

# 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**



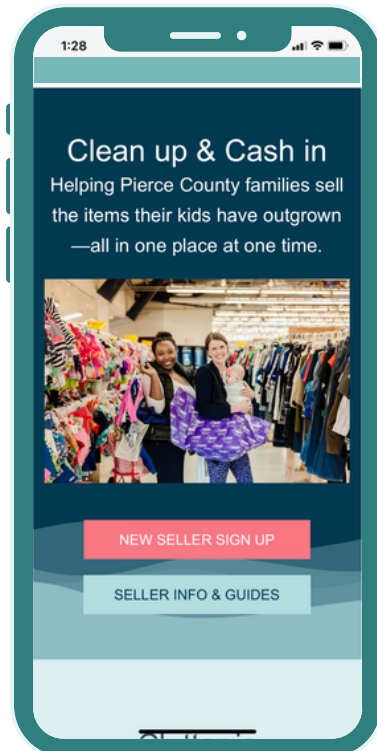
**Prep**



**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 \$15 fee per Seller. The fee can either be prepaid or 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](mailto: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





# Clothing Accepted

**Item Limits:** Please bring your best 250 hanging clothing tags which includes up to 10 girls junior and up to 10 maternity sizes. Max 3 plush toys, Max 1 Bedding/Blankets, Max 5 Mommy Mart. **(1 item = 1 tag. This means you can bundle items together! Onesies, for example)**

Short & Long-sleeved onesies, shirts, dresses



Leggings long pants jeans



Fleece pajamas, winter sleepers, lightweight pajamas



Shoes: snow boots rain boots Crocs



Fall & winter jackets winter accessories



Maternity(10 items): current, name brand



Juniors(10 items): current, name brand



Fan gear, dress-up, and holiday attire



**NO THANK YOU ITEMS**

**X Used**

Underwear

**X** Club, camp, church shirts

**X** swimsuits

**X** swim shoes





# Non-Clothing

**Safety First:** All items must meet safety standards. Please check for recalls and be sure all safety straps are included.

Plates, cups, utensils



## NO THANK YOU ITEMS

There are some items we know we cannot sell, no matter what the season due to safety concerns.

NEW nipples, pacifiers  
Used bottles with nipples removed



Carriers/wraps, bath time, potty time, safety and nursing related items



- X formula
- X food
- X medicine

Toys for ALL ages!



(Max. 3)

- X USED nipples
- X USED pacifiers

- X basic stuffed animals

Cribs, toddler-twin sized beds, bedrails, co-sleepers, bassinets



- X drop-side cribs
- X crib bumpers
- X baby wedges
- X full+ size beds

Books, games, puzzles, electronics



- X adult books
- X cookbooks
- X self-help books

DVDs: Rated G, PG, PG-13 only



- X R-rated DVDs
- X adult content DVDs
- X VHS tapes
- X CDs







# Large Items

These items are a "YES!" at any of our sales (and they usually sell well)!

**Safety First:** All items must meet safety standards. Please check for recalls and be sure all safety straps are included.





# Bring 5

## GET \$25 IN JBF BUCKS

JBF PICK 5: Receive \$25 at drop-off  
Bring 5 or more of the items listed below to qualify!



 Activity Table	 Bumbo	 Crib
 Pack-n-play	 High Chair	 Swing
 Bedside Sleeper or Bassinet	 Mamaroo	 Kitchen
 Toddler Slide	 Baby Play Mat with Hanging Accessories	
 Cozy Coupe	 Stroller *Umbrella Strollers Excluded	
 Picnic Table	 Wagon *Ride-In Only	
 Play House	 Jumparoo	
 Water Table	 Outdoor Play Center	

All Items must meet JBF quality and safety standards and be priced according to JBF Guidelines  
PICK 5 is applicable to regular Consignors only (Valet Excluded)  
Pick 5 is only available at the NW San Antonio Sales Events

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](http://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](mailto:laurengolphin@jbf.sale.com)



# ITEMS WE DO NOT ACCEPT

Due to safety concerns/risks, the following items are not accepted at any JBF Sales.



## Homemade Masks

Due to safety risks and concerns, only factory-sealed masks or face coverings can be sold at JBF sales.



## Incline Sleepers

Due to risk posed to infants, incline sleepers can no longer be accepted at Just Between Friends sales. A notice was provided by the CPSC on November 11, 2018 in which these sleepers were deemed unsafe after repeated incidents of infant suffocation.



## Cribs made before June 28, 2011

All Cribs made before June 28, 2011 are no longer considered safe for infants—that includes all dropside cribs as they pose significant risks to infants. They cannot be sold or donated.

For cribs manufactured on or after June 28, 2011, a completed Crib Waiver is Required.



## Crib Bumpers

All types of Crib Bumpers are no longer considered safe for cribs. These will not be accepted or sold at Just Between Friends Sales.



# 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 <b>\$10</b> Bundling Encouraged!	<b>\$1-2</b> <b>Value Bundles:</b> Cat and Jack, Jumping Bean, Garanimals	Toys Books Baby Gear Furniture Electronics Strollers + Joggers Sporting Goods	 Price a little higher for: <ul style="list-style-type: none"> <li>• new with tags</li> <li>• hot selling</li> <li>• like-new</li> <li>• large toys</li> </ul>
less than <b>\$20</b>	<b>\$3-5</b> <b>Standard:</b> Old Navy, Carter's, Gap, H&M, ZARA, Under Armor, Nike	<b>60-80% off retail</b>	Price a little lower for: <ul style="list-style-type: none"> <li>• infant clothing</li> <li>• light weight clothing</li> <li>• single items</li> </ul> 
<b>High Value &amp; Boutique:</b> Kyte, Posh Peanut, Little Sleepies, Kickee, The North Face, Patagonia,	<b>65-75% off retail</b>	<b>Want to SELL Even MORE?</b> 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

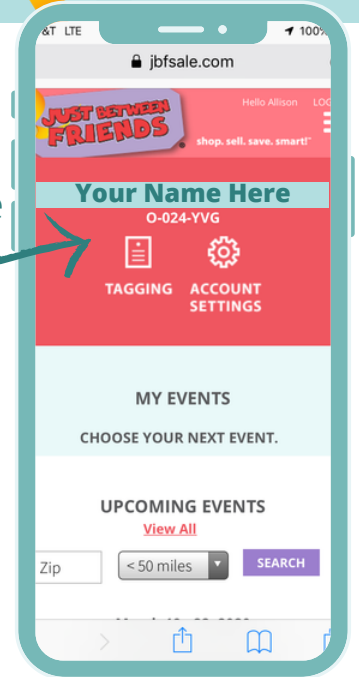
# Price



## 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](http://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

A smartphone screen displays the 'myjbrtags.com' tag creation form. The form includes the following fields: 'Item Description\*' with the text '2pc Baby GAP navy blue hoodie and joggers'; 'Price\*' with the value '3.50'; 'Category' with a dropdown menu showing 'Clothing-Girls'; 'Size' with a dropdown menu showing '18 mo'; 'Reduce' with a checked checkbox; 'Donate' with a checked checkbox; and 'Quantity\*' with the value '1'. Green lines connect the text descriptions to the corresponding form fields.

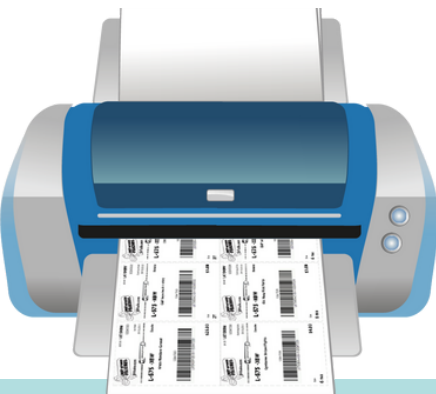
## TIP! Talk-to-Text

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? Please email [laurengolphin@jbfsale.com](mailto:laurengolphin@jbfsale.com)

# STEP #4 Prep

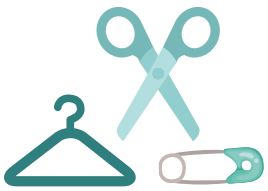


## Preparing Your Items & Attaching Tags

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 card stock
- safety pins or tagging gun
- hangers(plastic or wire)
- 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](#)

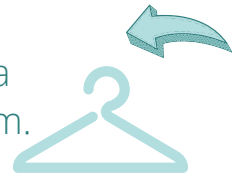
The best way to learn is to take a few minutes to watch our videos.

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. 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\*\*

## \* \*We Will provide clips to hang them at the sale\*

- Safety pin or band your bundled sets of socks, bows, infant items, etc together.
- Safety pin the tag.
- Hang them on provided hooks, so the shopper can see well.



## 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 to attach pants/skirts to hangers.



**BE SURE THE CLOTHES ARE PINNED TO THE HANGER, SO THAT HOLES ARE NOT BEING FORMED.**

## 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 gender & size**, so that Drop Off is easy and fast.

**Sellers MUST reserve a drop off time.**

Links will be emailed after you complete part 1 of registration

**DROP OFF: Oct. 13-15**  
**Kendall County Fair Association**  
**1307 River Rd. Boerne, TX 78006**



**1**

Plan for 60-minutes to drop off your items. Longer if you have over 250+ items. Come to the building on the far left to **check in** and have your clothes inspected.

**2**

After check in, your first stop will be clothing inspection. While your clothing is being inspected, you may drop off your shoes and all other non-clothing items in their respective zones in the middle building.

**3**

Grab your inspected clothes, and you will hang your clothing in size/gender on the racks.

*That's It! You're Done!*

# During the Sale

JUST BETWEEN  
FRIENDS<sup>®</sup>



## 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 marked "Donate" and  
proceeds from Bargains &  
Blessings are distributed to  
help local families through  
our Charity Partner,  
Communities in School SA.



# NW San Antonio

Fall 2024 - Fall/Winter Sale

## Seller Schedule

**SUN  
OCT 13**

*Express Drop-Off*  
**4-7pm**  
By Appointment **ONLY**

**MON  
OCT 14**

*Express Drop-Off*  
**9-11am  
5-7pm**  
By Appointment **ONLY**

*DIY Drop-Off*  
**12-7pm**  
By Appointment **ONLY**

*\*Must be out of the building by 8p*

**TUE  
OCT 15**

*DIY Drop-Off*  
**9am-1pm**  
By Appointment **ONLY**

*\*Must be out of the building by 2p*

*Super\* Drop-Off*  
**No appointment needed on Monday or Tuesday**

*\*There will be a 10 item spot inspection.\**

*Team Presale*  
**6-8pm**  
Team(25+ hours)

**6:30-8pm**  
Team (8-24 hours)

Registers close at 8:15

**WED  
OCT 16**

*Presale*  
**10am-9pm**  
**Social Ambassadors**

*\*Details: must share 6 social media posts leading up to the event*

**11am-9pm**  
**Reduce & Donate\***

*\*All items in tagging account must be set to reduce and donate.*

**12pm-9pm**  
All Remaining Consignors

*\*Registers close at 9:15*

*Questions?*  
Email: [laurengolpin@jbfsale.com](mailto:laurengolpin@jbfsale.com)

Facebook: @jbfsa  
Instagram: @jbf\_san\_antonio

*Mid-Sale Drop-Off*  
**Wed-Sat**

Shoes & Non-Clothing Items **ONLY**

(You display these items.)

**FRI  
OCT 18**

*Half Price Presale*  
**4-9pm**  
Team Members

**5-9pm**  
Consignors

Many items will be 50% off.

*\*Registers close at 9:15*

**SAT  
OCT 19**

*Bargains & Blessings*  
**1:30-2:30**  
**\$25 tickets**

Fill an Ikea bag with items marked "Donate". Additional bags will be available for purchase. This event will only be open to Sellers and Sort Crew.

*Sort Shift*  
**2:30-7:30pm**  
**We NEED your help!**

*\*Extra \$45 added to your consignor check!\**

*Seller Pick Up*  
**7:30-8:30pm**

No appointment is needed. All items will be donated at 8:31pm.

**SUN  
OCT 20**

*Breakdown Shift*  
**10am-3pm**  
**We NEED your help!**

*\*Extra \$55 added to your consignor check!\**

We also need help on 10/13 for set-up.

*Public Shopping*  
Thur., 10/17:  
**9am-8pm**

Fri., 10/18:  
**9am-3pm & 4pm-9pm**

Sat., 10/19:  
**9am-1pm**

Sellers are welcome to shop any of the public times.