



YOUR GUIDE TO *Selling* with JBF North Kansas City

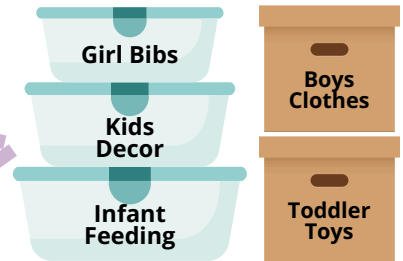
How does it work? >>>



STEP 1: REGISTER & PRE-PAY CONSIGNOR FEE (\$10 EARLY BIRD)



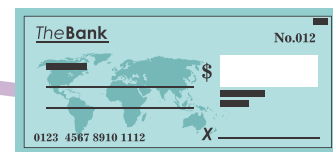
STEP 2: GATHER + PREP WITH THIS GUIDE



STEP 3: DROP OFF DURING APPT

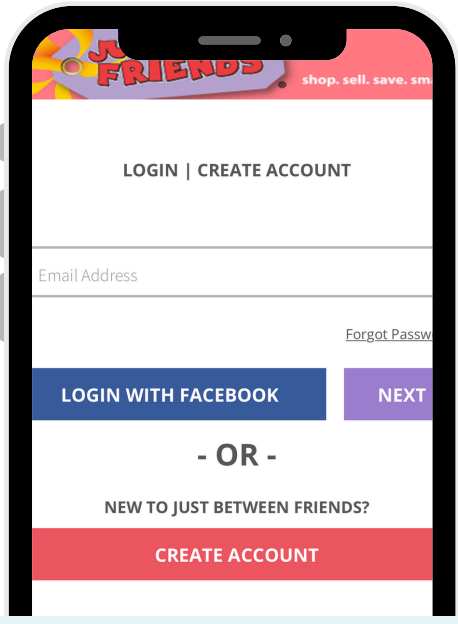


STEP 4: VIEW YOUR SALES LIVE!



STEP 5: GET PAID UP TO 70% OF YOUR SALES

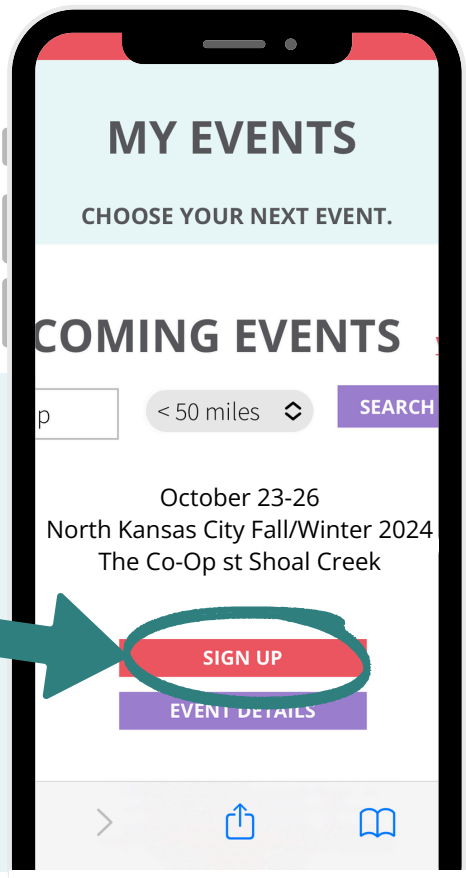
*Inspection & Battery fees will be deducted from consignor check



Become a Seller: Login or Create JBF Profile

jbfsale.com

 **WATCH NOW**



Add Sale to Events: Click **SIGN UP** to add our Fall Sale This allows us to add your tags to our system

The Co-op at Shoal Creek | October 23-26

Complete Registration:

CLICK HERE

**Early Bird Rate
ends on 10/7**



Pay Consignor Fee
(\$10 Early Bird)



Schedule Drop Off & Pickup



View Terms & Policies



Pick Presale Tickets



Why Inspecting Matters

It is our mission to provide quality and safe items for our shoppers. Every consignor is responsible for inspecting each item before Drop Off to ensure they follow our quality and safety standards below:



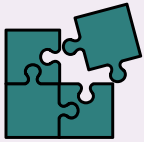
Clean

Are items in great condition? Free of stains, rips, odors, pet hair.



