

YOUR GUIDE TO *Selling*

with JBF Maple Grove



Let's do this together!

If you're selling with us, 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

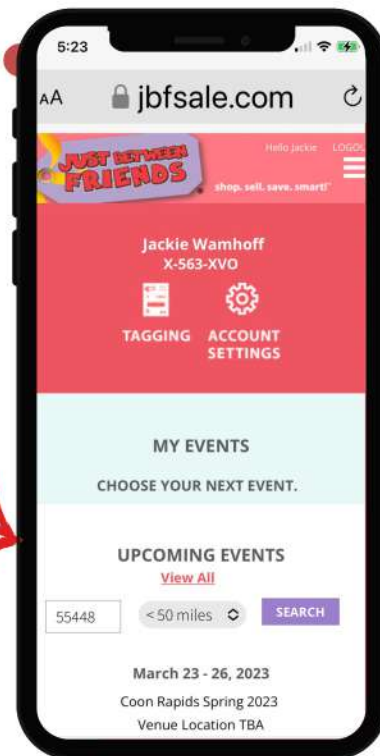
First: REGISTER

Log into your JBF profile (or create a new account) and register as a Consignor at the Maple Grove Winter 2023 event.

Second: GET YOUR TICKET

Prepay your seller fee & choose your drop-off time in Eventbrite:

<https://sellMGw23.eventbrite.com>



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

- diapers + new supplies
- step stools
- swaddling blankets
- maternity wear

Playrooms

- puzzles + games
- family DVDs
- dress up + costumes
- crafts + art supplies
- musical 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
- play kitchen sets
- tool bench play sets

Furniture

- toddler beds
- dressers + bassinets
- swings + bouncers
- changing tables

Feeding supplies

- new pacifiers + teethingers
- 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 (stained, missing pieces and/or 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 sale. Sell cold weather items at our Fall and Winter sales. 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. All of the Recalls & Safety Standards are listed at cpsc.gov for you to check each of your items before you sell.



Safety Waiver & Instruction Manual 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?"

We suggest you price your items 1/4–1/3 of original price to hit the "sweet spot" and sell the MOST items! For high end or new items you can go up to 1/2, but nothing should be priced over half of retail, even if it's brand new.

CLOTHING			
retail price less than \$10	Value Brands: Garanimals, Faded Glory, Cat & Jack, Art Class, Old Navy, Jumping Beans	price your items at \$1-2	Price a little higher for: <ul style="list-style-type: none"> • new with tags • boys sizes 4 & up • hot-selling toys • large baby equipment
retail price less than \$20	Standard Brands: Carter's, Children's Place, OshKosh, Gymboree, Nike, GapKids, Under Armour	price your items at \$3-6	
retail price more than \$20	Boutique Brands: Matilda Jane, Mini Boden, Mud Pie, Crewcuts, Hannah Andersson	price your items at 35-40% of retail price	
NON-CLOTHING ITEMS			
Toys, Games, Puzzles, Books, Sporting Goods, Baby Gear, Electronics, Furniture, Room Decor		price your items at 25-33% of retail price	EVEN MORE? Choose to REDUCE your items to sell at 50% off during the Half-Price Sale



\$3 Hanging Clothing Minimum

To conserve rack space, we have a \$3 minimum for hanging clothes. As you are thinking about prices, consider creating sets or bundles. Shoppers love it, and you only have to create one JBF tag! Put together an outfit or a set of same-size onesies, shirts, etc.

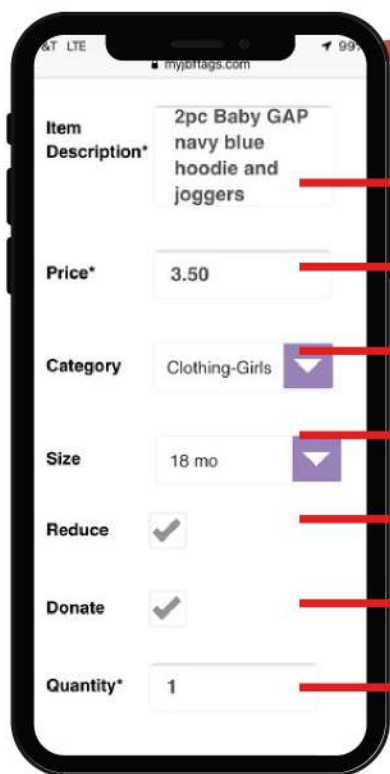
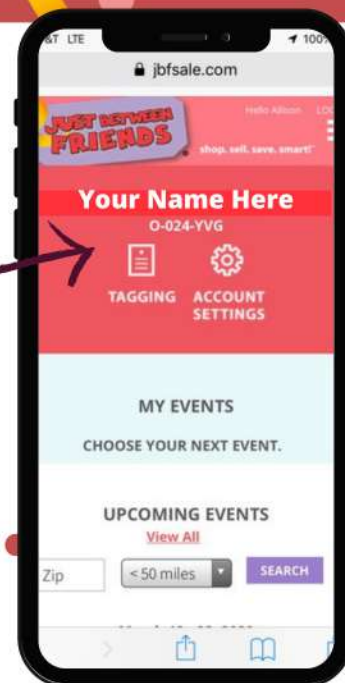
STEP #3 Price



