

YOUR GUIDE TO *Selling* with JBF 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



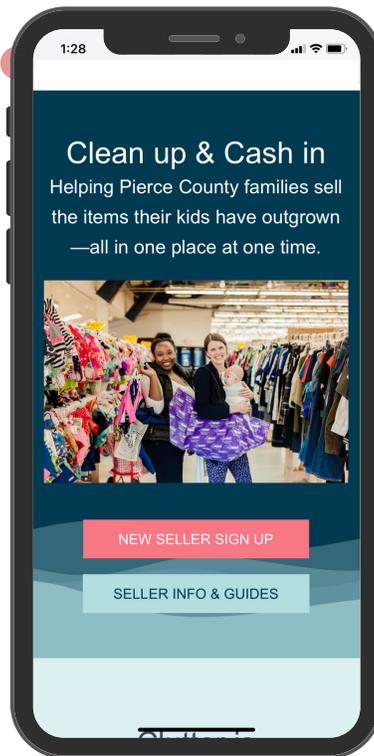
Prep



Drop Off

First Things First: REGISTER

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



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

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
- maternity wear

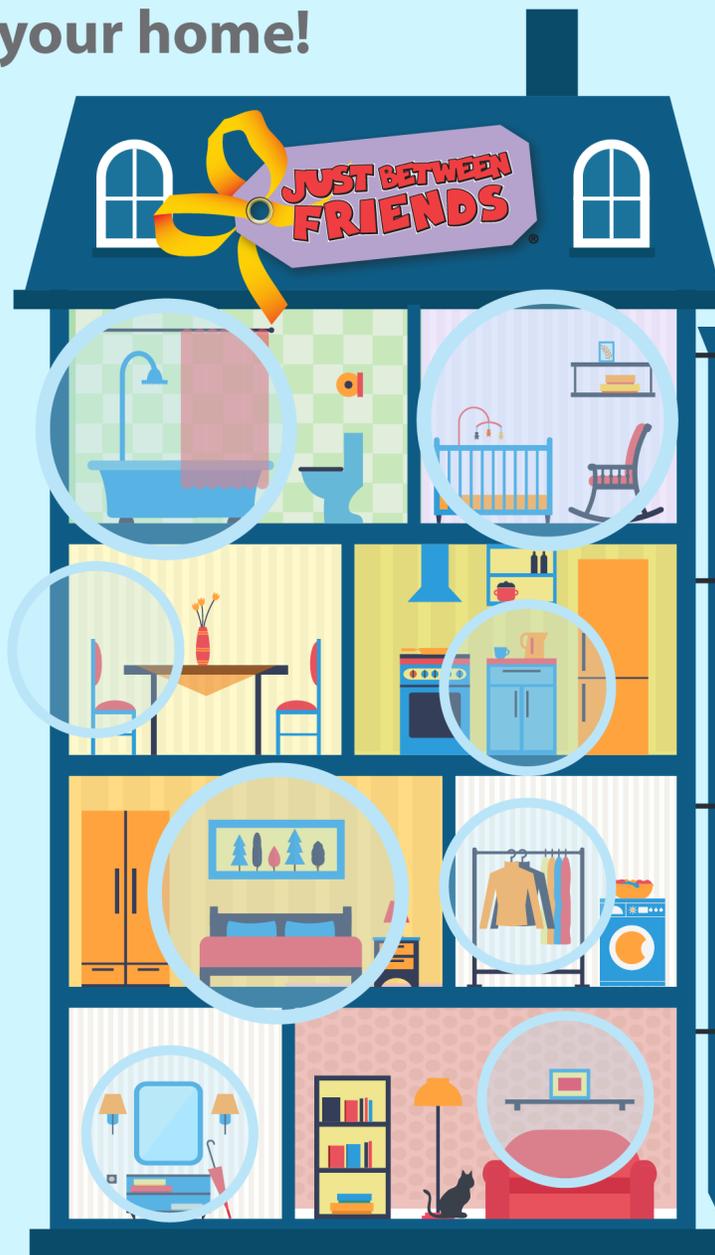
Playrooms

- puzzles + games
- family DVDs
- 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
- 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 \$10	\$1-2 Value Brands: 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"> • new with tags • hot selling • like-new • large toys
less than \$20	\$3-6 Standard Brands: Carter's, Old Navy, Children's Place, Nike	60-80% off retail	Price a little lower for: <ul style="list-style-type: none"> • infant clothing • play clothes • good condition • maternity
more than \$20	65-75% off retail Boutique Brands: Crewcuts, Mud Pie, Matilda Jane	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!

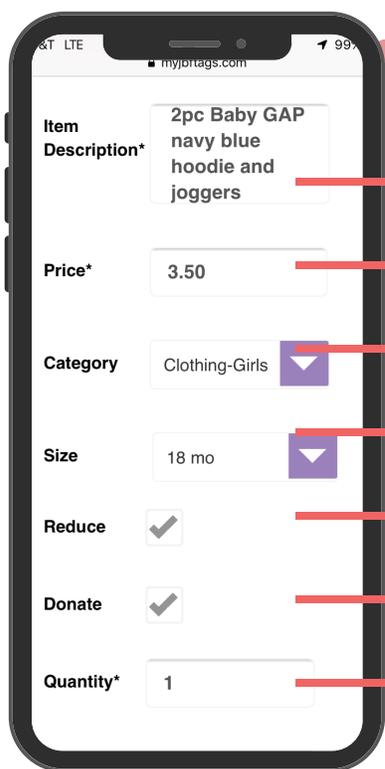
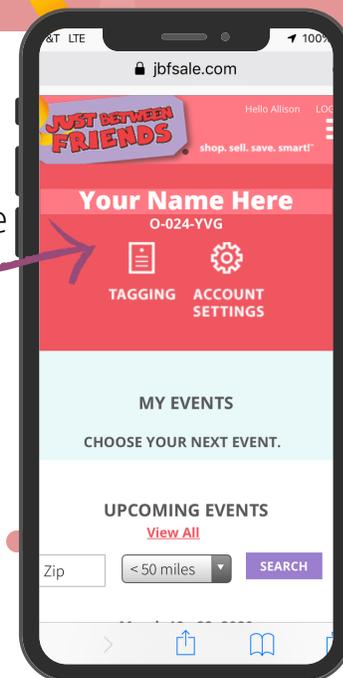
STEP #3 Price



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
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

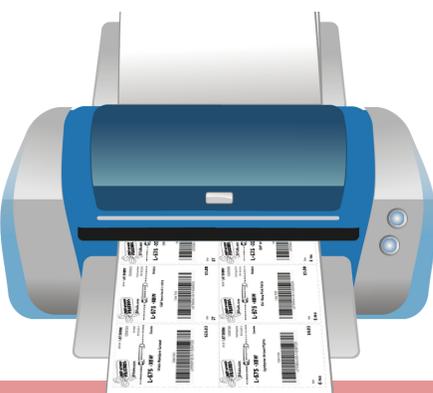
TIP! Talk-to-Text

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.



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:

- 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

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



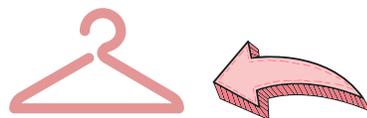
CLOTHING

Hanging & Tagging Clothing

Put all clothing on a hanger. Socks, infant mittens & hats, as well as accessories in clear self-sealing bags. 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 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 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.

STEP #5

Drop Off

JUST BETWEEN FRIENDS



You did it!

Now that your items are tagged, you'll want to pack items **organized by type and size** so that your Drop Off process is easy and fast. Click here to sign up for a drop off time. www.signupgenius.com

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Seller Drop Off for JBF Milwaukee

THURSDAY | SEPT. 23 | 11AM-7PM

WISCONSIN CENTER ~ 850 NORTH

6TH STREET

1

Plan for 60-minutes to drop off your items. Longer if you have 250 items to drop off. Drive to...Park...Enter...and **Check In!**

2

Your first stop will be Clothing Inspection. Leave your clothing items here while you place all of your non-clothing items where they belong on the sales floor. Then, return to Clothing Inspection to pick up your items. You'll hang all clothing in gender/size areas on the racks.