Compliant

Have items been checked w/ safety & recall guides.



Complete

Are all pieces included? All in working order with working batteries.



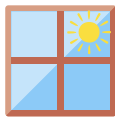
JBF Price
60-80%
off retail

Current

Are items in current season & priced correctly? 60-90% off retail prices.

Pro Tips for Inspecting:

- Check items in a well lit area, next to windows works best



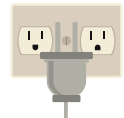
- Test out all items requiring batteries & replace as needed



- Or use a ring light or bright light while checking clothes



- Plug in all items with a cord to verify they are working



"No Thank You" Items:



Grace will be given for the first 5 pulled items; After 5, you'll be charged **\$.25** per pulled item

Just Between Friends is dedicated to keeping families safe. That's why we want you to have up-to-date information on safety and recalls for items you're still using and for items you want to sell at JBF. As a Seller, **it is your responsibility to check all of your items for recalls**. If an item is recalled, it cannot be sold at JBF. If you've installed the recall repair, it is safe to use and sell at JBF. **For the most up to date recall information, [CLICK HERE](#)**



Top Safety Alerts

View FULL Safety Guide

[CLICK HERE](#)



Visit our website for full safety guide: <https://nkc.jbfsale.com/how-to-sell>

Safety Matters



CAR SEATS: WAIVER REQUIRED

All Car Seats must be checked for recalls before selling at JBF. www.cpsc.gov/Recalls A completed **Car Seat Waiver** is required for all car seats and booster seats.

Print Waivers



CRIBS: WAIVER REQUIRED

All Cribs made before **June 28, 2011** are no longer considered safe for infants. For cribs manufactured on or after the date above, a completed **Crib Waiver** is Required.

[CLICK HERE](#)

INFANT SLEEP PRODUCTS

JBF accepts cribs, bassinets, cradles, bedside sleepers, and play yards that meet current Safety Standards set by the Consumer Product Safety Commission and JBF quality/condition standards.

For all other items marketed or intended to provide a sleeping accommodation for an infant up to 5 months of age, the product must have a stand, meet stability requirements, and have a side height of at least 7.5 inches. **All other infant sleep products are not accepted for resale at JBF.**

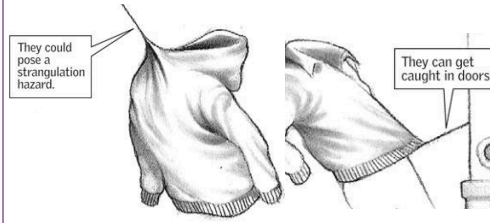


HIGH CHAIRS



High chairs must have all original straps and buckles

DRAWSTRING SAFETY



Upper Outerwear WAIST Drawstrings should be 3-inches or shorter and sewn to garment at mid-point so string cannot be pulled to one side.
Upper Outerwear NECK Drawstrings should be removed completely.

What Can I Sell?

Check all over your home!

Bedrooms

- bedding + decor
- gliders + rockers
- sound machines
 - monitors
- swaddles + sleep sacks
 - clothing basics
- kid's hair accessories

Closets

- clothing + shoes
- diapers + new supplies
 - cloth diapering
 - step stools
 - pillows + blankets
- backpacks + accessories

Playrooms

- puzzles + games
- dress up + costumes
 - crafts + supplies
- books + instruments
 - gaming systems
 - safety items

Bathrooms

- diaper disposal systems
 - bath toys + supplies
 - newborn tubs
 - hooded towels

View Full List

CLICK HERE



Large toys

- exersaucers + bouncers
- doll houses + easels
- play kitchen sets
- tool bench play sets
- toy storage

Furniture

- toddler beds + cribs
- dressers + bassinets
- swings + bouncers
- changing tables

Kitchen

- new pacifier + teether
- dishes + lunch boxes
- sippy cups + bottles
- high chairs + boosters
- bibs + burp cloths
- bottle warmer
- baby food makers
- bottle sterilizer + racks
- nursing accessories
- used closed-system pump

Outdoor toys

- bikes + trikes
- scooters + skates
- ride-on toys + cozy coupes
- playhouses + slides

Garage

- strollers + car seats
- booster seats
- helmets + safety pads
- pool floaties + toys
- kid's sports equipment
- kid's luggage
- pack & play + wagons

FALL & WINTER 2024 ITEM LIMITS

<p>MATERNITY CLOTHING</p> 	<p>20 TAGS</p>	<p>BEDDING & BLANKETS</p> 	<p>CRIB TO FULL SIZES ONLY</p>
<p>JUNIOR GIRL CLOTHING</p>  <p>Sizes 0-13, XS-XL Teen Brands Only</p>	<p>20 TAGS</p>	<p>JUNIOR BOY CLOTHING</p>  <p>Sizes XS-XL Teen Brands Only</p>	<p>20 TAGS</p>



"No Thank You" Items



Only Bring your **BEST** Items!

