

# YOUR GUIDE TO *Selling* with JBF Dallas/Mesquite

**JUST BETWEEN  
FRIENDS**

## 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 Dallas Consignors](#)

# YOUR GUIDE TO *Selling* with JBF Dallas/Mesquite

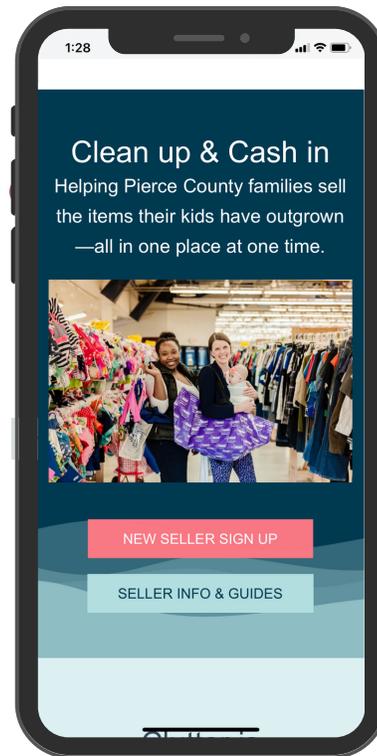
**JUST BETWEEN  
FRIENDS**

## Let's do it!

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.

### First Things First: REGISTER

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



**Questions?** Join our Facebook Group for quick Q&A.  
[facebook.com/groups\\_JBF Dallas Consignors](https://facebook.com/groups_JBF_Dallas_Consignors)

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, BUT, Shoppers come for the BIG stuff and THEN shop your clothing, toys, books, too, more money in your pocket!

## Top Sellers!



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

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



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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. We can not sell recalled items. Cribs and Car seats must have a waiver with the item when dropped off.



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

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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.



### RECOMMENDED SUPPLIES:

- Computer or mobile device
- Printer
- WHITE cardstock (60lb+)
- 1.5 - 2.0 inch safety pins
- Hangers (plastic or wire)
- Gallon & quart ziploc bags
- Clear packing tape
- Blue Painters tape (use on books)
- Ribbon, string or zip-ties

### OPTIONAL SUPPLIES:

- Tagging gun & barbs
- Paper cutter
- Cleaning supplies - Magic Eraser, stain remover, bleach pen, wrinkle releaser and odor remover

### NO PRINTER? NO PROBLEM!

When you finish creating your tags, use the "Print PDF" option and save the file. Upload to a Staples or OfficeDepot. Don't forget to ask if they can cut your tags!

## 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



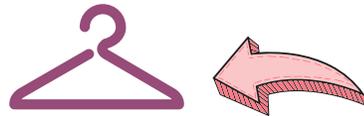
## CLOTHING

### 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.

# 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 <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!

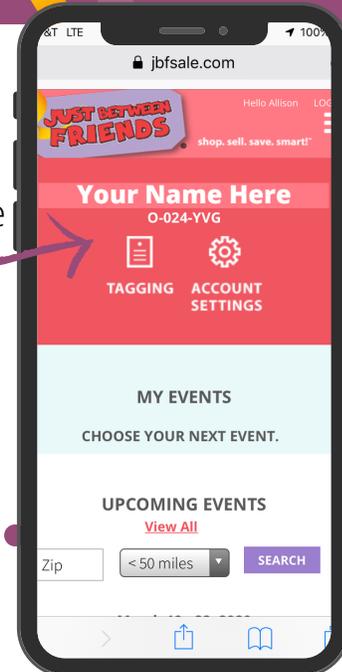
# Price



## 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.dallas.jbfsale.com](http://www.dallas.jbfsale.com)
2. login
3. click on TAGGING



## Creating Tags

Include brand, colors, number of pieces included

You choose the price

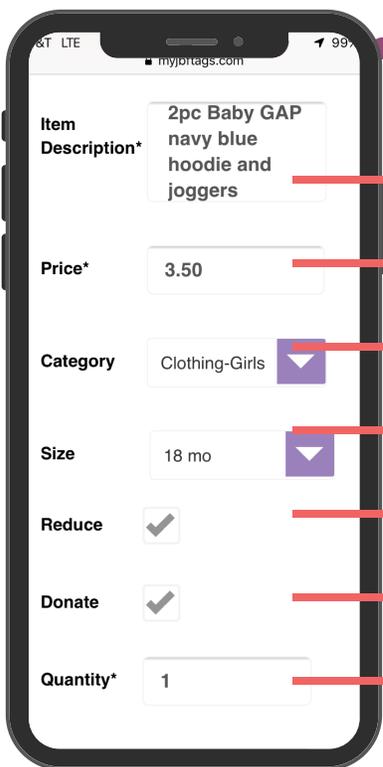
Choose the category that fits best (leave blank if you can't decide)

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. Cut & Attach the tags to your items and they are ready for Drop Off!

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