



# Getting Started

## SELLER GUIDE

### What's Needed:

- Laptop, tablet or mobile device
- White card stock (60lb+)
- 1.5 - 2.0 inch safety pins
- Plastic or wire hangers  
(Use child for 4T & under; adult size for 5+)

- Quart, gallon & XL clear storage bags
- Clear packing tape
- Painters/masking tape
- Scissors
- Ribbon, string or zip-ties

### Optional Supplies:

- Tagging gun & barbs  
(Watch training videos)
- Paper Cutter
- Printer
- Cleaning Supplies  
Magic Eraser, stain remover, bleach pen, wrinkle releaser and odor remover, etc.



### No Printer? No Problem!

When you finish creating your tags use the "Print PDF" option and save the PDF file. Printing your tags at an office supply store will save you ink and time. Don't forget to ask them to cut your tags!

## STEP 1: GATHER YOUR ITEMS

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 seasonal guidelines regarding what's in and what's out for each event.

### MY CHECKLIST

Check off this list as you gather your items!

- |                                       |  |
|---------------------------------------|--|
| <input type="checkbox"/> Large Toys   | <input type="checkbox"/> Furniture         |
| <input type="checkbox"/> Outdoor Toys | <input type="checkbox"/> Kitchen           |
| <input type="checkbox"/> Bedrooms     | <input type="checkbox"/> Bathrooms         |
| <input type="checkbox"/> Closets      | <input type="checkbox"/> Garage            |
| <input type="checkbox"/> Playroom     | <input type="checkbox"/> Attic or Basement |

### Furniture

- toddler beds
- dressers
- bassinets
- swings
- rockers
- changing tables

### Outdoor Toys

- bikes & trikes
- scooters & skates
- ride-on toys
- playhouses

Be sure to check the garage!



### Bedrooms

- clothing & shoes
- lamps & rugs
- gliders & rockers
- boppies & monitors

### Closets

- sheets & towels
- diapers
- step stools
- pillows & blankets

### Playrooms

- puzzles & games
- dress up
- crafts & supplies
- music toys
- video games

### Large toys

- exersaucers
- bouncers
- play kitchen sets
- play tool bench sets
- train table

### Misc.

- new pacifiers
- safety items



### Kitchen

- dishes
- lunch boxes
- sippy cups
- highchairs
- safety items

### Bathrooms

- diaper disposals
- bath toys
- infant tubs

## STEP 2: ORGANIZE

1 Grab 3 totes or baskets and label them:

### KEEP, SELL, TOSS

(Have extra boxes or trash bags available)

- **KEEP** - items that you aren't ready to get rid of yet.
- **SELL** - items you want to sell. (Spring or Fall)
- **TOSS** - items that don't meet JBF standards.

Decide which tub each item should go in.

2 When you're done, set aside the **KEEP** bin for now. Take the **TOSS** bin to your local charity, repurpose the items, or throw them away.

3 Separate the items in the **SELL** bin into Spring and Fall piles. These items are ready for Step 3.

## The 4 C's Rule

### HOW TO KNOW WHAT TO SELL



### Clean

The newer it looks, the better it sells. Plan to clean clothes, shoes, equipment and toys.



### Current

Sell clothing and shoes in current styles and fashion. Make sure they're the right season!



### Complete

Toys, games and puzzles must be sold as a complete set without missing pieces.



### Compliant

Safety guidelines apply to selling a car seat, stroller, baby equipment and toys. Check <https://www.cpsc.gov> for recalls.



**JBF Standards:** We accept new or gently loved items that are **NOT** broken, torn, stained, or missing pieces. Ask, "Would I buy this for my child?" If the answer is no, then it doesn't meet our standard. Place item in **TOSS** bin.



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### STEP 3: PRICE & PREP

When you sell at JBF, you are in control of the price of each item. You also decide if it goes half price during our discount sale times. If the item doesn't sell, you can either donate the item to our local charity partner, or you can pick it up.



We recommend pricing at 1/3 of retail! Ask yourself, "What price would make me buy this item and brag about it to a friend?"

Price non-clothing items (Toys, Baby Equipment, Books, Games, etc.)

at **30-50% OFF** retail price

### Clothing Pricing Guide

Item	Bargain Brands	Everyday Brands	Boutique Brands
Pajamas	\$2 - \$3	\$3 - \$4	\$5+
T-shirts	\$1 - \$2	\$2 - \$3	\$4+
Jeans / Pants	\$2 - \$3.50	\$3 - \$5.50	\$6+
Dresses / Dress Shirts	\$2.50 - \$4.50	\$3.50 - \$6	\$6 - \$8+
Sneakers	\$3 - \$6	\$5 - \$8	\$8+
Jackets / Coats	\$4 - \$6	\$6 - \$9	\$8+

**Bargain brands** = Cat & Jack, Garanimals, Cherokee, etc (retail \$4-10)  
**Everyday brands** = Carter's, Children's Place, Department store brands (retail \$6-15)  
**Boutique brands** = Crewcuts, Mudpie, Janie & Jack



- Price HIGHER for:**
- New with Tags
  - Big kids sizes
  - Items in Original Packaging



- Price LOWER for:**
- Infant Items under 12 mo.
  - Maternity Clothing
  - T-shirts



### Bundle Items to Save Time

Create 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!

### NEED MORE HELP?

- [tammymcdaniell@jbfsale.com](mailto:tammymcdaniell@jbfsale.com)
- [www.facebook.com/JBFRockford](http://www.facebook.com/JBFRockford)
- [@lww.instagram.com/jbf\\_rockford/](https://www.instagram.com/jbf_rockford/)
- Call or Text 815-909-6925

WATCH TAGGING VIDEOS AND GET SUPPORT AT:

