

YOUR GUIDE TO

Selling

JUST BETWEEN FRIENDS

with JBF NW San Antonio, TX

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



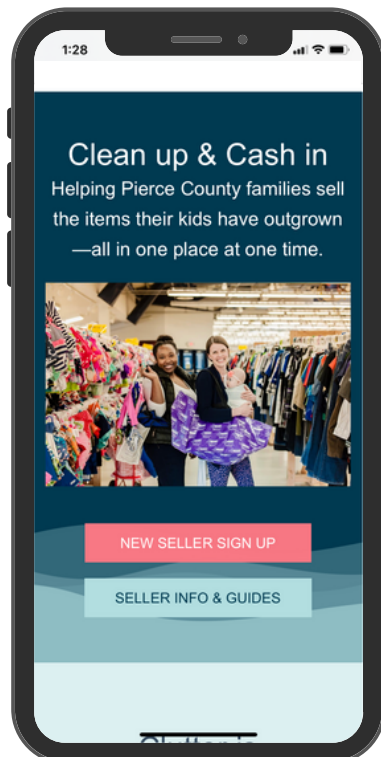
Prep



Drop Off

First Things First: **REGISTER**

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



Seller Pay

Rates:

JBF Sellers at the NW San Antonio sale earn 60% on sold items.

Fees: Each sale, there is a \$10 fee per Seller. The fee will automatically deducted from your check.

Method: Sellers receive an eCheck via email within 15 days after each sale. eChecks are printed at home and deposited like a regular check.

Questions? Please email laurengolphin@jbfsale.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
- 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

...check the garage



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. 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

Questions? Please email laurengolphin@jbf.sale.com

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	
Value Bundles: Old Navy, Jumping Bean, Garanimals (Bundling Encouraged)	\$3-5	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
Standard: Cat and Jack, Carter's, Gap, H&M, ZARA, Under Armor, Nike	\$6-12	60-80% off retail	Price a little lower for: <ul style="list-style-type: none"> • infant clothing • light weight clothing • single items 
High Value & Boutique: Kyte, Posh Peanut, Little Sleepies, Kickee, The North Face, Patagonia,	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

When I started selling my daughter's items at JBF, my Grandma said, "Always add 50 cents to your price." And she was right. When I sold 100 items I made \$50 just from that extra \$.50. Take my Grandma's advice and see for yourself!

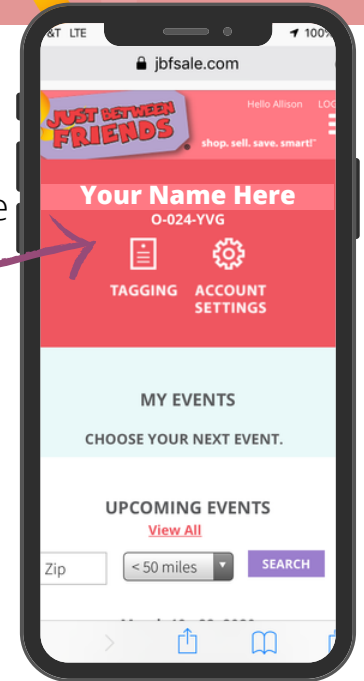
STEP #3 Price



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. nwsanantonio.jbfsale.com
2. [login](#)
3. [click on TAGGING](#)



Creating Tags

Include brand, colors, number of pieces

You choose the price

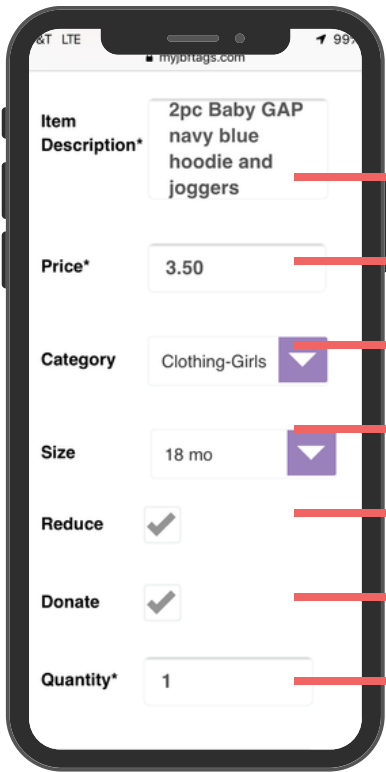
Choose the category that fits best (leave blank if you can't decide)