Where to Create Your Tags

Now that your items are checked and bundled, it's time to log in to your JBF Profile and enter your tag data.

1. twincities.jbfsale.com
2. login
3. click on TAGGING



Creating Tags

Include brand, colors, number of pieces included

You choose the price (we recommend 1/4 to 1/3 of retail)

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.



Questions? Join our Sellers' Facebook Group for quick Q&A: bit.ly/JBFsavvysellers

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 (ziploc) • ribbon/string
- zip ties • clear packaging tape • clear (saran) wrap • scissors
- safety pins or tagging gun • hole punch
- Scotch Magic or blue painter's tape (for books)



TOYS

- For happy shoppers, make sure you have ALL PARTS & PIECES included.
- Your goal is to keep all the pieces together & the tag attached. Remember, items get handled A LOT at the sale. Package small pieces in Ziploc bags, tape shut & then zip tie onto the main toy.
- Include working batteries & make sure toys are wiped clean so they sell.
- Only use the original box for things like Lego sets if it is a COMPLETE set. (Example: If it doesn't have all the pieces, it's better to sell a generic bag of Lego pieces rather than a spaceship set that is missing some pieces.)



STEP #4 Prep



PUZZLES



- Be sure to DO all puzzles yourself so you know they have ALL the pieces. (Get the whole family involved with this step!)
- For wooden puzzles, fully cover in plain saran wrap that overlaps & then tape securely, so you can SEE the puzzle & it will stay together. (Do NOT use blue painter's tape or Glad Press 'n Seal because it can remove the paper layer from puzzle pieces.)
- Puzzles must be in the ORIGINAL box (no puzzles in ziploc bags accepted).
- Tape the tag onto back of puzzle box.



GAMES

- Make sure you include ALL pieces listed on the box... shoppers are counting on it. (Note the common theme about having all pieces.)
- Tape the game shut & be sure to include working batteries if needed.
- Games must be in the ORIGINAL box (no games in ziploc bags accepted).

BOOKS (Limit 500)



- Books priced at \$1-3 sell the best.
- We only take kids' books (no parenting-type books).
- Use blue painter's tape or Scotch Magic Tape to attach the tag onto the BACK of the book, covering the book's barcode.
- Books sell best when tagged individually rather than as a set.
- Price & condition are key to shoppers choosing your books. Remember, we don't accept books that are too worn, have inscriptions or other writing in them (unless neatly & cleanly covered with white sticker paper) or are library discards.

STEP #4 Prep



SHOES & BOOTS

Shoes must be in LIKE NEW condition with NO scuffed toes, dirty footbeds or dirty leather. We are VERY picky on shoes as we only want to take what will sell.

Attach shoes together with string, ribbon or zip ties. Hole punch JBF tag and tie or pin on. If there are no holes to go through, use a rubber band to keep them together. Please do not put shoes in ziploc bags or shoe boxes (they don't stay that way!)



DIAPER BAGS & CAR SEAT COVERS

These items should be zip tied to a large hanger for security and so they can hang on a rack. Make sure to wipe down and/or wash as needed.

LARGE ITEMS

These claim tickets are used for all items too large to be put in an Ikea bag and carried around (e.g. furniture, large baby gear, big outdoor toys, bikes).

During the inspection step of drop off, you'll staple the barcoded tag to our yellow claim ticket. You'll scan the barcode and print a sticker with information that goes on the top consignor section. We'll help you attach this claim ticket to the actual item, usually with a zip tie if possible to ensure it stays on!

