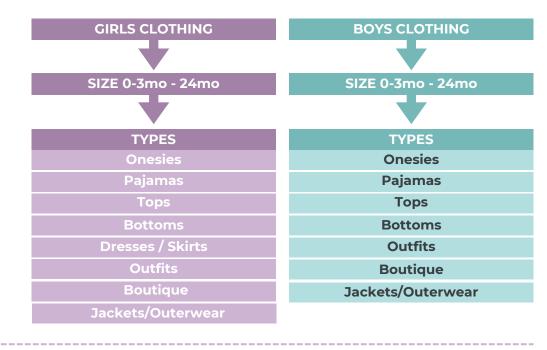
(Children's through Juniors, Maternity, Costume/Dress-Up)



Organizing Clothing for Drop-Off

Sort your tagged clothing by gender, then size, then type to streamline your drop-off experience.

Our shoppers will spend more time buying clothing when they can easily find what they need (and want).







I**NFANT ITEMS** (Bath, Diaper, Feeding, Etc.)



JBF Shoppers love to score great deals on everything their new baby needs.

Prep

Essential #1 - All pieces secured together
Essential #2 - Tag stays attached

Package items with multiple pieces using clear packing tape and clear self-sealing bags.

Attach your JBF tag securely using clear packaging tape.











Watch for More Infant Items Tips



Use our <u>Safety Website</u> to be sure your items are safe to sell.

Please pay close attention to JBF Safety information for Otteroos & Owlets.



Price to Sell!

\$ Best at **75%-90%** off retail

Infant items sell well when priced 75-90% off retail. Expecting parents **LOVE** saving money as they welcome a new child into their home! Be sure to select **REDUCE** too!

You CAN sell these items in great working order and very clean:

- Bathing & Grooming (tub, washcloth, bath toys, nail clippers, brush, comb)
- Diapers (unused cloth & disposable, wipe warmer, diaper disposal, travel changing pad)
- Potty Training Supplies
- Bottles & Nursing (breast feeding items, bottles, bottle drying & sanitizing, nursing cover, burp cloth)
- Feeding (bib, spoon, plate, cup, snackware, water bottle)
- Baby Carriers
- Swaddles & Receiving Blankets
- Home Safety (baby gate, childproofing, baby monitor, shopping cart cover)
- Medical (thermometer, scale)

Sorry, we CAN'T sell:

- 🔀 Medication, food, or formula
- Used pacifiers
- Used bottle nipples
- Open-system breast pumps



LARGE ITEMS (Baby Equipment, Large Toys, Furniture)



Large items sell **FAST** at Just Between Friends and you'll love getting them out of your house and garage while filling a need for another local family!

Prep

Essential #1 - All pieces secured together

Essential #2 - Tag stays attached

If your item has multiple pieces or loose parts, keep everything together using clear packing tape, clear self-sealing bags, and/or zip-ties. We'll ask that you set up items such as pack-n-plays to ensure that all parts are included. Be prepared to zip-tie the carrying case to the item once you place it onto the









Attach your JBF tag securely using clear packaging tape or hole-punch your JBF tag and attach with zip-tie.

Watch for More Large Items Tips

If your item has a high JBF price, be sure to include the item's retail price in the tag description so that the shopper understands the great value!



Use our <u>Safety Website</u> to check for recalls. Car seats and cribs must include a JBF waiver.

Please pay close attention to JBF Safety information for <u>Doonas</u> and <u>Infant Safe Sleep</u>





You CAN sell these items in great working order and very clean:

- Strollers & Wagons
- Cribs & Bassinets
- Pack-n-Plays
- High Chairs
- Swings & Bouncy Seats
- Baby Gates
- Bikes & Bike Trailers
- Car Seats
- Kids Furniture
- Large Indoor/Outdoor Toys
- and More!

Sorry, we CAN'T sell:

- Recalled Items or Items that Pose a Safety Risk
- Items Missing Batteries or have Battery Corrosion
- Not in Working Order
- Items with Stains, Holes, Excessive Wear, etc.
- Missing Essential Parts or Pieces (e.g. safety straps)

Price to Sell!

