

# YOUR GUIDE TO *Selling* with JBF Issaquah

**JUST BETWEEN  
FRIENDS**

## 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**



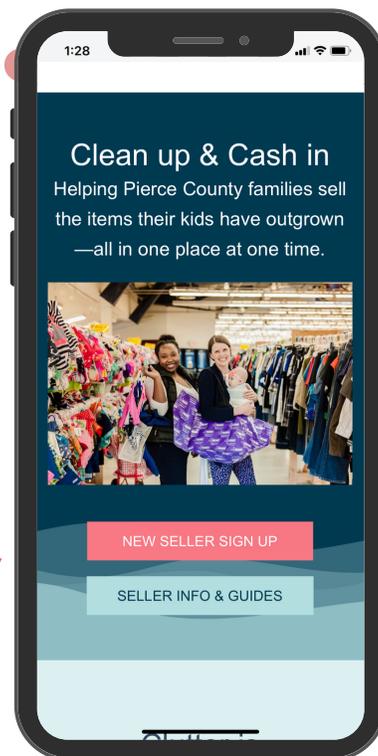
**Prep**



**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](https://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 [jbf.sale.com](http://jbf.sale.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](http://eventbrite.com/o/jbf-seattle-eastissaquah-10725839967)

# 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 <b>\$10</b>	<b>\$1-2</b> <b>Value Brands:</b> 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"> <li>• new with tags</li> <li>• hot selling</li> <li>• like-new</li> <li>• large toys</li> </ul>
less than <b>\$20</b>	<b>\$3-6</b> <b>Standard Brands:</b> Carter's, Old Navy, Children's Place, Nike	<b>60-80% off retail</b>	Price a little lower for: <ul style="list-style-type: none"> <li>• infant clothing</li> <li>• play clothes</li> <li>• good condition</li> <li>• maternity</li> </ul>
more than <b>\$20</b>	<b>65-75% off retail</b> <b>Boutique Brands:</b> Crewcuts, Mud Pie, Matilda Jane	<b>Want to SELL Even MORE?</b> 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!

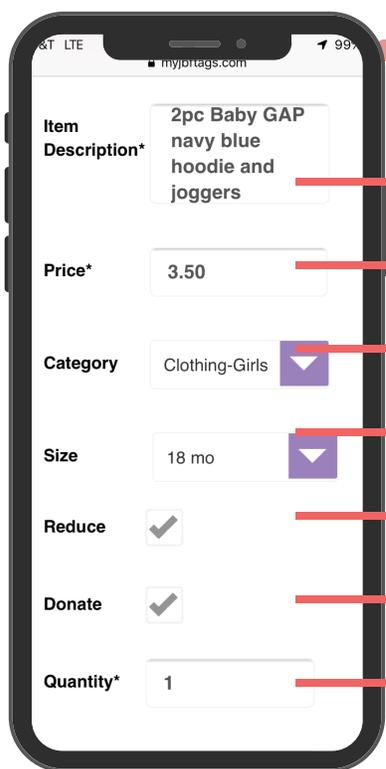
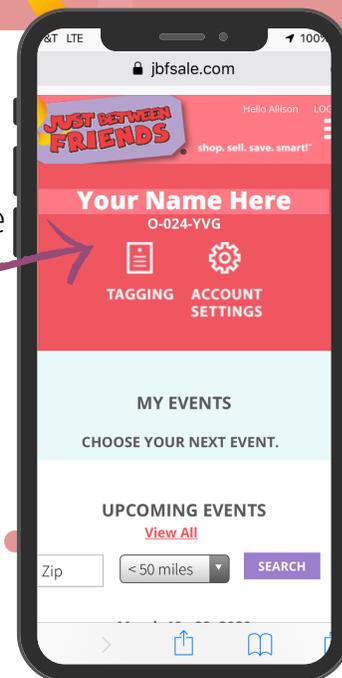
# STEP #3 Price



## 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](http://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

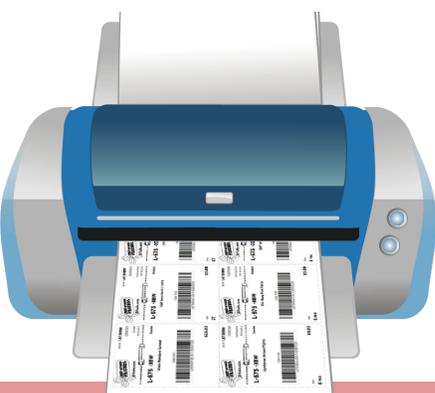
## TIP! Talk-to-Text

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.



