

YOUR GUIDE TO Selling

**JUST BETWEEN
FRIENDS**

with JBF Aledo/Weatherford

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



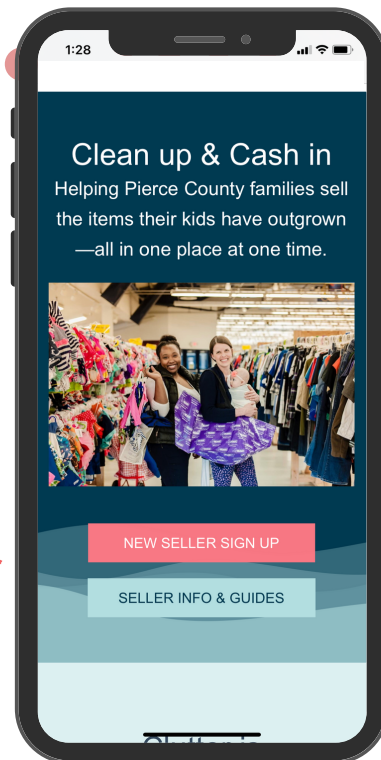
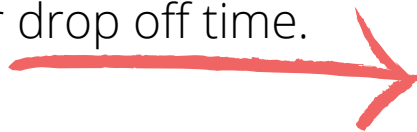
Prep



Drop Off

First Things First: REGISTER

Save your spot by registering as a Consignor at the Aledo/Weatherford event & choose your drop off time.



Questions? Join our Facebook Group for quick Q&A.
[JBF Aledo/Weatherford Consignor Group](#)

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
- 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 Shoppers love current styles that are in fashion. Be sure to review the Seasonal Guide so you know what seasonal items can be sold at the current event.

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. 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



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 \$10	\$1-2 Value Brands: Cherokee, Circo, Faded Glory, Garanimals	Toys Books Baby Gear Furniture Electronics Strollers + Joggers Sporting Goods	 Price a little higher for: <ul style="list-style-type: none"> • new with tags • hot selling • like-new • large toys
less than \$20	\$3-6 Standard Brands: Carter's, Old Navy, Children's Place, Nike	60-80% off retail	Price a little lower for: <ul style="list-style-type: none"> • infant clothing • play clothes • good condition • maternity
more than \$20	65-75% off retail Boutique Brands: Crewcuts, Mud Pie, Matilda Jane	Want to SELL Even MORE? 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!

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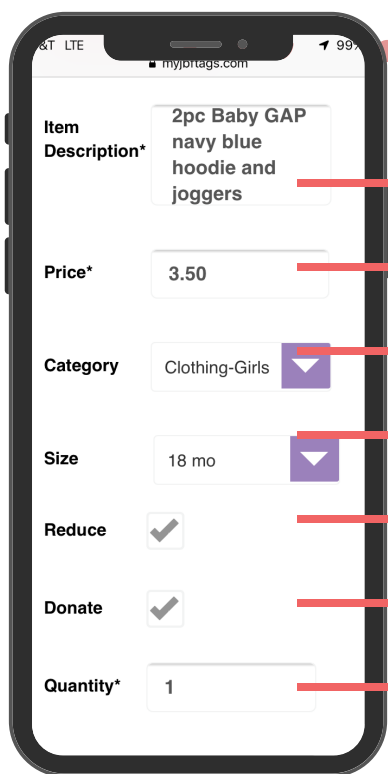
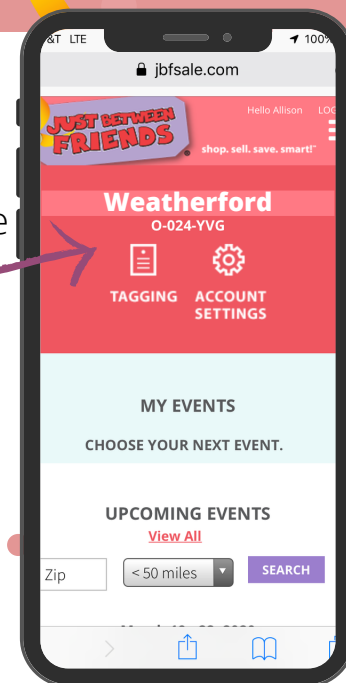
STEP #3 Price



