

YOUR GUIDE TO Selling

**JUST BETWEEN
FRIENDS**

with JBF of North Tampa

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



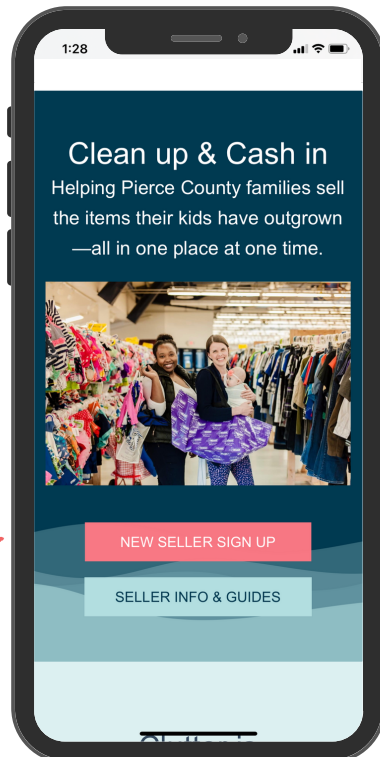
Prep



Drop Off

First Things First: REGISTER

Save your spot by registering as a Seller at the event(s) you prefer.



Seller Pay

Rates:

JBF Sellers at the North Tampa sale earn 60% on sold items.

Fees:

\$20 per Seller (prepaid).

Method: Sellers receive an eCheck via email within 15 days after each sale. eChecks are printed at home and deposited like a regular check.

Questions?

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

email: tracyjohnson@jbfsale.com

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
- gliders + rockers
- boppies + monitors

Closets

- sheets + towels
- diapers + new supplies
- step stools + sleeping bags
- baby + kids blankets

Playrooms

- puzzles + games
- dress up + costumes
- instruments
- gaming chairs + systems

Bathrooms

- diaper disposal systems
- bath toys + supplies
- baby bathtubs

Feeding supplies

- dishes + utensils
- sippy cups + boosters
- safety items



Have any of these hot-selling items?

Baby Equipment

- exersaucers + swings
- pack-n-plays
- highchairs + bumbos
- walkers
- bouncy seats

Furniture

- toddler beds
- cribs + bassinets
- dressers + desks
- changing tables

Outdoor & Large toys

- bikes + trikes
- scooters + skates
- ride-on toys
- playhouses
- battery operated vehicles
- spring horses
- sporting goods

...check the garage



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 (doing this next to a window in bright light is best). 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. Sell holiday/special occasion items in the sale closest to when they will be worn/used, when possible.

COMPLETE

Be sure all parts & pieces are present before you tag items. Toys with batteries must be functional. 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

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STEP #3 *Price*



When you sell at JBF, you are in control of the price of each item. You also decide if it goes half price during our discount sale times. If the item doesn't sell, you can either donate the item to our local charity partner, or you can pick it up.



We recommend pricing at 1/3 of retail! Ask yourself, "What price would make me buy this item and brag about it to a friend?"

Price non-clothing items (Toys, Baby Equipment, Books, Games, etc.)

 at **30-50% OFF** retail price

Clothing Pricing Guide

Item	Bargain Brands	Everyday Brands	Boutique Brands
Pajamas	\$2 - \$3	\$3 - \$4	\$5+
T-shirts	\$1 - \$2	\$2 - \$3	\$4+
Jeans / Pants	\$2 - \$3.50	\$3 - \$5.50	\$6+
Dresses / Dress Shirts	\$2.50 - \$4.50	\$3.50 - \$6	\$6 - \$8+
Sneakers	\$3 - \$6	\$5 - \$8	\$8+
Jackets / Coats	\$4 - \$6	\$6 - \$9	\$8+

Bargain brands = Cat & Jack, Garanimals, Cherokee, etc (retail \$4-10)

Everyday brands = Carter's, Children's Place, Department store brands (retail \$6-15)

Boutique brands = Crewcuts, Mudpie, Janie & Jack



Price HIGHER for:

- New with Tags
- Big kids sizes
- Items in Original Packaging



Price LOWER for:

- Infant Items under 12 mo.
- Maternity Clothing
- T-shirts



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!