There are items we know we cannot sell, no matter what the season, due to safety concerns & quality standards. If an item is only accepted at our Spring Sale they will have a label beside it.

Items we Cannot Accept:

Clothing & Accessories

- **20 Tag Limit for Maternity Clothing**
- Adult: Clothing, Accessories or Jewelry
- Single Onesies Sold Separately
- School Spirit, Local Club, Camp, Church Shirts
- Stains, Rips, Holes, Excessive Wear/Pilling, Odor, Pet Hair
- Seasonal Clothing: Warm Weather Clothing (Save for Spring Sale)
- Spring/Summer Accessories (Save for Spring Sale)
- USED Underwear

Feeding

- Formula or Baby Food, Adult Cups
- Used Open-System Pumps, Used Pump Tubing, Opened Postpartum consumables
- Pumps Provided through Insurance
- Discolored: Nipples, Teethers, Bottles
- Used Pacifiers
- Chewed Straws or Sippy Cup Spouts

Bath & Diapering

- Opened Baby Toiletries, Medicine
- Stained Cloth Diaper Inserts
- Adult Towels, Oteroo Neck Floats
- Recalled Bath Chairs, Baby Shark Bath Toy
- Dirty Diaper Pails or Potty Training Seats

Shoes

- **Adult Shoes**
- High Heels over 2-3" or Men's Dress Shoes
- Sandals and Water Shoes (Save for Spring)
- Dirty Shoes: Scuffs, Tears, Excessive Wear, Odors, Chipped or Missing Paint/Design

Baby Sleep

- Sleep/Head Positioner, Inclined Sleeper
- Boppy Lounger, Crib Wedges or Bumpers
- Weighted Sleep Sacks
- Infant Sleep Products not Compliant with Safe Sleep Act - See Safety Guide



"No Thank You" Items

Bedding

- Queen, King Bedding & Blankets
- All Crib Bumpers including mesh

Toys, Games, Puzzles

- Items with Missing Pieces, Dirty Broken
- Handmade or Fast Food Toys
- Mature & Adult Games

Nursery & Kid's Decor

- Breakable Items: Glass or Ceramics
- Adult Decor
- Glass Frames Larger than 8x10

Mommy Mart

- **No Mommy Mart Items at this time:**
- Glass or Ceramics, Used Consumables
- Medical Devices
- Purses, Jewelry, Designer Items

Baby & Kid Travel

- Adult Backpacks or Purses, Luggage
- Car Seats or Cribs without [Waivers](#)
- Dirty or Worn Items

Party & Holiday

- Adult Party Decor
- Balloons not in original packaging
- Spring & Summer party decor (Save for Spring Sale)

Movies, Music, Electronics

- VHS Tapes, R Rated or Adult DVD's
- CD's, Computer Accessories

Sports & Outdoors

- Adult: Sports, Outdoor, Workout Equipment
- Dirty, Broken Items
- Worn, Rusted, Extreme Sun Faded Items

Books & Educational

- Adult Books, Self-Help Books, Adult Cookbooks
- Ripped, Torn, Damaged Books or Workbooks
- College Materials

Large Items & Equipment

- Recalled Items
- Drop Side Cribs, Inclined Sleepers
- Ripped Mesh on Pack n Plays
- Expired or Damaged Car Seats
- High Chairs without Original Straps
- Portable Bassinets, Dock-A-Tots

Arts & Crafts

- Adult Craft Supplies, Office Supplies
- Used or Incomplete Craft Kits
- Filled out Activity Books, Used Markers Etc.