3

Shoes will need to be inspected. Please wait while the employees are looking them over. They will place them out but you will take your unaccepted ones back with you .

4

For your Large Items, place them where the signs are.

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

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.



Presale Shopping

Friday | Sept. 24

40hr. employees | 9AM-8PM

30hr. employees | 11AM-8PM

20hr. employees | 12PM-8PM

15hr. employees | 1PM-8PM

SELLERS & 1 GUEST |

2PM-8PM



Public Shopping

Saturday | 9/25 | 8AM-6PM

Sunday | 9/26 | 8AM-6PM

\$3.00 admission 9/25



Half Price Presale

Sunday | 9/26 | 5PM-7PM

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



Public Half Price Day

Monday | 9/27 | 10AM-8PM

Tuesday | 9/28 | 10AM-6PM

Free admission!



75% Donates Sale (Employee & Sellers ONLY)

Tuesday | 9/28 | 4PM-6PM

After you shop stay and grab your unsold items



Seller Pick Up

If items are not donated

Wednesday | 9/29 | 3PM-7PM



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.



ITEM LIMITS

MATERNITY CLOTHING



10

BOOKS



30

SHOES



30

Pairs

HATS

In Season..no sun hats



10



ITEM LIMITS

SOCKS

Includes up to



20

Pairs

ART & CRAFTS

This does not include FULL kits



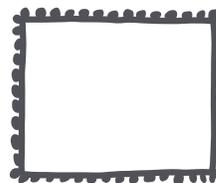
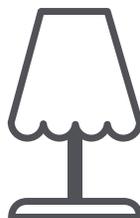
20

ACCESSORIES

20

Items

MOMMY MART



NO

Consignor Guidance



WHAT TO SELL

ITEMS BY CATEGORY



Milwaukee County

MELINDAHERBERT@JBFSALE.COM |
FACEBOOK.COM/JBFMILWAUKEE



WHAT TO SELL CLOTHING

ALL SEASON

Item Limits: Please bring your best 250 items. This is per consignor. (1 item = 1 tag.)

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



Leggings long pants, jeans shorts, skirts



All pajamas sleepers sleep sacks



Shoes, boots rain boots Crocs, sandals



Jackets, coats sweatshirts, sweaters accessories



Swimsuits lifejackets



ALL holiday outfits costumes dress up..



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 Spring sale NO winter jackets.

- X Spring sale NO winter boots.

- X 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



Character or
animated stuffed
animals



Soft infant toys WITH
sound/rattle



Cribs, toddler-twin beds
bed rails, co-sleepers
bassinets



BOOKS: Soft, board
picture, chapter
educational, tween



DVDs: Rated
G, PG, PG-13 only



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 basic stuffed animals
- X basic soft baby toys

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

- X cookbooks
- X adult self-help books

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





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.



NEW THIS SALE **75% OF DONATES**

TUESDAY, SEPTEMBER

28TH 4PM-6PM

**SHOP THE 75% OFF
DONATE SALE. AFTER
YOU SHOP GRAB YOUR
UNSOLD ITEMS.**

After you shop you'll go around and grab your unsold/undonated items.

Place them by the back garage door. While the team member goes through and double checks the items, you'll go get your car and drive up to the loading dock.

Come on in get your items, load your car and YOUR DONE!!!

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 shop and grab your items during this time no need to sign up for a pick up time.

IMPORTANT LINKS:

Schedule your
Drop Off: www.signupgenius.com
AND
Pick Up: www.signupgenius.com
time



**MELINDA
AND
MELISSA**

**CONTACT US WITH
QUESTIONS:**

melindaherbert@jbfsale.com