

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!

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
- step stools
- pillows + blankets
- maternity wear

Playrooms

- puzzles + games
- dress up + costumes
- crafts + supplies
- instruments

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

JOIN OUR FACEBOOK CONSIGNOR GROUP

This is a great forum to ask questions, get support and even win prizes from time to time!

There's great tagging tips, guides and more to make your JBF consigning experience easier... because we know life is busy being a parent!



SCAN ME

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.

Seller Drop Off for JBF Tulsa & BA

TULSA

BROKEN ARROW

TUESDAY 10:00AM-7PM
(THE WEEK OF THE PUBLIC SALE)

1

Check In... Plan for 60-minutes to drop off your items. Longer if you have 250+ items to drop off.

2

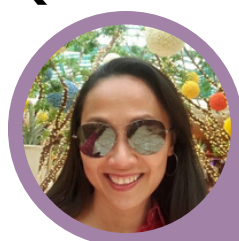
Your first stop will be Clothing & Shoes Inspection. After inspection, you will hang all clothing in gender/size areas on the racks.

3

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

That's It! You're Done!

Questions? Please Ask! I'm here to help!



Mi Le
EVENT COORDINATOR
JBF TULSA/BROKEN ARROW

mi@jbfsale.com
Call/text: 918-928-JBF1
Tulsa.jbfsale.com/info

YOUR GUIDE TO *Selling*



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

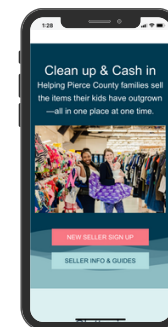


Prep



Drop Off

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



Next: TICKETS & CONSIGNOR FEES

1. Pay Rate: 60% on your sold items
2. Consignor (Seller) Fee: \$15 per sale paid online
3. Pick up your shopping passes at drop off.
4. Sign your consignor agreement online today.

NEW CONSIGNORS GET THEIR FIRST TIME CONSIGNOR FEE WAIVED.

Want to EARN even MORE?
Consider joining our paid staff!
Ask for more details!

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. Find them on our website. tulsa.jbfsale.com/how-to-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?"

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: • 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: • 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

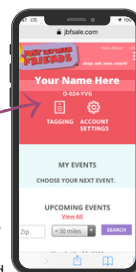
As you are thinking about prices, consider creating sets or bundles. Put an outfit together, or a set of same-size onesies. Bundle 6 pair of socks together, or several superhero figures. Shoppers love it, and you only have to create one JBF tag!



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.tulsa.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 ziploc bags
- ribbon/string
- zip-ties
- clear tape & painter's tape.
- 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)



CLOTHING

Hanging & Tagging Clothing

Put most clothing on a hanger. Bundle 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.



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.



Shoes

Make sure shoes are clean and in good condition. Tie together with zip tie or string/ribbon. Shoes sell better out of box. Do not put shoes in ziplock bags.



Accessories

Use clear bags to bundle sets of socks, hair accessories, infant mittens and hats. Place JBF tag inside and tape bag closed.



Questions? Join our Facebook Group for quick Q&A.

Questions? Email jbfsale@jbfsale.com