

YOUR GUIDE TO Selling

**JUST BETWEEN
FRIENDS**

with JBF Western Gloucester County

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



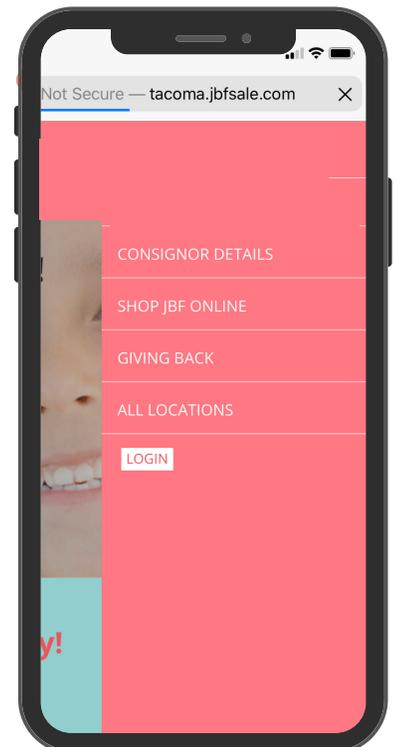
Prep



Drop Off

First Things First: REGISTER

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



Questions? Join our Facebook Group for quick Q&A.
<https://www.facebook.com/groups/1803599269896238/>

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.



Safety Waivers Required for all Cribs & Car Seats
Car Seat Waiver

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	 <p>Price a little higher for:</p> <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	<p>Price a little lower for:</p> <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!

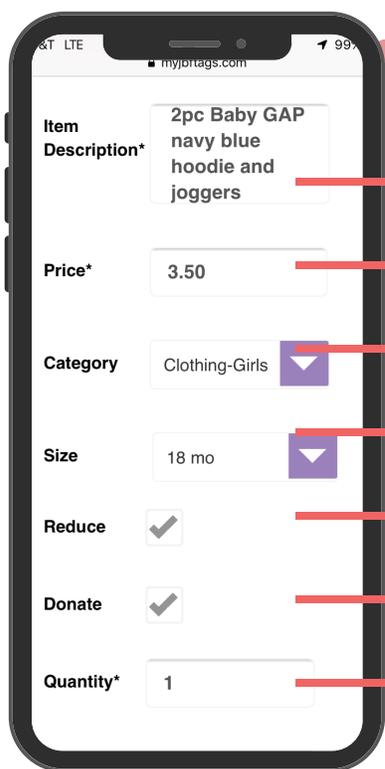
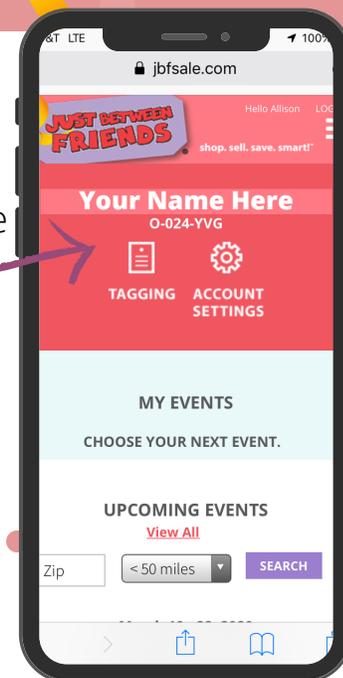
STEP #3 Price



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.westerngloucestercounty.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

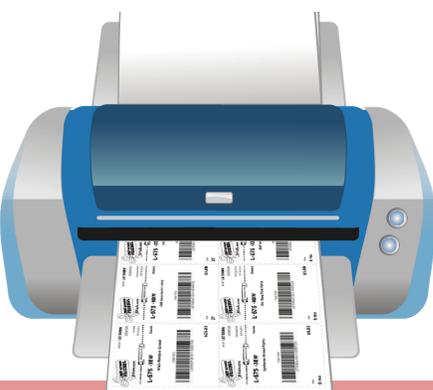
TIP! Talk-to-Text

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

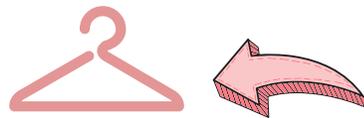
Hanging & Tagging Clothing

Put most clothing on a hanger. Bundle 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. Tagging guns will leave a hole! Please be careful not to damage your items!

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.

Seller Drop Off for

JBF Western Gloucester County

THURSDAY, MARCH 25TH

TOTAL TURF EXPERIENCE

614 LAMBS RD. PITMAN, NJ

1

Pack your car keeping like items together. This will speed things up for you and make drop off quick and easy

2

You'll be placing your own items out on the very organized floor or in a drop zone. Watch for our video that morning for more details and layout of sales floor. Many sections will have DROP ZONE. This means you will place your items for that area in a black labeled tote and our helpers will organize them for you. Please place clothing items in the correct size and gender section. Also remember to put it to the Right of your consignor letter in each section.

3

We will inspect your clothing and shoes on the racks, after you drop them off. If we pull more than 5 items with stains, rips or excessive wear, you will be charged 25 cents per item over 5. Please bring your best!

4

Please complete your consignor waiver prior to arrival and bring a car seat or crib waiver if applicable. (See links on last page)

5

If you are picking up your unsold items after the sale, please leave a large tote or box with your consignor # written clearly and large on front .

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, The Unforgotten Haven.

Presale Shopping Fri. Mrch 26th

16+ hour helpers | 10:00 am
12 hour helpers | 10:30 am
Elite Shopping (\$25) | 10:30 pm
8 hour helpers | 11:00 am
4 hour helpers | 11:30 am
Prime Time (\$10) | 12:00 pm
Consignor & a friend | 1:00 pm
1st Time Parents | 2:00 pm
Hometown Heroes | 3:00 pm
Public Shopping | 4:00 pm
Children must be in a stroller or a carrier.
2nd drop off (Big items and Toys only) 8:00--8:30pm

Public Shopping Saturday March 27th 8am-3pm

**Half Price Pre-sale
Saturday, March 27th**
Helpers | 3:30 pm
Consignors + a friend | 4:00 pm
Public (\$5per family) | 4:30 pm

Public Half Price Day Sunday, March 28th 8am-1pm

FREE ADMISSION
CONSIGNOR (SELLER)
Pick Up

If items are not donated, pick up unsold Items on Sunday, March 28th | 6:30-8pm *if not picked up by 8:01 it will be donated*

Additional information and Links

- Please complete your electronic consignor waiver
click here . 

If you have any Car seats or Cribs please complete a
crib/car seat waiver. To sell them at our sale you must
have a completed waiver attached to your Item(s).

Click here for car seat waiver. 

Click here for crib waiver



- Are you bringing over 300 items? You are a Mega or
Power Consignor! !

Mega & Power Consignors (Over 300 Items)

Click Here



- We are now offering Express Drop Off. If you are unable
to drop off your items and put them out, this program
may be for you. Express Drop will be offered for a
minimal fee. Click Here :



Please use our website or Facebook Western Gloucester County Consignor
Group

for any additional information

www.westerngloucestercounty.jbfsale.com

HAPPY TAGGING!