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. www.weatherford.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

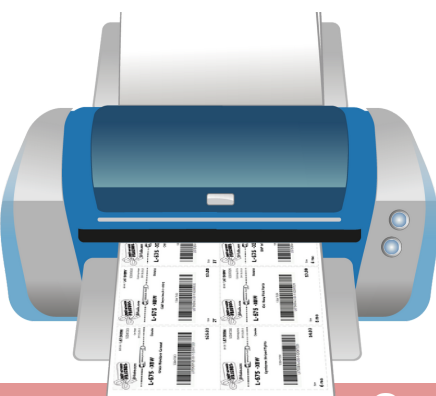
TIP! Talk-to-Text

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.



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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 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

Two Essentials:

- Tag is attached securely (won't fall off) &
- All pieces secured together (won't separate; tape bags closed)



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STEP #4 *Prep*



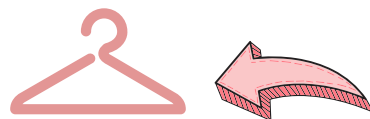
CLOTHING

Hanging & Tagging Clothing

Put most clothing on a hanger. Bundle onesies, 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. 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



Bundling in Bags

Multiple onesies—that are all the same size—can be folded neatly and placed in a bag. Use a tagging gun fastener or a safety pin to connect all onesies together. Attach tag directly to the set (not to the bag). Do not tape bag closed, so shopper can inspect items closely.



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 or tagging gun fastener (through a sturdy waistline) to attach pants/skirts to hangers.

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STEP #4 Prep



Large Items

Items that are too large to carry around at the sale require a Large Item "Claim Ticket". You will print, complete & attach the Large Item Claim Ticket at home before drop off.

See the graphic below for instructions.

[CLICK HERE to download the Large Item Claim Ticket.](#)

D-I-Y Large Item Claim Tickets

1
Print claim tickets on white cardstock

2
Cut off one claim ticket (they print 3-per-page)



3
Cut price tag along dotted line

4
Staple top part of price tag to top of claim ticket, and bottom of price tag to bottom of



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STEP #5

Drop Off

JUST BETWEEN FRIENDS



You did it!

Now that your items are tagged, you'll want to pack items **organized by type and size** so that your Drop Off process is easy and fast. Drop Off is by appointment only. Link is on the website to schedule appointment.

Seller Drop Off for JBF Aledo/Weatherford

WHEN: SEE WEBSITE FOR DATE/TIME

GAME ON SPORTS COMPLEX

2600 ALEMDA ST., FORT WORTH, TX 76108

1

Park and come get a rolling rack to load your items on to. Then head to the Check-In table. Plan for 60-minutes to drop off your items. Longer if you have 250+ items to drop off.

2

Your first stop will be Clothing Inspection. You can 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 areas on the racks. Next, head to Shoe Inspection. Place the shoes that pass inspection on the sales floor, take what doesn't pass with you.

3

Make sure that all cribs, car seats & car seat bases have a completed Waiver/Checklist included with them. Any missing the Checklist or any Recalled Items will be pulled from the sales floor.

Find the Crib & Carseat Waivers on the How To Sell page of the website under the Keeping Kids Safe section.

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 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 help local families through our Charity Partner, Manna Storehouse of Weatherford.



Presale Shopping

Wed | 9/15

Sale Team Members: 12pm

Sellers +1 & Team Member Guest: 1pm

PrimeTime: 2pm

1st Time Parents/G'parents/Foster: 4pm

Teachers, Childcare, Homeschool +1: 5pm

*Ticket is required for Presale early shopping.
Doors close at 7pm.*



Public Shopping

Thur | 9/16: 9am-7pm

\$5 admission or free ticket online

Fri | 9/17: 9am-3pm



Half Price Presale

Fri | 9/17

Sale Team Members: 4pm

Sellers +1 & Team Member Guest: 4:30pm

Ticketed Early Access: 5pm

Doors close at 7pm.



Public Half Price Day

Sat | 9/18: 9am-1pm

Free admission!



Seller Pick Up

If unsold items are not donated

Sat | 9/18: 7:30pm-8:30pm

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