The Power of \$.50

When I started selling my daughter's items at JBF, my Grandma said, "Always add 50 cents to your price." And she was right. When I sold 100 items I made \$50 just from that extra \$.50. Take my Grandma's advice and see for yourself!

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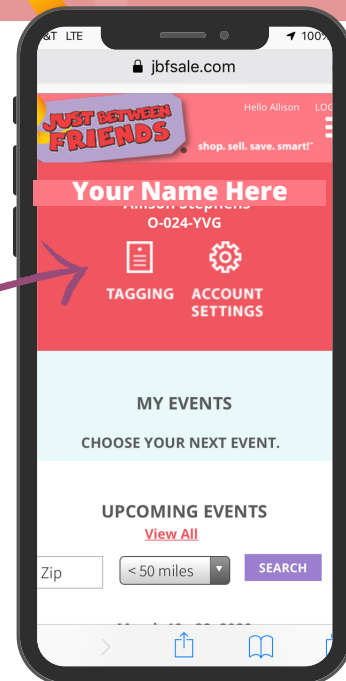
STEP #3 *Price*



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. tampanorth.jbfsale.com
2. Click on SELL | Seller Login
3. Login, then click on TAGGING



Creating Tags

Include brand, colors, number of pieces (detailed descriptions help us identify items if they get separated from their tag)

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.



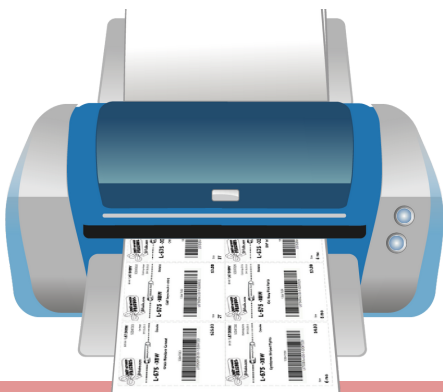
Print Your Tags

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.

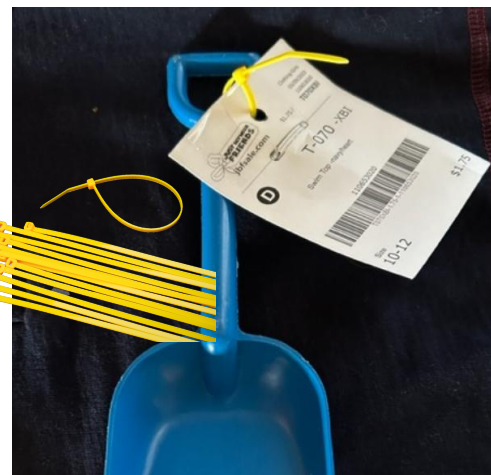
Gather these supplies:

- white cardstock
- hole punch
- zip-ties
- scissors
- ribbon/string
- clear resealable bags (such as Ziploc)
- safety pins or tagging gun
- clear tape & painter's tape
- hangers (plastic preferred)
- clear plastic wrap (such as Saran)



ATTACHING TAGS

- Make sure tag is attached securely so it won't fall off.
- Secure all pieces together so they won't separate & always tape bags closed
- Hats and Accessories: Attach the tag directly to the fabric with a safety pin
- ZIP-TIE tags directly to toys - this is one of the easiest and most secure ways to attach a tag

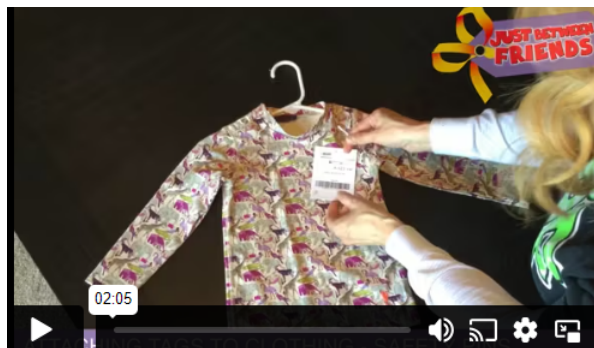


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STEP #4 Prep



CLOTHING

Watch all JBF prep videos [HERE](#)

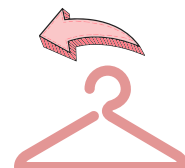
The best way to learn is to take a few minutes to watch our videos.