DO NOT REMOVE TOP PORTION

Just Between Friends

Buyer Information
Date: 05/15/2013
Barcode: 132616397
Price: \$60.00
Item: U-292XVD

BUYER: FILL-IN YOUR INFO:
Name: _____
Phone: _____

ITEM IS SOLD IF TAG BELOW IS MISSING

BUYER: TAKE THIS PORTION TO PURCHASE

Just Between Friends

U-292 -XVD
Graco Pack 'n Play Newborn Seat CLX
Playard, Minor
132616397
Barcode: 132616397
Price: \$60.00

STEP #4 Prep



CLOTHING

Hanging & Tagging Clothing

Put most clothing on a hanger. Attach JBF tag with safety pin or tagging gun. *There is a \$3 minimum price for all hanging clothing to help conserve rack space.*

Like a ? Question Mark



Hanger Direction

Be sure the hanger hook opens to the *left*, like a question mark. Attach JBF tag to *front upper right* of item.



Hanging Pants

Pin pants to the top angled part of the hanger

Hanging Multiple Items on a Hanger

Multiple items—that are all the exact same size and "like brands"—can be hung on a single hanger. Use large safety pins to attach items to the *top angled part* of the hanger (*not* the bottom straight edge). *Note: Don't use tagging barbs to attach your sets together as that will cause holes!*



Items **MUST BE** the exact same size (e.g., 12M and 12M, *not* 12M and 12-18M).

STEP #4 Prep



Tagging Gun

If you use a tagging gun to attach JBF tags, only puncture the garment tag or go through an *inside* seam so that you do not damage the fabric.

We cannot accept clothing with holes made from barbs.

Note: Safety pin holes usually wash out in the laundry. Tagging gun holes will not.



Socks

Use clear bags to hold sets of socks (laid *flat/unrolled* in bag, or folded in half if larger sizes).

Display items neatly so shoppers can see items well. Place JBF tag inside and tape bag closed.



Underwear & Bibs

Safety pin multiple bibs or clean underwear together. (Do *not* bag or we cannot accept them.)



Hats

Simply attach JBF tag to hats using a safety pin or tagging gun. No need to use a bag.

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.

Keep sizes separate by alternating sides with the hanger hooks or putting them in bags.



Seller Drop Off for JBF Maple Grove

SUNDAY, NOV 12 & MONDAY, NOV 13
(Choose Drop-Off Time in Eventbrite)
6731 Boone Ave. N., Brooklyn Park

1

Plan for approximately 60 minutes to drop off your items (longer if you have 250+ items to drop off). Drive over, park in the free lot, enter and check in at the front table.

2

Grab *one* rolling rack and bring your first load inside. You will start with Clothing Inspection. Leave your clothing items here while you place all of your non-clothing items where they belong. Everything except clothing will be left at drop zones, where you simply turn on batteries (if applicable) and drop 'n go, and we will put them out. Then, return to Clothing Inspection. You'll hang all clothing in gender/size areas on the racks.

3

For your items larger than an Ikea bag, we'll help you attach a yellow ticket to the items, which makes it easier for shoppers to purchase your items during the sale. Then you can put them on the sales floor where indicated by the signs.

4

Shop by the Shoe Inspection table before you leave to retrieve any shoes/clothes we cannot put out and to get your Presale Passes!

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 Are Donated to Charity

They will be distributed to
help local families through
our charity partners. You'll
be able to print a donation
receipt for tax purposes.



Presale Shopping

Tuesday, Nov 14
Consignors | 12-9:30pm
Early Access Presales | Entry
Times Vary 1-5pm
First-Time Parents | 6-9:30pm
Community Heroes | 7-9:30pm

***NO CHILDREN under 10 allowed for
ANY presales, except infants worn in
front carriers. No strollers, wagons or
car seats.***



Public Shopping

Wednesday, Nov 15 | 10am-7pm
Thursday, Nov 16 | 10am-7pm
Friday, Nov 17 | 10am-7pm
Saturday, Nov 18 | 9am-5pm
Sunday, Nov 19 | 9am-5pm

***\$2 door admission on Wednesday OR
free with reserved ticket***



Half-Price Presale

Saturday, Nov 18 | 6-8pm

***NO CHILDREN under 10 allowed for ANY
presales, except infants worn in front
carriers. No strollers, wagons or car
seats.***



Public Half-Price Day

Sunday, Nov 19 | 9am-5pm
Free admission!



Seller Pick Up

If items are not donated
Tuesday, Nov 21 | 4-7pm