\$ Best at **50-75**% off retail

And, of course, choose to **REDUCE** to increase your chance to sell it on Half Price Day!





Shoes sell extremely well at JBF, so we recommend that you tag them first. Let's get started!

Essential #1 - All pieces secured together

Essential #2 - Tag stays attached

Punch a hole through your JBF price tag and connect both shoes to the tag and to each other using a zip-tie.







Tip: Reinforce the hole punched tag with tape before ziptying. If your shoes can't be zip-tied together, watch our video for more strategies.



Watch for Tips on Tagging Shoes

rice to Sell!



Best at 50%-75% off retail

Shoes in great condition fly off the shelves at JBF. The cleaner, the better!

Local families are going to be thrilled to find your shoes at 50-75% off retail prices as they hunt for essentials at the JBF sales event!



SHOES

MAX SIZE

You CAN sell shoes that are:

- Sizes & styles for infant through tween (size 6 adult)
- In great condition
- Very clean
- Suitable for the upcoming season

Sorry, we CAN'T sell shoes that are:

- Adult styles (size 7 +)
- Too worn or missing laces
- Dirty
- Out of season



Condition matters at JBF. The better your shoes look, the better they will sell. Toss them in the wash or use a brush or Magic Eraser to clean them well, including the soles.



• Desirable brands such as Air Jordan, Nike, See Kai Run, Keen, etc.

Select **REDUCE** so that your shoes have a great chance of selling throughout the event!







Toys are a **top-seller** at JBF, so it will be worth your time to tag as many as you can!



Essential #1 - All pieces secured together

Essential #2 - Tag stays attached

Remember that we have lots of young shoppers, so keeping all parts of your item secure is a must.

Watch for Tips on Tagging Toys







Package all parts together using clear packing tape, clear self-sealing bags, and/or zip-ties.

Attach your JBF tag securely using clear packaging tape, OR use blue painter's tape if clear packing tape will damage the item when removed.







Toys for infants all the way up through tween ages

You CAN sell:

Sorry, we CAN'T sell toys that are:

- Recalled or pose a safety risk
- Missing batteries or have battery corrosion
- Not in working order
- Missing essential parts or pieces
- Miscellaneous bags of toys



Please check our safety site for toy recalls.



PPro Tips:

↑ Price <u>HIGHER</u>:

- Hot selling toys such as Legos, American Girl, Lovevery, etc.
- Large toys such as kitchens, doll houses, bikes & trikes.
- New with tags and in original packaging.

Price LOWER: • Infant Toys

the sales floor!

Select **REDUCE** to make Shoppers even more giddy on Half Price Day if your item is still on

Price to Sell!

\$ Best at **75-90%** off retail

Shopper-focused pricing is the way to go. Think about a price that would make you excited to brag about a great deal!





ODDS & ENDS

(Accessories, Kids Bedding/Decor, Mommy Mart, Sporting Goods, Misc)



Almost anything related to kids is able to be sold at JBF. We even have an area for household and great-for-gifts items!

Prep

Essential #1 - All pieces secured together

Essential #2 - Tag stays attached



















- Tagging Accessories
- **Tagging Bedding**
- **Tagging Room Decor**



Extra info on item limits goes here.

You CAN sell:

- Kid accessories
- Kid bedding & room decor
- Kid sporting goods
- Limited household items
- Limited regiftable items

Sorry, we CAN'T sell:

- 🔀 Items not made for kids
- Bedding larger than Twin
- Vintage items
- Estate sale items



Please check our safety site for product recalls.



Price to Sell!

\$ Best at **75-90%** off retail

Select **REDUCE** to these items to increase your chances of selling more of your items!







You did it! All your hard work will soon turn into a seller check!

Get Organized for Drop-Off

Pack your non-clothing items so they are grouped by category to ensure a stream-lined drop-off process.

Pack your clothing by size and type.

Bring any waivers (cribs and car seats)

Drop Off Dates

Mon, Nov 10 | 4p-8p Tues, Nov 11 | 10a-2p

Pull up in front of building, drop off at curb, then park in fenced area.