We promise it will make everything easier!



Hanger Direction

Be sure the hanger hook opens to the left, like a question mark. Attach JBF tag to top right of item.



ALL clothing must be on hangers. We prefer **plastic** hangers. Attach JBF tag with safety pin or tagging gun.



Hanging pants or shorts to hanger

Must be attached to the TOP of the hanger.

Go through the MIDDLE of BOTH areas of the waistband to keep the pants from gaping and sliding to the bottom.

Clip hangers are also great - you can sometimes get them free from dept. stores



Tagging Gun - [SEE TAGGING GUN GUIDE HERE](#)

Only puncture the garment tag or an inside seam so that you do not damage the fabric.

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STEP #4 Prep



Hang the following items on hangers:

- Receiving Blankets/Sheets
- Swaddles
- Changing Table Covers/Mattress Protectors
- Towels
- Baby Carriers
- Diaper Bags



Accessories

Use clear bags to bundle sets of socks, hair accessories, hats, and infant items. Display neatly so shopper can see well.

Tape JBF tag inside or outside so it's easy to see and tape bag closed.



Shoes

Hole-punch your tag and use a zip-tie to secure shoes and tag together. For shoes that can't be zip-tied, use a safety pin or place in clear bag. Most shoes have a spot to zip-tie – get creative.

Remember to reinforce the top of the tag with tape before you hole punch



Hanging Multiple Items on a Hanger

Multiple items - that are all the same size - can be hung on a single hanger to create a bundle. Use a safety pin or tagging gun fastener (through a sturdy waistline) to attach pants/skirts to hangers.

Use a pant hanger to bundle multiple onesies, pjs or pants together.

STEP #5

Drop Off

JUST BETWEEN
FRIENDS



You did it!

Now that your items are tagged, you'll want to pack items and **organize by type & size** so that Drop Off is easy and fast.

Sellers must reserve a drop off and pick up time during online registration.

DROP OFF: May 15-16
Florida State Fairgrounds
Florida Center - East
4800 US Highway 301 North
Tampa, FL 33610



1

Plan for 60 minutes of drop off time; longer if you have over 250+ items. **Use the fairgrounds service entrance on Orient Road.** Tell the gate attendant you are dropping off items for the JBF event in the Florida Center, and they will direct you to the drop-off area behind the building. Unload, then *immediately* park your car in the parking lot. Return to the drop-off area to get your items and **check-in!** You are welcome to bring dollies, rolling racks, wagons, etc. to bring your items into the building.

2

After check-in, you will take your items for inspection. Items will also be checked against our current Recall List.

3

After inspection, you will hang your clothing in size/gender/type categories on the racks and place all non-clothing items on the sales floor in the designated areas. Signs and team members will direct you.

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 Seller 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 seller check will grow. Be sure all the families in your life know about the resource of JBF this week!



Unsold Items Donated to Charity

Items are distributed to help local Tampa families through our Charity Partner. You will receive a donation receipt for tax purposes.

Dates: Thu, May 16 - Sun, May 19

Presale | Thu, May 16

5pm: Team Members + 2 Guests

6pm: Consignors + 2 Guests

Registers close at 8pm

Presale | Fri, May 17

9am: Prime Time - \$15 Ticket

10am: Expecting Parents & Grandparents (Free Ticket)

11am: Hometown Heroes (Free Ticket)

Military, First Responders, Adoptive/Foster Families, Teachers/Homeschool Parents

Public Shopping

(\$2 or FREE with ticket)

Fri, May 17 | 12pm-8pm

Sat, May 18 | 8am-4pm

50% Off Presale | Sat, May 18

4pm: Team Members + 2 Guests

4:30pm: Consignors + 2 Guests

5pm: Prime Time - \$10 Ticket

Registers close at 8pm

Public 50% Off Shopping

Sun, May 19 | 8am-2pm

Free admission! No ticket required!

Seller Pick Up | Sun, May 19 7pm-8pm

Items left after 8pm will be donated to our Charity Partner

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