

YOUR GUIDE TO *Selling*

with JBF Mid-Cities/Grapevine



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



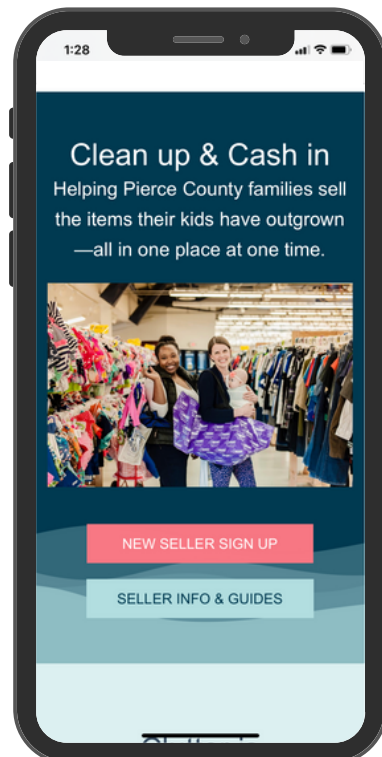
Prep



Drop Off

First Things First: **REGISTER**

Save your spot by registering as a consignor at the Mid-Cities/Grapevine event.



Seller Pay

Rates:

JBF consignors at the Mid-Cities/Grapevine sale earn 60% on sold items.

Fees: Each sale there is a \$12 fee per consignor if pre-paid. The sale fee paid after drop-off is \$20 and will be deducted from your check.



Bring your questions to our friendly consignor group:
[JBF Mid-Cities/Grapevine](#)



Or e-mail me!
audrataylor@jbfsale.com

STEP #1

Gather



Check all over your home!

Bedrooms

- clothing + shoes
- gliders + rockers
- boppies + monitors

Closets

- sheets + towels
- diapers + new supplies
- step stools + sleeping bags
- baby + kids blankets

Playrooms

- puzzles + games
- dress up + costumes
- instruments
- gaming chairs + systems

Bathrooms

- diaper disposal systems
- bath toys + supplies
- baby bathtubs

Feeding Supplies

- dishes + utensils
- sippy cups + boosters
- safety items



Have any of these hot-selling items?

Baby Equipment

- exersaucers + swings
- pack-n-plays
- highchairs + bumbos
- walkers
- bouncy seats

Furniture

- toddler beds
- cribs + bassinets
- dressers + desks
- changing tables

Outdoor & Large Toys

- bikes + trikes
- scooters + skates
- ride-on toys
- playhouses
- battery operated vehicles
- spring horses
- sporting goods



STEP #2

Sort



Keep | Toss | Sell

KEEP the items that you just aren't ready to part with yet.

TOSS the items that are too well-loved (stains, holes, missing pieces, or are not working).

SELL the rest!

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.

COMPLETE

Be sure all parts and pieces are present before you tag items. If an item requires batteries, make sure batteries are included so a shopper can ensure an item is in working condition.

COMPLIANT

Important safety guidelines apply to car seats, cribs, infant equipment and toys. The top 10 safety alerts are located here: [safety matters](#). For more information about recalls, please visit the [Consumer Product Safety Commission](#).



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?"

| Brands | JBF Clothing Price | Pricing Non-Clothing Items |  Price a little higher for: |
|--|------------------------------|---|---|
| Value: Jumping Bean, Garanimals, Cherokee, Circo (bundling encouraged) | \$1-2 | Toys Books Baby Gear Furniture Electronics Strollers + Joggers Sporting Goods | <ul style="list-style-type: none"> • new with tags • hot selling • like-new • large toys |
| Standard: Cat and Jack, Old Navy, Carter's, Gap, H&M, ZARA, Children's Place | \$3-6 | 60-80% off retail | Price a little lower for: <ul style="list-style-type: none"> • infant clothing • light weight clothing • maternity |
| High Value & Boutique: Kyte Baby, Posh Peanut, Little Sleepies, Kickee Pants, The North Face | 65-75% off retail | 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!



The Power of \$.50

It's a best bet to add 50 cents to your price. When you sell 100 items you make \$50 just from that extra \$.50!