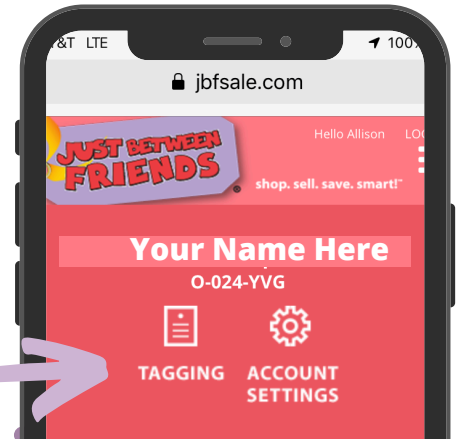
How to Create Tags

Where to Create Your Tags

Tagging Page is available 24/7!



1. jbfsale.com
2. Login
3. Click on TAGGING



What to Include on Your Tags

MUST Include: Brand Logo, Color, Print, Number & Type of Item

Set price at 1/3 of Retail (60-90% off)

Choose best fitting category or leave blank

Indicate size of clothing & shoes

Check to allow item to be 50% off on Half-Price days

Check here to donate item if unsold

Use if you have exact duplicate items

Item Description*	2pc Baby GAP navy blue hoodie and joggers
Price*	3.50
Category	Clothing-Girls
Size	18 mo
Reduce	<input checked="" type="checkbox"/>
Donate	<input checked="" type="checkbox"/>
Quantity*	1

Create Tags on Your Desktop



Create Tags on Your Phone



Print Your Tags

MY JBF TAGS shop. sell. save. smart!™

MY TAGS CREATE TAGS PRINT TAGS REPORTS MY SETTINGS HELP

Print tags in Portrait mode on 8.5"x11" white cardstock

PDF (9 TAGS PER PAGE)

HTML (9 TAGS PER PAGE)



1. Select Tags to Print
2. Go to Print Tags on Menu Bar

3. Use the PDF format
4. Tags print 9 per page



Tagging Supplies

- white cardstock
- hangers
- scissors
- zip-ties
- zip lock bags
- safety pins
- saran wrap
- hole-punch
- clear tape & painter's tape
- tagging gun (optional)



Tagging Gun 101

Using a Tagging Gun is **OPTIONAL**. Attaching tags incorrectly will cause damage & result in your item being pulled as a "No Thank You"



Tagging Gun Demo

Where to Attach Tags

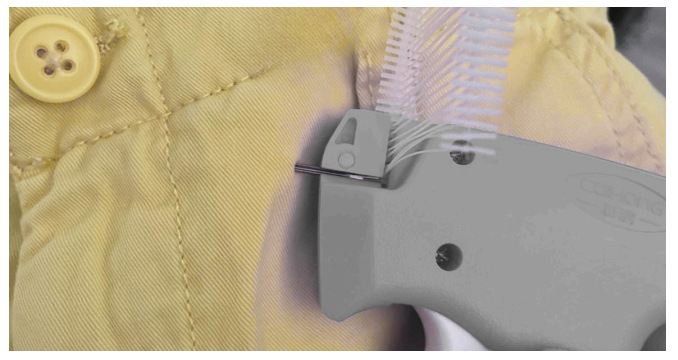


Tag through the Manufacturer's Tag



Tag through Seam Only

What to Avoid



Attaching Tags Directly Through Fabric



Attaching Sets/Bundles w/ Tagging Gun

How to Prep & Price

Clothing

Accepted

Items are
CLEAN
NO STAINS
NO HOLES
NO ODORS
NO EXCESSIVE WEAR OR PET HAIR



No Thank You

Items are
NOT CLEAN,
has **STAINS**,
has **HOLES**,
has **ODORS**,
EXCESSIVE WEAR or **PET HAIR**



Hangers are facing like "?"



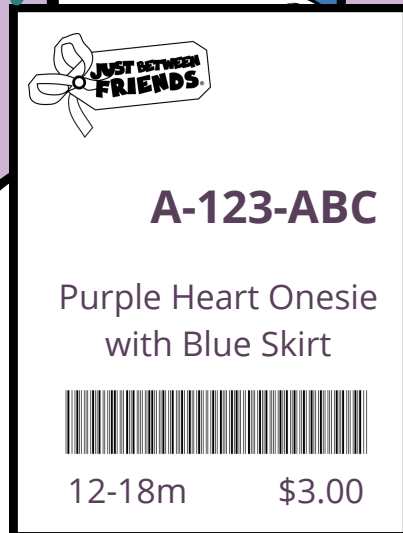
Attaching tags w/ Tagging Gun: (optional)
To item tag or neck seam

Please note: Using tagging gun elsewhere will create holes and items will be rejected

Use safety pins to attach sets on the hangers



Attaching tags w/ Safety Pins:
To upper right side of clothing



Tags have description, size & JBF Price on white cardstock

Clothing

Clothing Sizes: Preemie - Juniors XL

Infants & Children	Preemie	24m	8, 8-10	Costumes	0-24m	Juniors & Maternity	XS, 00-2
	Newborn	2T	9		2T-4T		S, 4-6
	0-3m, 3m, 3-6m	3T	10, 10-12		S, 4-6		M, 8-10
	6m, 6-9m, 6-12m	4T, 4-5	12, 12-14		M, 7-8		L, 12-14
	9m, 9-12m	5T, 5-6	14, 14-16		L, 10-12		XL 16-18
	12m, 12-18m	6, 6x, 6-7	16, 16-18		XL, 14-16		2X, 20-22
	18m, 18-24m	7, 7-8	18, 18-20 +		2X, 16-18 +		3X, 24-26

Clothing goes under smallest size

3m 0-3m
3m
3-6m

6m 6m
6-9m
6-12m

We recommend pricing at 1/3 of retail prices

Retail Price	less than \$10	less than \$20	more than \$20
JBF Price	\$1-3 Value Brands: Cherokee, Circo, Cat & Jack, Garanimals	\$2-6 Standard Brands: Carter's, Old Navy, Children's Place, Nike	60-80% off retail Boutique Brands: Janie & Jack, Mud Pie, Matilda Jane

Tagging Clothes



Tagging Accessories



How to Prep & Price

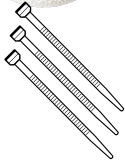
Shoes

Sizes: Newborn - Big Kid Size 7+

Accepted



Attach tags and shoes together with Zip Ties



PRO TIP: Use Magic Erasers to clean the rubber soles



No Thank You



Shoes have excess wear & have tears



Shoes have dirt, stains and dirty soles








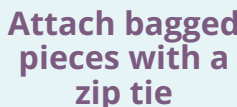
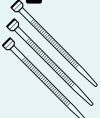
Tagging Demo: Shoes



Retail Price	less than \$10	less than \$20	more than \$20
JBF Price	\$2-4 Value Brands	\$4-6 Standard Brands	60-80% off retail Boutique Brands

Want to SELL Even MORE? Choose to REDUCE, which allows your items to sell at 50% off during discount sale days

Non-Clothing Items

Accepted		No Thank You	
			
			
TIPS & TRICKS	Secure small items in a zip bag	Attach bagged pieces with a zip tie	Attach tags appropriately with tape, zip tie or safety pin
			Toys & Etc. 60-80% off retail

Books, Puzzles, Games

Accepted		No Thank You	
			
			
TIPS & TRICKS	Use Painter's tape to attach tags on books & game boxes	Secure pieces on puzzle with saran wrap or put whole puzzle in zip bag	
		Games & Puzzles 60-80% off retail	Books & DVDs \$1-3

Non-Clothing Items on Hangers

				Bedding Hooded Towels Swaddles Burp Cloths Car Seat Covers	Baby Carriers Baby Wrap/Sling Shopping Cart Covers Backpacks Diaper Bags
					
TIPS & TRICKS	All items on hangers like a "?"	Secure items to hanger with safety pins	Attach tags with safety pins on top right corner or with a tagging gun use the seam or tag		
				JBF Pricing 60-80% off retail	

Baby Essentials

Toys & Games

Books & Puzzles

Bedding & More



Want to SELL Even MORE? Choose to **REDUCE**, which allows your items to sell at 50% off during discount sale days

All Hanging Items

ALL CLOTH/CLOTHING ITEMS MUST BE ON A HANGER
Do not place cloth items (except socks) in zip bag.



