

# YOUR GUIDE TO *Selling* with JBF Wichita Falls

**JUST BETWEEN  
FRIENDS**

## 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**



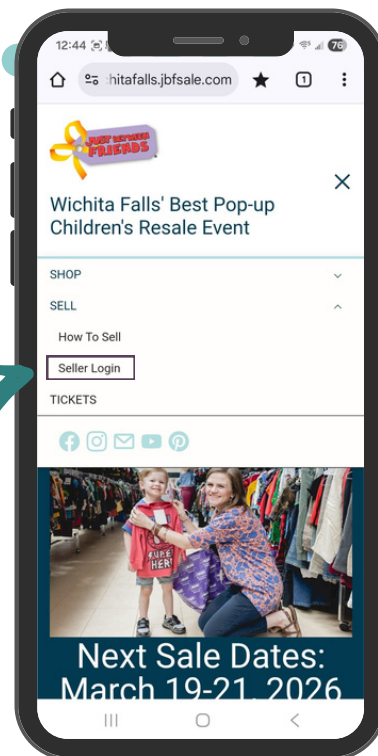
**Prep**



**Drop Off**

## First Things First: REGISTER

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



# Earnings!



## The average consignor makes over \$350!

Consignors earn **60%** on their sold items less a \$15 consignor fee.

Team Members can earn up to **70%** on their sales.

...plus, consignors and team members get a **FREE** presale pass and a pass for a friend!



### Want to help at the sale and earn more?

Here are the compensation options for helping at the sale.



#### Option #1

Earn an additional 10% on gross sales. This is the better option if you anticipate selling more than \$400.

#### Option #2

Earn \$40 in JBF Bucks for each 4-hour shift you work. This is the better option if you anticipate selling less than \$400 and plan on shopping the sale. *If you choose this option, you will be paid out at 60% of your sales.*

The Fine Print - You can choose what option you prefer when you drop off. JBF Bucks will be available before your Presale shopping time. We will advance your JBF Bucks if you sign up for a future shift, for example: You can use your JBF Bucks to shop on Wednesday if you are signed up for a shift on Saturday. However, if you fail to show up for your shift after using your JBF Bucks, that amount will be deducted from your check.

**Questions?** Join our Facebook Group for quick Q&A. [JBF Wichita Falls Consignors](#)

# 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
- rockers + bouncers
- 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. **If batteries are required, they must be included.**

### COMPLIANT

Important Safety Guidelines apply to car seats, cribs, infant equipment & toys. All of the Recalls & Safety Standards are listed at **[safety.jbfsale.com](http://safety.jbfsale.com)** for you to check each of your items before you sell.



**Safety Waivers Required** for all Cribs & Car Seats

# 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 <b>\$10</b>	<b>\$1-2</b> <b>Value Brands:</b> 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"> <li>• new with tags</li> <li>• hot selling</li> <li>• like-new</li> <li>• large toys</li> </ul>
less than <b>\$20</b>	<b>\$3-6</b> <b>Standard Brands:</b> Carter's, Old Navy, Children's Place, Nike	<b>60-80% off retail</b>	<p>Price a little lower for:</p> <ul style="list-style-type: none"> <li>• infant clothing</li> <li>• play clothes</li> <li>• good condition</li> <li>• maternity</li> </ul> 
more than <b>\$20</b>	<b>65-75% off retail</b> <b>Boutique Brands:</b> Crewcuts, Mud Pie, Matilda Jane	<b>Want to SELL Even MORE?</b> 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



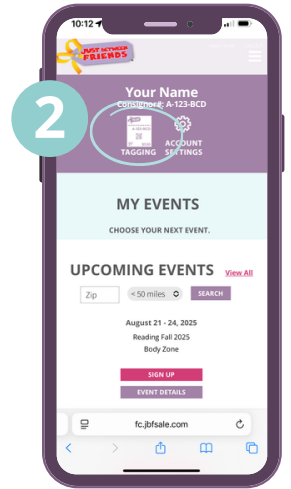
## Creating Tags

Now that you've inspected your items, it's time to log in to your JBF Profile and enter your tag data.

**STEP 1:** Go to [jbfsale.com](http://jbfsale.com) & click on "Login" or create a JBF profile

**STEP 2:** Click on the Tagging icon

**STEP 3:** Enter & Print Tags



**3**

Category	Size/Type	Description	Price	Reduce	Donate	Quantity
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="text" value="1"/>

Choose the **category** that best fits or leave it blank if there doesn't seem to be a good match.

Enter a **Description** that includes brand name, number of pieces, color or pattern, etc.

You choose the **Price**.

A check mark here will allow your item to **Reduce** to 50% off on Half Price Day.

A check mark here will allow your item to **Donate** to our local charity if unsold.

Use **Quantity** if you have more than one of the EXACT SAME item. This will print one tag with a unique QR code for EACH item.

Choose the **Size or Type** that best describes your item. All clothing and shoes must have a size. Some non-clothing items will have type to choose from. For items with no type, you may leave this field empty.

## 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

### Three Essentials:

- Tag is attached securely (won't fall off)
- All pieces secured together (won't separate; tape bags closed)
- **If batteries are required, they must be included.**



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# STEP #4 *Prep*



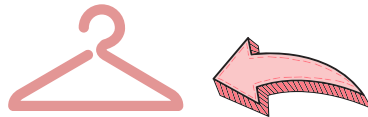
## CLOTHING

### 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, just make sure they are the same size. 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.





# 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 (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 gender, size, and category** so that your Drop Off process is easy and fast.

## Seller Drop Off for JBF Wichita Falls

**TUESDAY - MARCH 17 - 9AM-7PM**

1

Plan for 60-minutes to drop off your items. Longer if you have 250+ items to drop off. Drive to...Park...Enter...and Check In...you will receive your Presale Tickets!

2

Your first stop will be Clothing Inspection. Leave your clothing items here while you place all of your non-clothing items where they belong on the sales floor. Then, return to Clothing Inspection to pick up your items. You'll hang all clothing in **gender/size/category** areas on the racks.

3

All items that a child sits in, is carried in, or sleeps in will be inspected at our Safety & Recalls Station.

*That's It! You're Done!*

# During the Sale



*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**

Donated items are  
distributed to local foster  
families and also through  
multiple area charities.



## **Presale Shopping**

Wednesday | March 18

12 Hr Team Member | 1:00-9:00

8 Hr Team Member | 2:00-9:00

4 Hr Team Member | 3:00-9:00

Consignors | 3:30-9:00



## **Public Shopping**

Thursday | March 19 | 9:00-7:00

Friday | March 20 | 9:00-7:00

Saturday | March 21 | 9:00-7:00



## **Half Price Presale**

Friday | March 20

12 Hr Team Member | 5:30-8:00

8 Hr Team Member | 6:00-8:00

4 Hr Team Member | 6:00-8:00

Consignors | 6:30-8:00



## **Public Half Price Day**

Saturday | March 21 | 9:00-7:00

*Free admission!*



## **Seller Pick Up**

*If items are not donated*

**Sunday, March 22**

**7:00pm-8:00pm**