

YOUR GUIDE TO

Selling

JUST BETWEEN FRIENDS

with JBF Waxahachie/Mansfield

Let's Do This Together!

Ready to clean out the kids clutter and turn it to cash? You've got this.. and we're right here to help you prep and tag like a pro! Find all the info you need in this handy guide PLUS join our consignors-only Facebook group to stay up to date and ask any questions!



Gather



Prep



Price



QUESTIONS



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Join our Consignor FB Group!
JBF Waxahachie/Mansfield
Consignors | Facebook

STEP #1

Gather



Kids Grow Fast!

Children cycle through a new wardrobe every 6 months, so it's no surprise you feel overwhelmed. It's time to gather everything they no longer wear or use.



Check All Over Your Home!



- Attic or Basement
- Kids' Bedroom
- Linen Closet
- Bathroom
- Living Room
- Mud Room or Hall Closet
- Kitchen
- Playroom
- Garage
- Outside



Pro Tip:

We know it may seem "easy" to list your big items on BST groups. Here's food for thought. Shoppers come for the BIG stuff and THEN shop your clothing, toys, books, etc.

Top Sellers!



- Baby Gear
- Outdoor Toys
- Play Kitchens
- Cribs + Bassinets

- Strollers (especially double!)
- Bikes + Trikes
- Playhouses



Questions? Join our Facebook Group for quick Q&A.
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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 for you to check each of your items before you sell.



Safety Waivers Required for all Cribs & Car Seats

[click for waivers](#)

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Price



Shopper-Focused Pricing

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

*****\$3 Rule*****

ALL hanging clothing should be priced at \$3 or more. If needed, group items together to get to the price. This **ONLY** applies to clothing on the racks.

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: <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	Price a little lower for: <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!

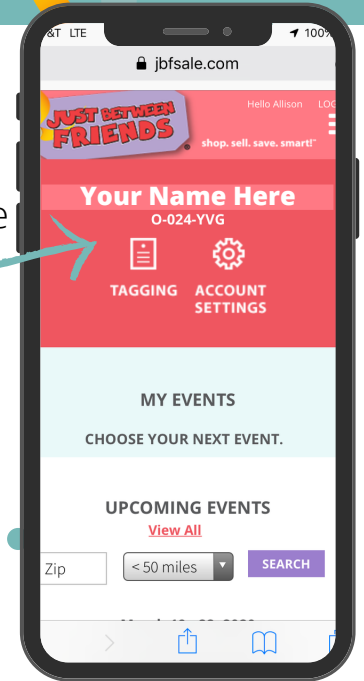
Price



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.waxahachie.jbfsale.com
2. login or create an account
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

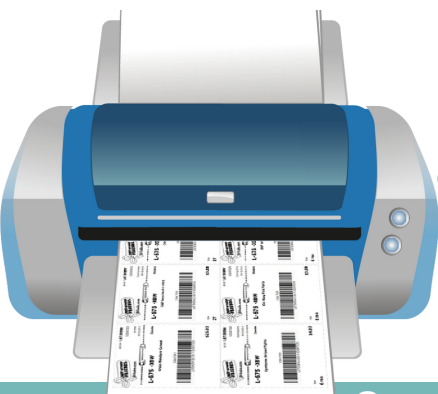
If you are entering tags on your mobile device, use talk-to-text to go even faster.



Print Your Tags

Print tags on 8.5"x11" white cardstock. Tags print 9 per page.

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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)



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Prep



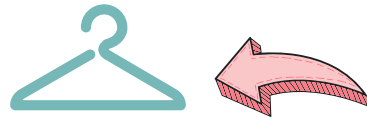
CLOTHING

Hanging & Tagging Clothing

Put clothing on a hanger. Bundle socks, infant mittens & hats, as well as accessories. Attach JBF tag with safety pin or tagging gun. If needed put items in a clear self-sealing bags, tape securely closed.

****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.



Prep



Bundling in Bags

Multiple bottles (or other like items) should be placed in a bag. Attach tag directly and securely to the bag, tape closed.



Accessories

Use clear bags to bundle sets of socks, hair accessories, infant mittens and hats. Display neatly so shopper can see well. Tap JBF tag on the outside of bag 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 or seam, never tag straight through clothes, it will create a hole) to attach pants/skirts to hangers.