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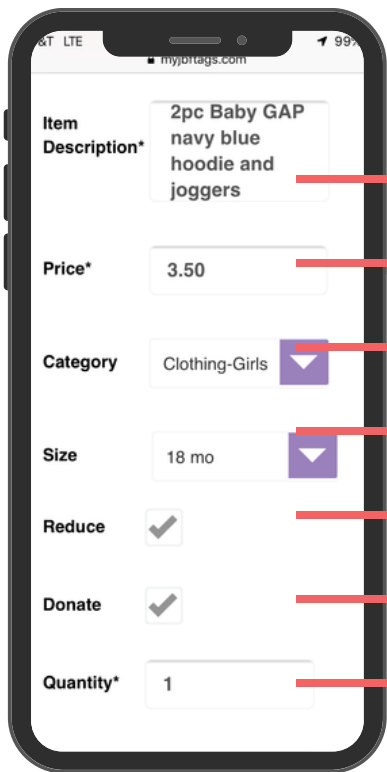
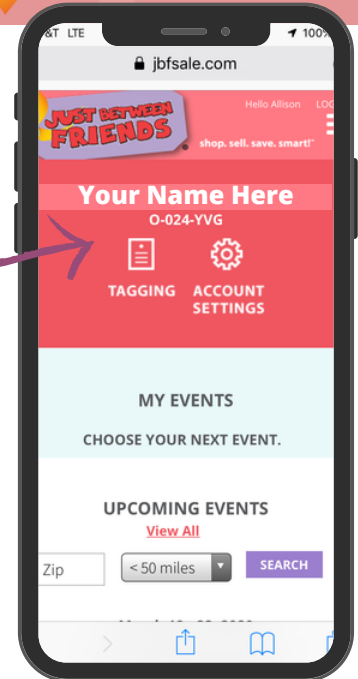
STEP #3 *Price*



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. midcities.jbfsale.com
2. seller login
3. click on TAGGING



Creating Tags

Include brand, colors, number of pieces

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

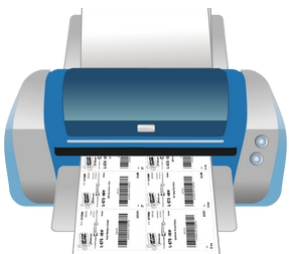
A check mark here will allow your item to be donated if unsold

This feature is if you have more than one of the exact same item and want to create several tags at once



QUICK 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:

- white cardstock
- safety pins or tagging gun
- hangers
- scissors
- clear ziploc bags
- clear tape & painter's tape
- hole punch
- zip-ties



ATTACHING TAGS

- Make sure tag is attached securely so it won't fall off.
- Secure all pieces together so they won't separate and always tape bags closed.
- Hats and accessories: attach the tag directly to the fabric with a safety pin.
- Zip-tie tags directly to toys - this is one of the easiest and most secure ways to attach a tag.



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STEP #4 *Prep*



CLOTHING

Watch all JBF prep videos [HERE](#)

The best way to learn is to take a few minutes to watch our videos.

We promise it will make everything easier!



Hangar Direction



Be sure the hanger hook opens to the left, like a question mark. Attach JBF tag to top right or middle of item. All clothing must be on hangers. Attach JBF tag with safety pin or tagging gun.



Hanging pants or shorts to hanger

Pants or shorts must be attached to the TOP of the hanger. Go through the MIDDLE of BOTH areas of the waistband to keep the pants from gaping and sliding to the bottom.

Clip hangers are also great - you can sometimes get them free from retail stores.



Tagging Gun - [SEE TAGGING GUN GUIDE HERE](#)

***VERY IMPORTANT*: Only puncture the garment tag or an inside seam so that you do not damage the fabric.**



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STEP #4 Prep



Hang the following items on hangers:

- Receiving Blankets/Sheets
- Swaddles
- Changing Table Covers/Mattress Protectors
- Towels
- Baby Carriers
- Diaper Bags



ACCESSORIES

Use clear bags to bundle sets of socks, bows, accessories, and infant items. Do not put socks in balls. Display neatly so shoppers can see well.

Tape JBF tag inside or outside so it's easy to see and tape bag closed.



SHOES

Hole-punch your tag and use a zip-tie to secure shoes and tag together. For shoes that can't be zip-tied, use a safety pin or place in clear bag. Most shoes have a spot to zip-tie.

Remember to reinforce the top of the tag with tape before you hole punch.



BUNDLES

Multiple items - that are all the same size - can be hung on a single hanger. Use a safety pin to attach pants/skirts to hangers.

You can use a pant hanger to bundle multiple onesies, pjs or pants together.



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STEP #5

Drop Off



YAY! YOU DID IT!!

Now that your items are tagged, you'll want to pack items and **organize by type & size**, so that drop off is easy and fast.



Sellers must reserve a drop off time.

**Drop off link will be e-mailed
after you register.**



Drop Off:

Wednesday, October 2

**Nytex Sports Centre
8851 Ice House Dr
North Richland Hills, 76180**



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