

YOUR GUIDE TO

Selling

JUST BETWEEN FRIENDS

with JBF North Kansas City

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



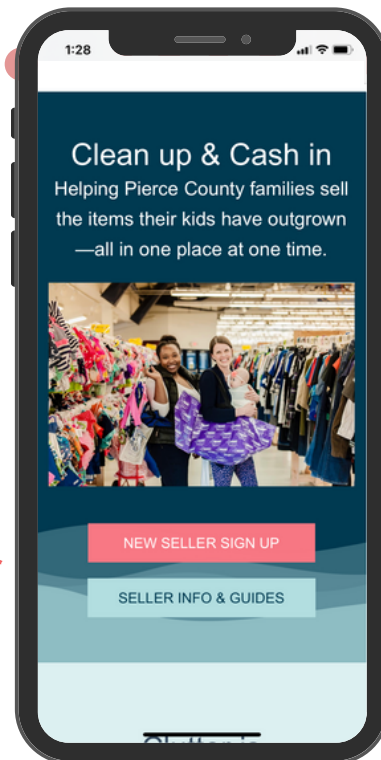
Prep



Drop Off

First Things First: REGISTER

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



Questions? Please email lindseyclark@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 lindseyclark@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?"

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
more than \$20	65-75% off retail Boutique Brands: Crewcuts, Mud Pie, Posh Peanut	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!

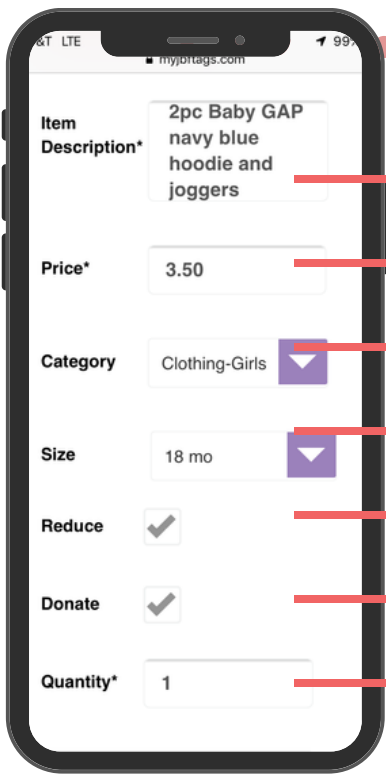
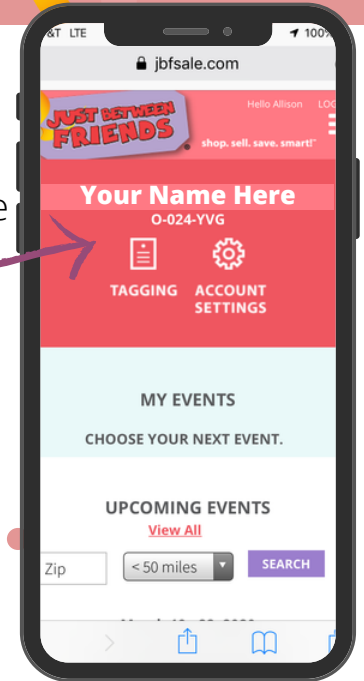
STEP #3 Price



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. <https://jbfsale.com/myjbfprofile/cpLogin.jsp>
2. login
3. click on TAGGING



Creating Tags

Include brand, description, 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

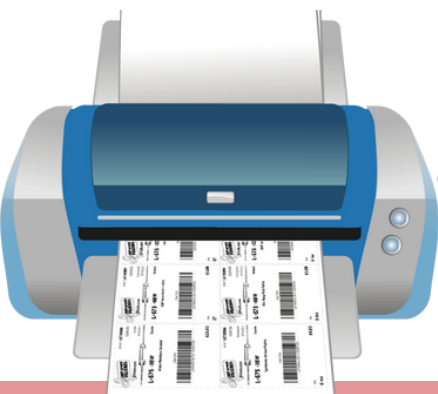
TIP! Talk-to-Text

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.



Questions? Please email lindseyclark@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.

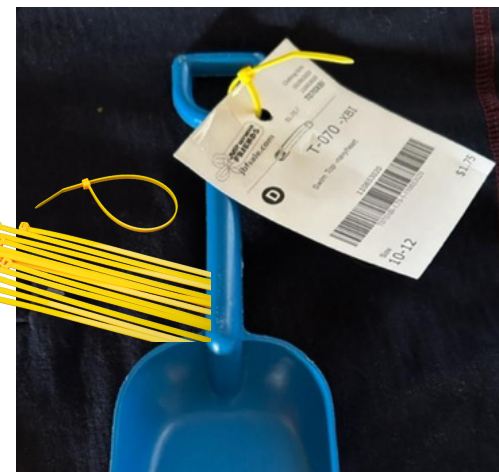
Gather these supplies:

- computer or mobile phone
- printer (or send to office store)
- white card stock only please
- safety pins or tagging gun
- hangers (child and adult)
- clear ziploc bags
- clear packing tape
- hole punch
- zip-ties
- scissors or paper cutter



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](#)

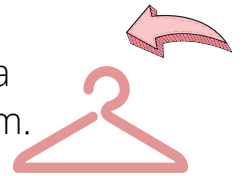
The best way to learn is to take a few minutes to watch our videos.

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](#)

Place the tag gun through a raised lip at the INSIDE EDGE of fabric, along the neck area. Don't go all the way through the back of the fabric or you will make a hole in the clothing. Do NOT place tag in armpit area.

Before punching the gun, check to make sure the needle is weaved through the thick seam area and no part of the needle is showing through the back of the shirt.

STEP #4 Prep



Hang the following items ON hangers:

- All Blankets
- Swaddle Wraps
- Changing Table Covers
- Mattress Protectors
- All Sheets
- Towels



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

For sets, make sure the items are THE SAME SIZE and all pieces are secured together and to the hanger.

Safety Pin through all the pieces and around the hanger to give support and prevent a tear.

STEP #5

Drop Off

JUST BETWEEN FRIENDS®



You did it!

Now that your items are tagged, you'll want to pack items **organize by type and size**, so that Drop Off is easy and fast.

Consignors can select which day on registration form:

**DROP OFF: Sunday 4/14 5-9pm AND
Monday 4/15 9am-12pm**

1

Check in.. Plan for 60-minutes to drop off your items. Longer if you have 300+ items to drop off.

Please refer to waiver agreement if you have 300+ items.

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. **Please note there is a limit on junior clothing items listed below.**

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, we will attach a yellow ticket to the items which makes it easier for shoppers to purchase your items during the sale.

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.

Sale Schedule

4/14 Sunday 5-8pm Consignor Drop Off

4/15 Monday 9-12pm Consignor Drop Off cont.

- **Community/Area Hero Presale 3-8pm**
- **Staff & consignors presale entry (3pm)**
- First time parent entry (4pm)
- Area hero presale: teachers & foster parents military & first responders (5pm)

4/16 Tuesday Primetime Presale 9am-12pm

- Last entrance is at 12pm
- Doors open to public 1pm-8pm

4/17 Wednesday Public Shopping 9-6pm

4/18 Thursday Public Shopping 9-4pm

- (closed 4pm-5pm)
- 50% off presale 5-8pm

4/19 Friday Public 50% off shopping 9-5pm

- *Evening sort shift 5-8pm*

4/20 Saturday *Morning sort shift 9-1pm*

- **Consignor pick up 1-5pm**

Online tickets/presale passes are required for all shopping days. Please refer to ticket site for more information.

Questions? Please email lindseyclark@jbfsale.com

Items not accepted

JUST BETWEEN FRIENDS

THESE ITEMS ARE NOT ACCEPTED ANY TIME

NOT MATERNITY BRANDS

Must be a true maternity brand, no Lularoe etc.

USED CRAFTS

Craft kits should remain unfinished

USED COLORING BOOKS

No coloring/activity books that have any pages used or colored

BEDDING LARGER THAN FULL

Only crib sheets, twin and full size blankets, bedspreads, comforters

SINGLE ONESIES

Onesies must have multiples or be made into an outfit

MISMATCHED SIZES

Outfits must be same size to pair together

Item Limits



Hanging Clothing etc.

Please keep in mind these limits are a work in progress and may change before our FALL/WINTER sale.

Thank you for your cooperation

300 ITEMS

Limit of 300 Items. Each tag equals 1 item.

Anything over 300 tags must work a sort shift and contact us at
Lindseyclark@jbfsale.com

20 JUNIOR GIRL ITEMS

1 tag equals 1 item for a total of 20 JR Girl Clothing items.
Sizes 0-13, XS-XL Teen Brands Only

20 JUNIOR BOY ITEMS

1 tag equals 1 item for a total of 20 JR Boy Clothing Items.
Sizes S-XL, Teen Brands Only

NEW ITEMS

1 tag equals 1 item. Only 3 items that are brand new, exact same size, color, shape etc. will be allowed on the sales floor.

This applies to all items including but not limited to clothing, toys, books, etc.

We appreciate gently used items and even new with tags that your child/ren may not have worn, just no more than 3 of the exact same item without prior approval.

Questions? Please email lindseyclark@jbfsale.com