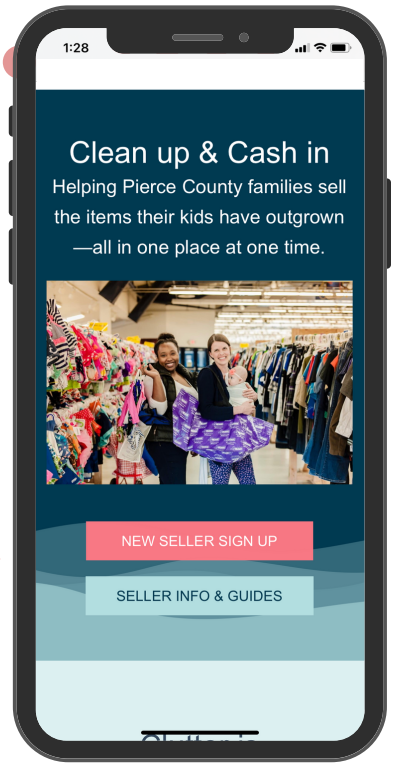
YOUR GUIDE TO Selling with JBF Issaqauh

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

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 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.

Consignor Fee Required to be paid before each sale
eventbrite.com/o/jbf-seattle-eastissaquah-10725839967

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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 **60-80%** off retail
less than **$20**	**$3-6** **Standard Brands:** Carter's, Old Navy, Children's Place, Nike	
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

Price a little **higher** for:

- new with tags
- hot selling
- like-new
- large toys

Price a little **lower** for:

- infant clothing
- play clothes
- good condition
- maternity

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!

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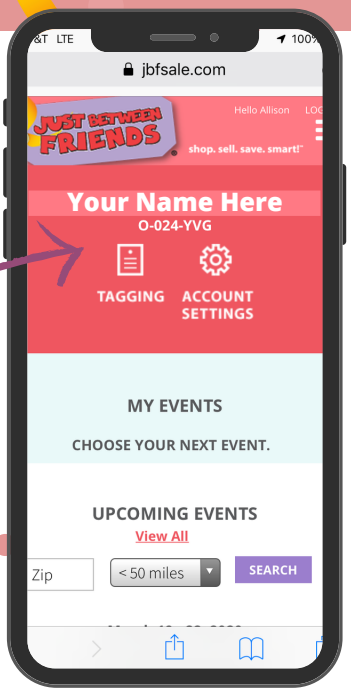
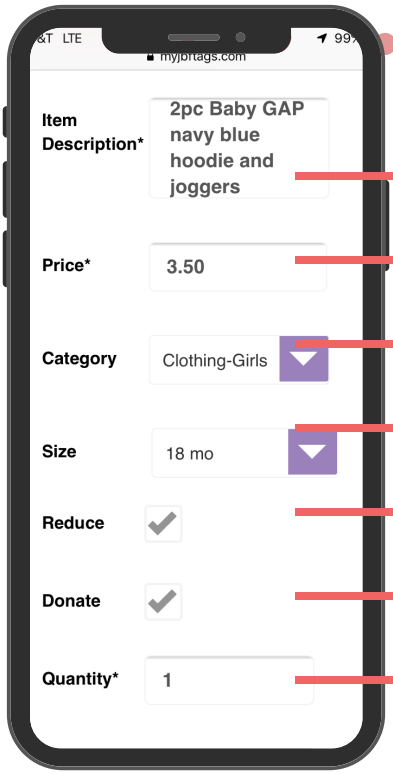
STEP #3 Price

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.seattleeast.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:

- hangers
- zip-ties
- scissors
- clear self-sealing bags (zip-loc)
- clear tape & painter's tape
- safety pins or tagging gun
- ribbon/string
- clear (saran) wrap
- 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

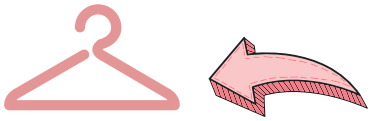
CLOTHING

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.



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

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.

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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.

RESERVE YOUR DROP OFF TIME

Consignor Fee & Drop off reservations:
eventbrite.com/o/jbf-seattle-eastissaquah-10725839967

1. Plan for 60-minutes to drop off your items. Longer if you have 250+ items to drop off. Drive to...Park...Enter...and **Check In**.

2. Once you have checked in, you may enter the building and start putting your items on the sales floor. Unsure where an item might go? Ask a staff member and they will help direct you.

3. All items will be inspected after you leave.

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!

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 to Charity

Are distributed to help local families through our Charity Partner. You'll receive a donation receipt for tax purposes.

Issaquah Fall 2021

WED 10/6	**Presale Shopping 12pm-8pm**
TH 10/7	**Public Shopping 10am-7pm**
FRI 10/8	**Public Shopping 10am-6pm**
SAT 10/9	**Public Shopping 10am-7pm** 50% off Day!
SUN 10/10	**Final Day! 9:30am-2pm** Up to 75% off Day!