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



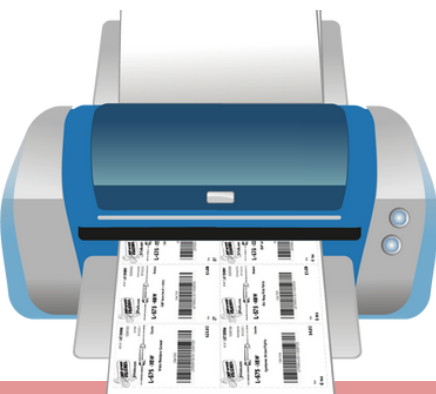
TIP! Talk-to-Text

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.



STEP #4 Prep

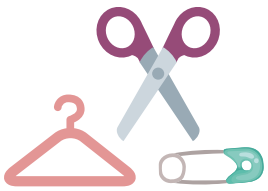


Preparing Your Items & Attaching Tags

Now that your JBF tags are printed, cut them apart and sort them by gender, type, and size to make this step go smoother. There is a 300 item limit.

Gather these supplies:

- white card stock
- safety pins or tagging gun
- plastic 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 & 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



STEP #4 Prep



CLOTHING

Watch all JBF prep videos [HERE](#)

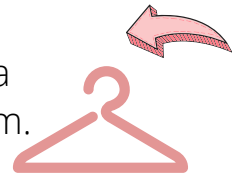
The best way to learn is to take a few minutes to watch our videos.

We promise it will make everything easier!



Hanger Direction

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



ALL clothing must be on hangers. We require **plastic** hangers. Attach JBF tag with safety pin or tagging gun.



Hanging pants or shorts to hanger

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 dept. stores



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

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

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. Display neatly so shopper 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 – get creative.

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

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.



Use a pant hanger to bundle multiple onesies, pjs or pants together.

STEP #5

Drop Off

JUST BETWEEN FRIENDS



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
Links will be emailed after you register

DROP OFF: Feb. 26 - 27
Kendall County Fairgrounds
1307 River Rd. Boerne, TX 78006



1

Plan for 60-minutes to drop off your items. Longer if you have over 250+ items. Pull through the circle drive area at OC, unload, then *immediately* park your car in the west parking lot. Return to the awning area to get your items and **check-in!**

2

After check in, your first stop will be yellow tag inspection. Leave your gear with us then head to clothing Inspection. Leave your clothing items with inspectors, then place all of your non-clothing items where they belong on the sales floor. Signs will direct you.

3

We will text after your yellow tag items and clothing is inspected, so have your cell phone handy. You will hang your clothing in size/gender on the racks.

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

Items are distributed to help local families through our Charity Partner, Sharing Tree. You'll receive a donation receipt for tax purposes.

Dates: Wed, Feb 28 - Sat Mar 2nd

Presale | Wed, Feb 28

8am: Team

10am: Consignors

2pm: Prime Time Shop

No kids before 4pm during the presales unless strapped in a stroller or carrier.

Public Shopping

Thur Feb 29 | 9am-8pm

Fri Mar 1 | 9am-9pm

Free admission!

50% Off Presale | Fri Mar 1

4pm: Team

5pm: Consignor

6pm: Public - \$10 Ticket

Public 50% Off Shopping

Sat Mar 1 | 9am- 2pm

Free admission!

Seller Pick Up | Sat Mar 1

7pm-8pm

items left after 8pm will be automatically donated