Allow about 45 min-1 hour for drop off. If possible, leave the kids at home.

Editing Your Drop-off Appointment:

- Go to the ticket website
- Scroll down until you see "Already Have A Dropoff Appointment?"
- Click the first link to Resend your confirmation or see your tickets & drop off time.
- Click the second link to change your drop off time.

If you're going to be a little late, or early, but still able to show up on the same day you signed up for, just come.

What to Expect at Drop-Off

Plan for about 60 minutes to drop off your items. If you have more than 250 items, give yourself extra time.

- 1 Check In: Bring a small JBF item to scan at our welcome desk. Then grab a rolling rack and load your clothing.
- **Clothing Inspection:** Drop off all clothing at the inspection area. While that's happening, place your non-clothing items on the sales floor. Did you earn Gold Star Consignor status at our Back To School Sale? Yay! Your Clothing Inspection will be quicker.
- Place Items on the Sales Floor: Place your non-clothing items on the sales floor where they belong. Then, return to Clothing Inspection, pick up your approved clothing, and hang items in appropriate places on the clothing racks. Your No Thank You's will wait for you at the front.
- 4 Safety Check: Items a child sits in, is carried in, or sleeps in will be checked at the Safety & Recalls Station. You will bring them there first.

Now that all of your items are dropped off, you get to **shop early** and **watch your check grow**!



Shop Early

The best perk of selling with JBF is shopping before we open to the public! Grab your presale ticket, a friend for your guest pass, and enjoy all the best deals first!



Tell Your Friends to Shop

The more you share, the bigger your seller check will grow. Be sure all the families in your life know about how JBF can help their family **SAVE** this week!



Watch Your Check Grow

You can view your sold items! Log in to your JBF Profile, click on **TAGGING**, then choose **SOLD ITEM REPORT**.

Getting Paid

Once the sale is complete, you can expect to receive your payment via e-check within 14 days. Your check will be delivered via email and the subject line will read, "Here's your check from Just Between Friends McKinney for \$XXX.XX".

If you require a paper check there is a \$5 fee.



Unsold Items Donated to Charity

Your unsold items marked for **DONATE** are distributed to help local families through our Charity Partners: <u>Frisco Threads</u>, and <u>Catholic Charities of Dallas</u>.



Unsold Items Pickup

Only if items are not donated **Sun | Nov 23 | 11a-12noon** Appointments required

McKinney Sale Weeks Schedule

Consignor Drop Off

Mon | Nov 10 | 4p-8p

Tue | Nov 11 | 10a-2p

Consignor Early Access

Tue | Nov 11 | 5:30-8p

- 5:30pm "Reduce All" Consignors
- 6pm Consignors +1 Friend

Presale Shopping*

Wed | Nov 12

10a-12p | Prime Time (\$20)

12p | First Time Parents (\$10)

1p | Expecting Parents (\$10)

2p | Grandparents (\$5)

3p | Military, Educators, Health (FREE)

4p | Foster/Adoptive Families (FREE)

5:30p-8p | Bring A Friends (\$10 or FREE with a friend!)

No kids on Presale day unless worn by parent. *Tickets Required for entry

Week 1 Public Shopping

Thu | Nov 13 | 10a-8p | \$5 ticket*

Fri | Nov 14 | 10a-8pm | \$5 ticket*

Sat | Nov 15 | 10a-6p

Sun | Nov 16 | 10a-6p

*\$5 ticket goes 100% to Frisco Threads Non-profit All other Public Shopping days are \$3 cash or FREE with tickets claimed online.

Week 2 Public Shopping

Wed | Nov 19 | 4p-8p

Thu | Nov 20 | 10a-4p

Consignor Half Price Early Access

Thu | Nov 20 | 6p-8p

- 6pm "Reduce All" Consignors
- 6:30pm Consignors +1 Friend

Public Half Price Days*

Fri | Nov 21 |

- 10a Prime Time (\$10 ticket)
- 12p Bring A Friend (\$10 or FREE w a friend)
- 2p-8p Public ½ price No ticket needed
- Sat | Nov 22 | 8a-2p No ticket needed