Seller Schedule:

TUE 10/5	**Consignor Drop Off 2:00p - 7:00p** Reservations Required
WED 10/6	**Presale Shopping :: 3:00p- 8:00p** Consignors + Guest
FRI 10/8	**4p-6p** | Consignor + Guest Half Price Party
MON 10/11	**Consignor Pick up** 7:00 - 7:30p | Consignor Number A-M 7:30p - 8:00p | Consignor Number N-Z

jbfsale.com
ISSAQUAH

I WAS REFERRED BY: _____-_____-_____

FREE ADMISSION

THANKS FOR MAKING OUR SALE SO AMAZING!

Please bring this referral card with you for free admission into the Fall Sale .

Please bring your own bags to carry home all your great deals (and help the planet)!

SHOP MORE & SAVE

October 7-10
Pickering Barn
1730 10th Ave NW
Issaquah, WA 98027

Thursday, Oct 7| $2 admission
10:00a - 7:00p
Friday, Oct 8 | Free public shopping
10:00a - 6:00p
Saturday, Oct 9 | Half Price Day
10:00a - 7:00p
Sunday, Oct 10| Up to 75% off day
9:30a - 2:00p

We rely on word of mouth to get our name out there. So, we are starting a rewards program for our consignors!
Be sure to add your consignor number, so you get all due credit!
After 10 passes are turned in at the sale, you will earn $1 per additional pass that gets brought back! It's that easy!

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

ISSAQUAH

What to Bring

The DO's and the please DON'Ts for the Fall Sale

YES! --TAG AND BRING	SKIP—PLEASE DO NOT BRING
CLOTHES: Fall/Winter theme Pj's, jackets, long sleeved tops, short sleeve t-shirts, sweaters, cardigans, etc. Swimsuits OK! Basketball shorts OK! Preemie - size 16 (girls) 20 (boys)	Lighter fabrics, spring/summer themes, spaghetti strap dresses, shorts Out of fashion (older then 5 years) Summer themed prints.
SHOES: NB- size 9 in big kids Rain boots, snow boots, dress shoes, sneakers, crib shoes SPORTS – cleats & dance MUST be CLEAN—soles too!	Summer shoes, sandals, water shoes, flip flops. Obvious wear & tear. Dirty shoes Shoes must be in EXCELLENT condition. High heels directed for women.
MATERNITY: Limit 10 maternity clothing Items per consignor	Women's purses, women's shoes
JUNIORS: Limit 10 girls juniors clothing items Junior Sizes are 0, 1, 3, & 5.	Adult clothing (even size numbers). Out of fashion
SPECIAL OCCASION/DRESS UP: Holiday outfits—Halloween, Christmas, Valentines. Also, kids dress up/make-believe	Easter, 4th of July, and summer themed outfits
TOYS & GAMES: Good condition/working. Batteries included. Cleaned, push & ride on toys, outdoor toys. Learning stuffed animals and pillow pets ok!	Anything with missing pieces. Any recalls that haven't been properly fixed Happy Meal & Dollar store toys, stuffed animals
BOOKS: Toddler, Learning, Homeschool, Chapter Books, Parenting	Outdated books, cookbooks, books for adults, baby name books
MOVIES: G, PG, PG-13 Must be in good working condition, no scratches **Video & Computer Games:** rated anyone or teen -- must be in good working condition	VHS Tapes, NO rated R or adult content Video games rated Mature Computer games older than 5 years Music Cd's
BABY GEAR: Diaper bags, Pack-n-Plays, Carriers & Wraps, Strollers, Bassinets, Bouncy Seats, Baby Gates, Baby Proofing, Playmats, Walkers, Monitors, Bath tubs, Diaper Pails, etc. ALL Items must be checked for RECALLS	Breast Pumps (accessories OK) Cribs Carseats
BEDDING: Limit 5 items total. Crib, receiving blankets, bassinet sheets, changing pads	Crib bumpers, any bedding larger than crib. Mattresses , blankets,

If you have any specific questions please email courtneyevans@jbfsale.com for clarification.

Categories we are NOT accepting: Bedding, Room Decor, Mommy Mart, Stuffed animals / plushies, cribs, carseats, breast pumps.

Limit 10 items per consignor for: maternity & juniors

Limit 50 items per size & gender clothing sizes NB-18 months

Limit 75 items per size & gender size 2 & up.

JUST BETWEEN FRIENDS

jbfsale.com

ISSAQUAH

VISA MasterCard DISCOVER AMERICAN EXPRESS ATM/Debit

SHOP MORE & SAVE

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Print these free admission passes, write your consignor number on the top corner, and pass them out!
After 10 passes are returned to the sale, you will earn $1 per additional pass that gets brought back! It's that easy!
25 passes get returned? That's an extra $15 in your pocket! It's THAT easy!