

YOUR GUIDE TO Selling with JBF Traverse City

**JUST BETWEEN
FRIENDS**

Winter 2023

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



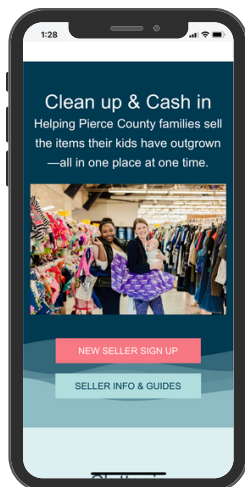
Drop Off

First Things First: REGISTER

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

[Click here](#) to create or log in to your JBF account.

jbfsale.com/myjbfprofile



Seller appointments
open November 1

NEXT STEP:

Seller Waiver & Appointments

Complete your seller waiver and schedule your appointments for the sale! This will be for your drop off time, pick up time (if you don't want to donate items), & get your seller presale tickets to shop! Our favorite part!

jbftraversecity.ticketspice.com/jbftcsellerticketsw23

Questions? Join our Facebook Group for quick Q&A.
facebook.com/groups/jbftraversecityconsignors

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
- 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. Both are accepted at the all season sale.

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

*Found on the JBFTC website or Facebook Consignor group files

STEP #3 Price



Pricing Guide



We recommend pricing at 1/3 of retail!

Use **shopper-focused pricing** - Ask yourself, "What price would make me buy this item without hesitation...and brag about my bargain to my friends?"

Examples	Bargain Brands	Mall Brands	Boutique Brands
PJs	\$2-3	\$3-4	\$5+
T-shirts	\$1-2	\$2-3	\$4+
Jeans	\$2-3.50	\$3-5.50	\$6+
Dresses	\$2.50-4.50	\$3.50-6	\$6-8+
Sneakers	\$3-6	\$4-7	\$8+

Bargain brands = Cat & Jack, Garanimals, Cherokee, etc (retail \$4-10)
Mall 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/juniors sizes

↓ Price **LOWER** for:
baby sizes under 12 mo, maternity



Pricing TIPS:

- ✓ Create sets or bundles. Put outfits together if they were purchased 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!
- ✓ Price non-clothing items (toys, books, games) at 1/3 of retail price!

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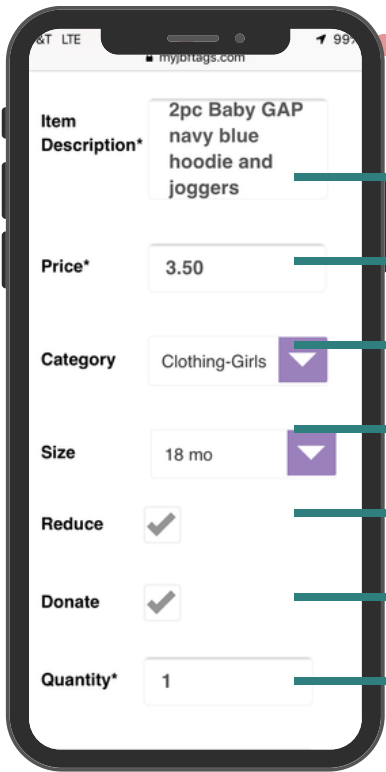
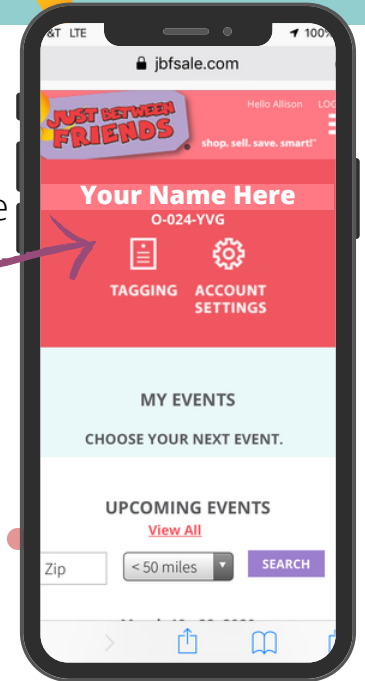
STEP #3 Price



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.traversecity.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

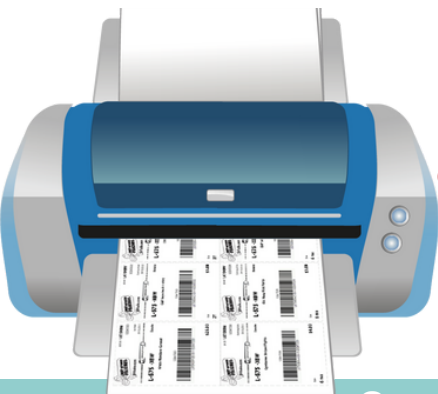
If you are entering tags on your mobile device, use talk-to-text to go even faster.



Print Your Tags

Print tags on 8.5"x11" white cardstock, at least 65lb. Tags print 9 per page.

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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)



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STEP #4 Prep



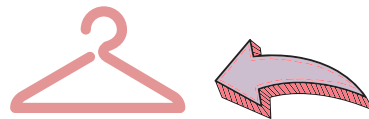
CLOTHING

Hanging & Tagging Clothing

Put most clothing on a hanger. Bundle onesies, 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 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



Bundling in Bags

Multiple onesies—that are all the same size—can be folded neatly and placed in a bag. Use a tagging gun fastener or a safety pin to connect all onesies together. Attach tag directly to the set (not to the bag). Do not tape bag closed, so shopper can inspect items closely.



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.

Seller Drop Off for JBF Traverse City

WEDNESDAY | 12/6 | 10AM-8PM
GRAND TRAVERSE MALL

1

Drop will be by appointment to spread people out. Plan for 60-minutes to drop off your items. Drive to the venue...Park...Enter...and **Check In**. A drop off appointment email will come out soon.

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/category areas on the racks.

3

All items that a child sits in, is carried in, or sleeps in will be inspected at our Safety & Recalls Station.

4

For your Large Items, yellow ticket will be attached to the items which makes it easier for shoppers to purchase your items during the sale. Security tags are available to use as well.

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 Seller 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 seller check will grow. Be sure all the families in your life know about the resource of JBF this week!



Unsold Items Donated

Foster families are invited to shop items marked donate for free at the end of the sale. Unsold items when the sale is done, will be donated to Women's Resource Center.



Presale Shopping

Friday | December 8
Team Member 8+ | 10am-8pm
Team Member 4 | 11am-8pm
Seller | 12pm-8pm
Prime Time | 1pm-8pm (\$15)
Prime Time | 2pm-8pm (\$10)
First time Parent | 3pm-8pm
Hometown Heros | 4pm-8pm
Educators | 5pm-8pm
tickets required
Visit traversecity.jbfsale.com



Public Shopping

Saturday | Dec 9 | 10am-8pm
\$3 tickets at the door Friday
Free tickets through at traversecity.jbfsale.com



Half Price Presale

Sunday | December 10
Helper & Seller | 11am-6pm
tickets required for 11am entry



Public Half Price Day

Sunday | Dec 10 | 12pm-6pm
Free admission!



Seller Pick Up

If items are not donated.
By appointment only.
Monday | Dec 11 | 5:30-8:30pm

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