Getting Started Cheat Sheet



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.

STEP 2: ORGANIZE

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

- MEEP: Items that you aren't ready to get rid of yet.
- 2 <u>SELL:</u> Items you want to sell.
- 3 TOSS: Item's that don't meet JBF standards.

STEP 3: PRICE & PREP

Selling at JBF lets you be 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 partners, or you can pick it up.

HOW TO KNOW WHAT TO SELL - THE 4 C'S RULE:

- CLEAN: The newer it looks, the better it sells. Plan to clean clothes, shoes, equipment and toys.
- CURRENT: Sell clothing and shoes in the correct season. Current styles and fashion are sought after.
- COMPLETE: Toys, games and puzzles must be sold as a complete set.
- COMPLIANT: Important safety guidelines apply to selling a car seat, stroller, baby equipment and toys.

Check https://www.cpsc.gov for recalls.

Website: abilene.jbfsale.com

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ABILENE

OUICK PRICING GUIDE

Successful sellers practice Shopper-Focused Pricing. Ask yourself, "What price would make me buy this item and brag about it to a friend?"















Everyday Brands \$3 - \$6











Baby Equipment, Books, Games and Furniture at

30-50% OFF

retail price

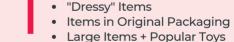
Premium Brands











To sell more— we recommend that you let your items reduce during our discount days!

Reminder: All hanging clothing items must equal \$3 or more. Please bundle as needed!

CHARGE LESS FOR:

CHARGE MORE FOR: New with Tags

- T-Shirts + Books
- Infant Items
- Maternity + Junior Clothing

NEED MORE HELP?

Bonnie Bouher **Event Coordinator**

WATCH TAGGING VIDEOS AND GET SUPPORT AT:

https://www.youtube.com/playlist?list=PL52B264A51151FDDE 🔀 abilene@jbfsale.com

JBFAbileneConsignors

CALL or TEXT 325.716.7356