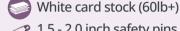


# SELLER GUIDE

## What's Needed:



Laptop, tablet or mobile device



1.5 - 2.0 inch safety pins



Plastic or wire hangers

(Use child for 4T & under; adult size for 5+)



Quart, gallon & XL clear storage bags



ਠ Clear packing tape



Painters/masking tape



Ribbon, string or zip-ties

# **Optional Supplies:**





📥 Paper Cutter



Printer



+ Cleaning Supplies Magic Eraser, stain remover, bleach pen, wrinkle releaser and odor remover, etc.

**Closets** 

diapers

step stools

sheets & towels



### No Printer? No Problem!

When you finish creating your tags use the "Print PDF" option and save the PDF file. Printing your tags at an office supply store will save you ink and time. Don't forget to ask them to cut your tags!

## **STEP 1: GATHER YOUR ITEMS**

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 seasonal guidelines regarding what's in and what's out for each event.

### **MY CHECKLIST**

Check off this list as you gather your items!

- Large Toys Outdoor Toys
- Bedrooms Closets
- Playroom
- Furniture Kitchen
- **Bathrooms**
- Garage
- Attic or Basement

#### **Furniture**

- toddler beds
- dressers bassinets
- swings
- rockers
- changing tables

#### **Outdoor Tovs**

- bikes & trikesscooters & skates
- ride-on toysplayhouses

Be sure to check the garage!



## **Bedrooms**

- clothing & shoeslamps & rugsgliders & rockers
- boppies & monitors

### pillows & blankets

- Large toys
- exersaucers

• train table

- bouncersplay kitchen setsplay tool bench sets

**Playrooms** 

puzzles & games

- dress up
  crafts & supplies
  music toys
  video games

### Misc.

- new pacifiers
- safety items

### Kitchen

- dishes
- lunch boxes
- sippy cups
- highchairs
- safety items

#### diaper disposals

**Bathrooms** 

- bath toys
- infant tubs

## **STEP 2: ORGANIZE**

Grab 3 totes or baskets and label them: **KEEP. SELL. TOSS** (Have extra boxes or trash bags available)

- KEEP items that you aren't ready to get rid of yet.
- **SELL** items you want to sell. (Spring or Fall)
- TOSS items that don't meet JBF standards.

Decide which tub each item should go in.

- When you're done, set aside the **KEEP** bin for now. Take the **TOSS** bin to your local charity, repurpose the items, or throw them away.
- Separate the items in the **SELL** bin into Spring and Fall piles. These items are ready for Step 3.

## OW TO KNOW WHAT TO SELL



The newer it looks, the better it sells. Plan to clean clothes, shoes, equipment and toys.



Sell clothing and shoes in current styles and fashion. Make sure they're the right season!



Toys, games and puzzles must be sold as a complete set without missing pieces.



Compliant

Safety guidelines apply to selling a car seat, stroller, baby equipment and toys. Check https://www.cpsc.gov for recalls.







## STEP 3: PRICE & PREP

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**

Create 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 IBF tag!

## **NEED MORE HELP?**

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Call or Text 816.457.1234

WATCH TAGGING VIDEOS AND GET SUPPORT AT:



