

# YOUR GUIDE TO *Selling* with Milwaukee

**JUST BETWEEN  
FRIENDS**

## 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**



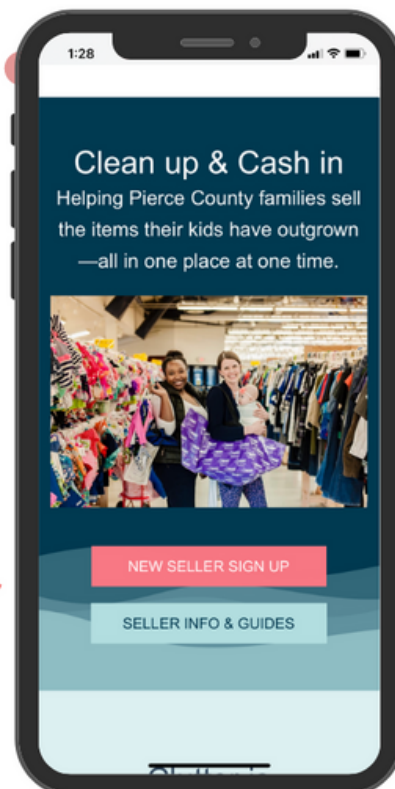
**Prep**



**Drop Off**

## First Things First: REGISTER

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



# 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

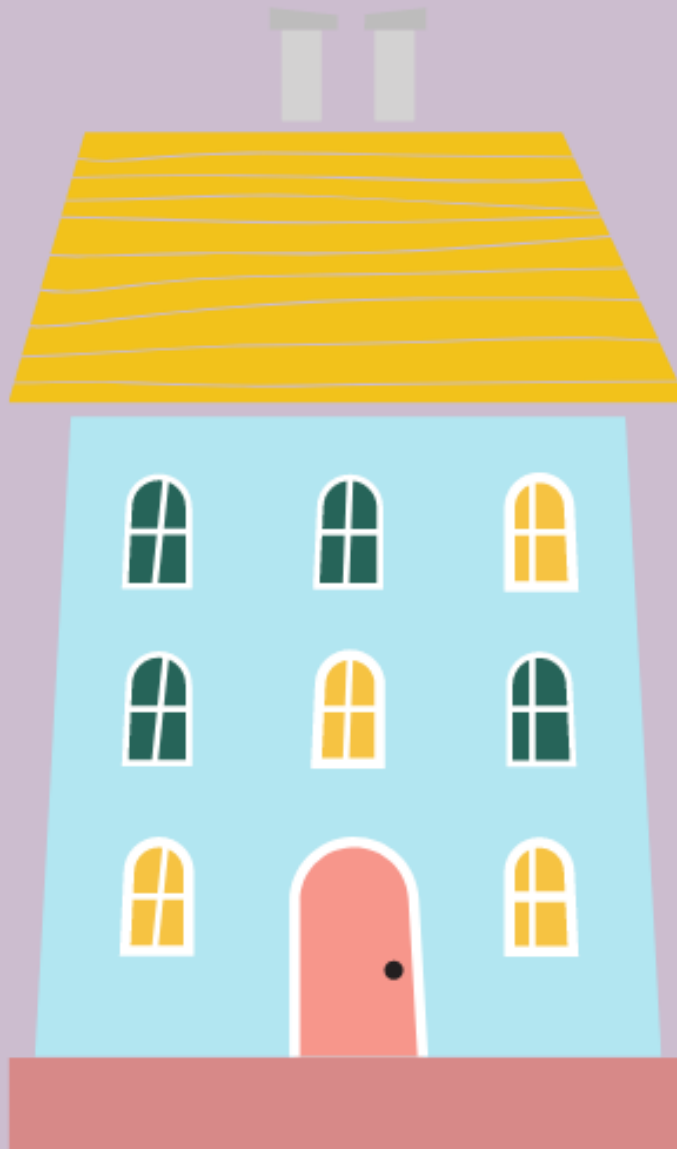
- sheets + towels
- diapers + new supplies
- step stools
- pillows + blankets

### Playrooms

- puzzles + games
- dress up + costumes
- crafts + supplies
- 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
- rockers
- play kitchen sets
- tool bench play sets

### Furniture

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

### Feeding supplies

- new pacifiers
- 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 (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 **jbfsale.com** for you to check each of your items before you sell.



**Safety Waivers 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?"

Retail Price	JBF Clothing Price	Pricing Non-Clothing Items	
less than <b>\$10</b>	<b>\$1-2</b> <b>Value Brands:</b> Cherokee, Circo, Faded Glory, 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>\$3-6</b> <b>Standard Brands:</b> Carter's, Old Navy, Children's Place, Nike	<b>60-80% off retail</b>	Price a little lower for: <ul style="list-style-type: none"> <li>• infant clothing</li> <li>• play clothes</li> <li>• good condition</li> <li>• maternity</li> </ul>
more than <b>\$20</b>	<b>65-75% off retail</b> <b>Boutique Brands:</b> Crewcuts, Mud Pie, Matilda Jane	<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!

# IMPROVING YOUR

# Sales



## 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>	<b>\$1-3</b> <b>Value Brands:</b> Cherokee, Circo, Faded Glory, 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>
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## Learning From What You Sold

### What Sold First?

- Check that sold report, sort by date, look for Friday's presale - those were hot or well-priced!

### What Sold at 1/2 Off Presale?

- After that first wave of buyers went through, what were some of your first 1/2 off items that sold - they were a good deal and someone really wanted them!

### What didn't sell?

- Was it full price?
- Was it over-priced for the buyers?

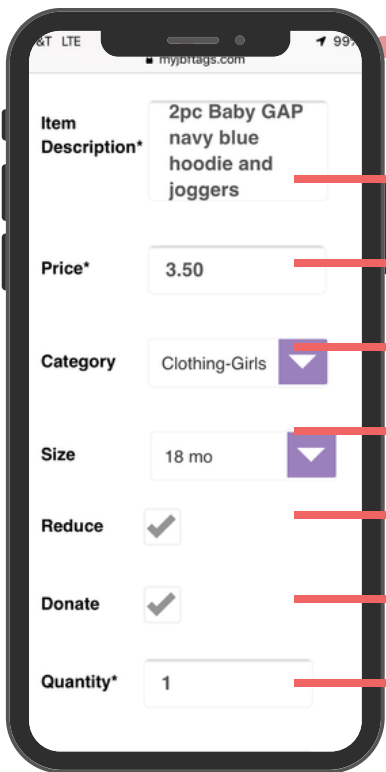
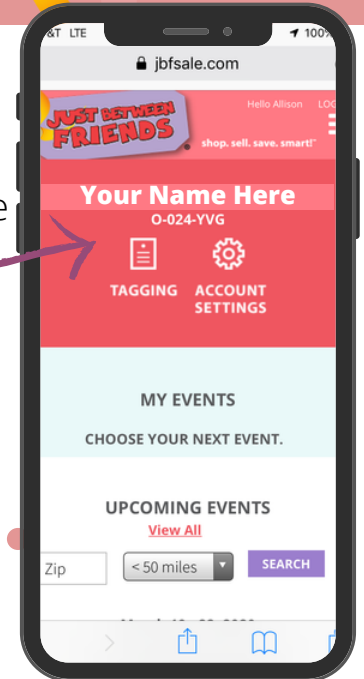
# STEP #3 Price



## 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. [www.milwaukeecounty.jbfsale.com](http://www.milwaukeecounty.jbfsale.com)
2. login
3. click on TAGGING



## Creating Tags

Include brand, colors, number of pieces included

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

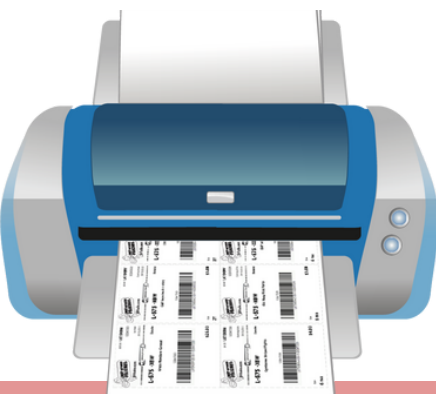
## TIP! Talk-to-Text

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.

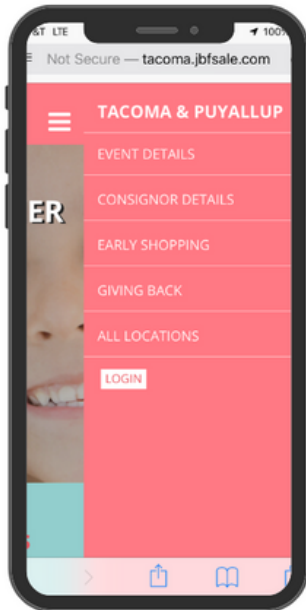




MILWAUKEE

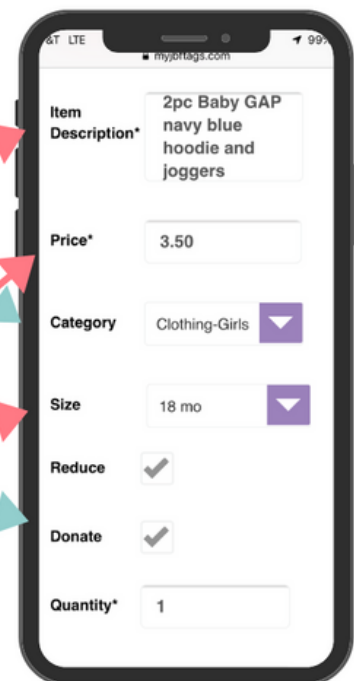
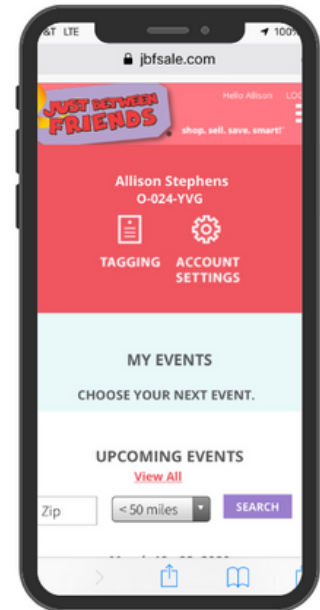
# Creating Tags

Using our Online Tagging System to Enter and Print Tags



## Getting Started:

1. Login at [www.XXX.jbfsale.com](http://www.XXX.jbfsale.com)
2. Be sure that you're registered for our upcoming event in your JBF Profile
3. Click on the Tagging icon



## Full Price Indicator:

In some cases, Consignors do not want an item to be reduced during the JBF sale. In that case, **UN-CHECK** the "Reduce" box. This will cause the "Full Price" STAR to print on your tag. Tags without this indicator will ring up at reduced prices on reduced price days of the sale.



Got questions? Join our Facebook Group for Quick Q&A <https://www.facebook.com/groups/821163181401366>

# 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:

- Plastic hangers
- clear self-sealing bags (zip-loc)
- ribbon/string
- zip-ties
- clear tape & painter's tape
- clear (saran) wrap
- scissors
- safety pins or tagging gun
- hole-punch

**REMINDER: NO Wire Hangers. We allow plastic hangers which does include the ones you can get at say Old Navy.**

## TOYS & GEAR

### Two Essentials:

- Tag is attached securely (won't fall off) &
- All pieces secured together (won't separate; tape bags closed)





# STEP #4 Prep



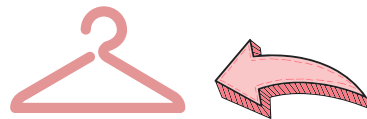
## CLOTHING

### Hanging & Tagging Clothing

Put all clothing on plastic hangers. Socks, infant mittens & hats, as well as accessories will be hung at the sale. Attach JBF tag with safety pin or tagging gun.

### Hanger Direction

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



### Creating Outfits

It's okay to bundle items into sets. Secure pieces to plastic hanger using safety pins and then zip-tie hangers tightly together so outfit remains together as a set.



### Tagging Gun

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



# STEP #4 *Prep*



## Accessories

Use clear bags to bundle sets of socks, hair accessories, infant mittens and hats. Display neatly so shopper can see well. Place JBF tag inside and tape bag closed.



## Hats

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



## Hanging Multiple Items on a Plastic Hanger

Multiple items—that are all the same size—can be hung on a single plastic hanger. Use a safety pin or tagging gun fastener (through a sturdy waistline) to attach pants/skirts to hangers.



on Average ...

# consignors who choose to

**Not** Reduce, sell

40%

of their items

Reduce only, sell

60%

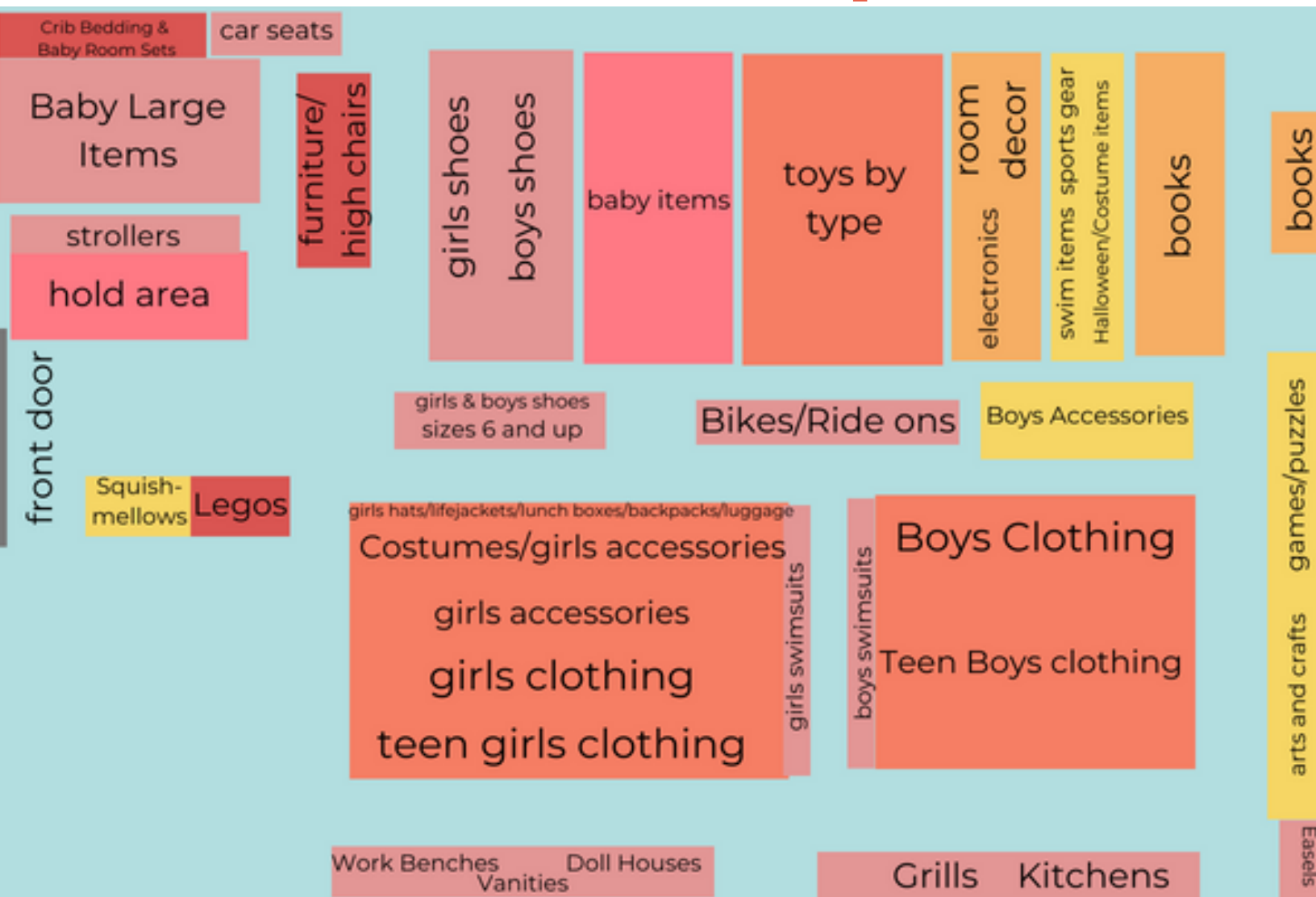
of their items

Reduce + Donate, sell

80%

of their items

# Floor Map



Sometimes we have to move things around based on volume of items we receive.

**Squishmallows & stuffed animals that move and talk are the ONLY stuffed animal we will allow!!!!**



# ITEM LIMITS

## SOCKS

Includes up to



# 20

Pairs

## BOOKS

NO COOKING BOOKS



# NO LIMIT

## SHOES



# NO LIMIT

## HATS

NO WINTER HATS



# 10



# ITEM LIMITS

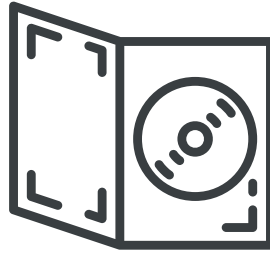
## ART & CRAFTS

This does not include FULL kits



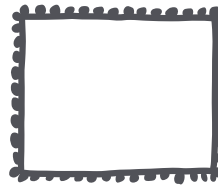
**20**

## DVDS



**NO**

## MOMMY MART



**NO**

## MATERNITY CLOTHING

**NO**

### ITEM LIMIT:

**NO total tag limit per Consignor  
(Except for above limits)**

**We do recommend bringing what shoppers. Think what would my kiddo wear in the Spring and Summer.**



# ITEMS WE DO NOT ACCEPT

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



## Masks



## 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. You are welcome to sell the rest of the crib set.

# Consignor Guidance



## WHAT TO SELL

### ITEMS BY CATEGORY



# Milwaukee County

MELINDAHERBERT@JBFSALE.COM |  
FACEBOOK.COM/JBFMILWAUKEE





# WHAT TO SELL CLOTHING

# ALL SEASONS

Short and long-sleeved items: onesies, shirts, dresses



Leggings  
jeans  
shorts, skirts



All pajamas  
sleepers  
sleep sacks



Shoes,  
rain boots  
Crocs, sandals



Winter Gear  
sweatshirts,  
sweaters accessories



Swimsuits  
lifejackets



**All Helmets must be less than 5 years year old.**

## NO THANK YOU ITEMS

There are some items we know we cannot sell right now.

To those items, we say "no thank you" for NOW.

- X Spring sale NO winter hats.
- X Fall sale NO sun hats.

\_\_\_\_\_

\_\_\_\_\_

- X Fall sale NO Flip Flops.

\_\_\_\_\_





# WHAT TO SELL OTHER ITEMS

# ALL YEAR

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

Plates, cups, utensils



NEW nipples, pacifiers  
bottles with nipples  
removed



**NO**  
stuffed animals  
unless they do  
something.



Soft infant toys WITH  
sound/rattle



Cribs, toddler-twin  
beds, bedrails,



bassinets .Mattresses.

ALL baby equipment  
must be

less than 10 years old.

Sticker should be attached  
on the item with the year.

BOOKS: Soft, board  
picture, chapter  
educational, tween



## NO THANK YOU ITEMS

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

- X formula
- X food
- X medicine

- X USED nipples
- X USED pacifiers
- X USED underwear

- X basic stuffed animals
- X basic soft baby toys

- X drop-side cribs
- X crib bumpers
- X baby wedges

- X cookbooks
- X adult self-help books

- X DVDs
- X VHS tapes





# WHAT TO SELL LARGE ITEMS

# ALL YEAR

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.



# 100% OF YOUR FIRST \$100

3 of the 4 items MUST sell to qualify!



## Shoppers Want to Buy YOUR Large Items!

Bring any 4 of these listed large items and you can earn 100% of your first \$100 sold. To be eligible, at drop off show the employee your four items. Fill out our "100% of \$100" form. Your 4 items must be clean and compliant with our Safety & Recall standards.



**STROLLER**  
**CARSEAT**  
**CRIB**  
**PACK-N-PLAY**  
**BASSINET**  
**BEDSIDE SLEEPER**  
**HIGH CHAIR**

**EXERSAUCCER**  
**BABY SWING**  
**SIT IN JUMPAROO**  
**MAMAROO**  
**FULL SIZE PLAY KITCHEN**  
**FULL SIZE OUTDOOR PLAY HOUSE**

Items that do not qualify: umbrella stroller, booster car seats & bases, booster high chairs, clip on high chairs, portable high chair, doorway jumpers/swings, push walkers.



**We're  
Hiring**



*Join Our Team!*  
*Milwaukee County*

**[CLICK HERE](#)**

**Please consider helping anywhere from 4 hours to 40 hours.**

# Important Consignor Dates



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

Are distributed to help local families through our Charity Partner, A Place of Refuge Ministries. We have donation receipt for tax purposes just ask for one.



## DROP OFF

**Wednesday, April 10th  
5PM-9PM**

Doors CLOSE at 10PM! At this time all consignors will need to be out of the building.



## Consignor Presale

**Thursday, April 11th**

Help Inspect Clothing

**10:30am-9pm (limited spots)**

Consignors donating ALL unsold items **11:30am-9pm**

Consignors & 1 guest:

**12pm-9pm**

**2nd Drop Off**

**Friday, April 11th**

**9AM-11AM & 6PM-8PM**

**Half Price Presale**

**Saturday, April 13th**

**6pm-9pm**

*Bring as many guests as you would like. Kids are welcome.*



## Seller Pick Up

**Monday, April 15th**

**5PM-7PM**

Doors CLOSE at 7:15PM! At this time all consignors will need to be out of the building.



**You are welcome to also shop during all open to the public shopping days. As a Consignor NO ticket is required.**



# Open to Public Shopping

JUST BETWEEN FRIENDS



Make time to  
**SHOP**

MAKE SURE YOU GET THE BEST DEALS FOR YOUR FAMILY!



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## Unsold Items Donated to Charity

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## Open to the Public Shopping:

**Friday, April 12th**

**9AM-8PM**

\$3 admission or FREE with on-line ticket

**Saturday, April 13th**

**9AM-4PM**

\$3 admission or FREE with on-line ticket

**Half Price Presale  
6PM-9PM (with ticket)**

**Sunday, April 14th**

**9AM-5PM**

\$3 admission or FREE with on-line ticket

**75% off sale  
4pm-5pm**

# 75% OF DONATES/HALF PRICE TAGS

**SUNDAY, APRIL 14TH  
4PM-5PM**

**SHOP THE 75% OFF DONATE SALE.  
ALL TAGS THAT ARE MARKED TO GO HALF  
OFF AND BE DONATED WILL BE 75% OFF.**

If you wish to pick up your unsold items after you shop the 75% off sale you are welcome to do so. This is NOT mandatory! Let us know at the register as you are checking out if you wish to grab your items.

**Please bring your photo ID along with you!!**

**We encourage everyone to take advantage of these great deals and getting your items early. If you plan to grab your items during this time no need to sign up for a pick up time.**



# Schedule your Drop Off & Pick Up Time and Sign your Consignor Waiver.

\$15.00 Seller Fee will be taken out of your check before we email them out!

[CLICK HERE](#)



**MELINDA  
AND  
MELISSA**

**CONTACT US WITH  
QUESTIONS:**

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melissamonsoor@jbfsale.com