# 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)



# STEP #4 Prep



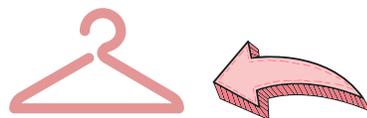
## CLOTHING

### 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.

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.

## RESERVE YOUR DROP OFF TIME

### Consignor Fee & Drop off reservations:

[eventbrite.com/o/jbf-seattle-eastissaquah-10725839967](https://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

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

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

# Spring '22

**WED 3/9** ● Presale Shopping 12pm-7:30pm

**TH 3/10** ● Public Shopping 10am-6pm

**FRI 3/11** ● Public Shopping 10am-6pm

**SAT 3/12** ● Public Shopping 10am-6pm  
50% off Day!

**SUN 3/13** ● Final Day! 10am-2pm  
Up to 75% off Day!

## Seller Schedule:

**TUE 3/8** ● Consignor Drop Off 2:00p - 7:00p  
Reservations Required

**WED 3/9** ● Presale Shopping :: 3:00p- 8:00p Consignors + Guest

**FRI 3/11** ● 4p-6p | Consignor + Guest Half Price Party

**MON 3/14** ● Consignor Pick up  
5:00 - 5:30p | Consignor Number A-M  
5:30p - 6:00p | Consignor Number N-Z



# What to Bring

## The DO's and the please DON'Ts for the SPRING Sale

### YES! PLEASE TAG AND BRING

**CLOTHES:** Spring/Summer theme Pj's, swimsuits, tank tops, short sleeve t's, shorts, light jackets, etc.  
Swimsuits OK! Basketball shorts OK!

**SHOES:** Sandals, dress shoes, sneakers, crib shoes, tennis shoes, water shoes, rain boots  
**SPORTS** - cleats & dance  
**MUST** be CLEAN—soles too!

**MATERNITY:** Limit 10 maternity clothing items per consignor

**JUNIORS:** Limit 10 girls juniors clothing items Junior Sizes are 0, 1, 3, & 5.

**SPECIAL OCCASION/DRESS UP:** Easter, wedding party wear.  
Also, kids dress up/make-believe

**TOYS & GAMES:** Good condition/working. Batteries included. Cleaned, push & ride on toys, outdoor toys. Learning stuffed animals and pillow pets ok!

**BOOKS:** Toddler, Learning, Homeschool, Chapter Books, Parenting

**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

**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

**BEDDING:** Limit 5 items total.  
Crib, receiving blankets, bassinet sheets, changing pads

### SKIP—PLEASE DO NOT BRING

Heavier fabrics, fall/winter themes, corduroy or heavy weight pants  
Out of fashion (older than 5 years)  
Winter theme

Winter shoes, boots, or other winter shoes.  
Obvious wear & tear. Dirty shoes  
Shoes must be in EXCELLENT condition.  
High heels directed for women.

Women's purses, women's shoes

Adult clothing (even size numbers). Out of fashion

Christmas, Halloween, Valentines

Anything with missing pieces.  
Any recalls that haven't been properly fixed  
Happy Meal & Dollar store toys, stuffed animals

Outdated books, cookbooks, books for adults, baby name books

VHS Tapes, NO rated R or adult content  
Video games rated Mature  
Computer games older than 5 years  
Music Cd's

Breast Pumps (accessories OK)  
Cribs  
Carseats

Crib bumpers, any bedding larger than crib.  
Mattresses, blankets,

.....  
If you have any specific questions please email [courtneyevans@jbfale.com](mailto:courtneyevans@jbfale.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 100 items per size & gender size 2 & up.

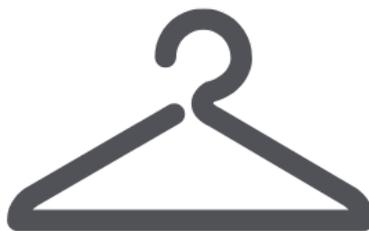


# ITEM LIMITS

## HANGING CLOTHING

Includes up to

**10 Girls Junior & 10 Maternity**



**50**

Items per size & gender NB-18m

**100**

Items per size & gender 2T & up

## BEDDING

Limited to: Crib, receiving blankets, bassinet sheets, and changing pads



**5**

Items

## ACCESSORIES

Limited to: baseball caps, hair bows, Easter hats, belts  
New undergarments



**15**

Items

**MOMMY MART  
BEDDING, ROOM DECOR  
STUFFED ANIMALS  
CRIBS & CARSEATS  
BREAST PUMPS  
CRIB BUMPERS**

**WOMEN'S ITEMS  
HAPPY MEAL & DOLLAR  
STORE TOYS  
BABY NAME BOOKS  
VHS TAPES, MUSIC CDS  
MATTRESSES, BLANKETS**

**X**

Not Accepted



**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 Spring 2022 Sale .

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

**March 10-13**

Pickering Barn

1730 10th Ave NW  
Issaquah, WA 98027

Thursday, March 10 | \$2 admission  
10:00a - 6:00p  
Friday, March 11 | Free public shopping  
10:00a - 6:00p  
Saturday, March 12 | Half Price Day  
10:00a - 6:00p  
Sunday, March 13 | Up to 75% off day  
10:00a - 2:00p

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**jbfsale.com**  
**ISSAQUAH**



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!



# More JBF Love

**2022 Sale Line Up**

**Issaquah: March 10-13 &  
October 6-9**

**Mount Vernon: April 20-24 &  
September 14-18**

**Bellingham: June 23-26 &  
November 10-13**



**[jbfsale.com](http://jbfsale.com)**

# Additional Terms & Conditions

- I understand and agree that Seattle East / Issaquah Just Between Friends ("JBF Franchisee") and Just Between Friends Franchise Systems, Inc ("JBF Franchisor") is not responsible for fire, loss, theft, or damage to the items that I am consigning.
- I understand that my check will be mailed to the address that is listed on my JBF profile, and what was verified at check in. I agree and understand that JBF is not responsible for any lost checks, stolen, expired, or un-cashed checks. All checks are null and void after 90 days. Any check that needs to be a re-sent will require a \$20 re-issue fee. I understand this fee will be my responsibility.
- I verify that the items I am consigning are mine and I have full authority to sell these items and these items are in good operating and working condition and are not defective, broken or damaged and have no missing parts and have working batteries. I also understand that if a shopper purchases an item, finds it defective, they can return it while the sale is still going on and I will not be paid for my item.
  - I understand that I will earn 60% of my gross sales, less the paid \$15 or \$20 consignor fee (per 400 items). I understand JBF has no obligation to pay for unsold or items that were not returned to me.
  - I understand that if I bring more than 400 items an additional \$15 consignor fee will be pulled from my check PER 400 items.
    - I understand that my consignor check will be rounded DOWN to the nearest dollar, (example: \$24.64, I will receive a check for \$24). I understand and give permission for the change to be taken from my check and used collectively to be gifted in a charitable manner by JBF.
- I request that JBF sells the items I am consigning for the price listed on the bar-coded tag I created. If there is NO star on the tag, I request that my items be sold at the discounted tag price during the 25% and 50% off sales.
  - I understand that items marked to donate will be sold for up to 75% off.
    - I understand that by appearing in a public venue as a shopper, consignor or a team member, JBF has my permission to use my image in any publicity avenue they choose with no royalties owed.
    - I understand Consignor pickup is MONDAY, MARCH 14th 5p-6p. Consignor Numbers A-M is from 5p-5:30p, Consignor Numbers N-Z is from 5:30p-6p. We will be VERY STRICT on these time frames, no exceptions. Please NO CHILDREN at Pick Up. If you have not made other arrangements with Courtney Evans, all items NOT picked up will be donated to a JBF Seattle East / Issaquah charity partner. No exceptions will be made and items are not retrievable after 6pm. If you can't make the pickup time, please designate someone to pick up your items on your behalf. I agree to check the NO TAG & UNSALABLE area before leaving.
- I understand that it is my responsibility to review and follow the accepted items guidelines. Items that have been pulled off the sales floor and placed in the rejected area will incur a fee of \$0.50/item. This fee will be pulled directly from my consignor check and a red stamp will be marked on the JBF tags of the items that are unsalable.
  - I understand I may bring up to 50 items per size and gender, and 10 items for maternity and juniors. An additional consignor fee will be pulled from my check for bringing more than 400 items.
  - I understand that masks are required inside the building, along with following social distancing guidelines. I understand that the Pickering Barn, The City of Issaquah, King County, Evans Consignment LLC, or Just Between Friends will not be held liable for any person(s) that are either currently sick, or test positive for COVID-19. I understand that appearing at the JBF sale, I accept and understand the health risks.
- I understand that by completing registration for my consignor ticket, it is expected that I show up promptly to my reservation time slot. If I am late to my reservation, JBF Issaquah reserves the right to refuse entry and drop off.
  - I understand that the consignor fee I am paying is non-refundable.
- I agree that any problems that may occur, I will reach out to Courtney directly at courtneyevans@jbf sale.com and I will not publicly bash, shame, or present JBF Issaquah in a negative light. This includes all written and electronic communication, whether text message, online reviews, online forums, and email.