Bedding
Blankets
Swaddles
Curtains



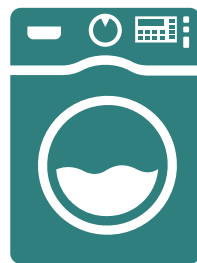
Baby Carriers
Baby Wrap/Sling
Shopping Cart Covers
Backpacks



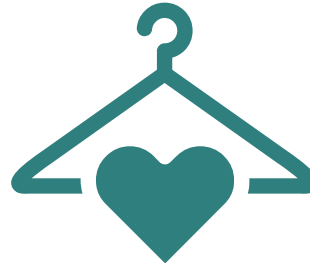
Hooded Towels
Diaper Bags
Carseat Covers
Burp Cloths



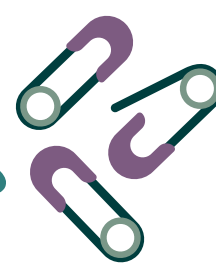
Is it hung up?
Not in BAGS



Is it clean?
Is it safe?



Is the hanger
a question mark?



Is it attached
correctly



JBF Price
60-80%
off retail

Is it priced
correctly?

FALL 2024 ITEM LIMITS

MATERNITY CLOTHING		20 TAGS	BEDDING & BLANKETS		CRIB TO FULL SIZES ONLY
JUNIOR GIRL CLOTHING	 Sizes 0-13, XS-XL Teen Brands Only	20 TAGS	JUNIOR BOY CLOTHING	 Sizes XS-XL Teen Brands Only	20 TAGS

Want to SELL Even MORE? Choose to REDUCE, which allows your items to sell at 50% off during discount sale days

Large Items & Equipment



1. Print JBF tags for large items
2. Wait to attach - Keep them separate
3. Add tag to Yellow Ticket @ Drop Off
4. Attach Yellow Ticket to item!



We recommend pricing at 1/3 of retail! Ask yourself, "What price would make me buy this item and brag about it to a friend?"

Price non-clothing items (Toys, Baby Equipment, Books, Games, etc.)

at **30-50% OFF** retail price

Clothing Pricing Guide

Item	Bargain Brands	Everyday Brands	Boutique Brands
Pajamas	\$2 - \$3	\$3 - \$4	\$5+
T-shirts	\$1 - \$2	\$2 - \$3	\$4+
Jeans / Pants	\$2 - \$3.50	\$3 - \$5.50	\$6+
Dresses / Dress Shirts	\$2.50 - \$4.50	\$3.50 - \$6	\$6 - \$8+
Sneakers	\$3 - \$6	\$5 - \$8	\$8+
Jackets / Coats	\$4 - \$6	\$6 - \$9	\$8+

Bargain brands = Cat & Jack, Garanimals, Cherokee, etc (retail \$4-10)
Everyday brands = Carter's, Children's Place, Department store brands (retail \$6-15)
Boutique brands = Crewcuts, Mudpie, Janie & Jack



Price HIGHER for:

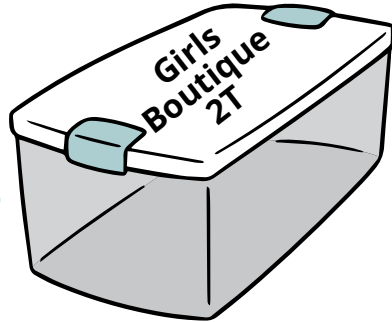
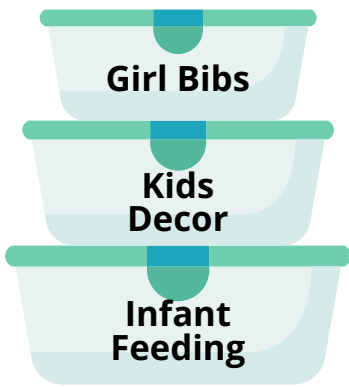
- New with Tags
- Big kids sizes
- Items in Original Packaging



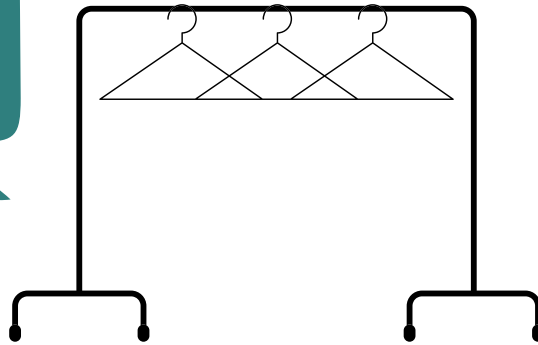
Price LOWER for:

- Infant Items under 12 mo.
- Maternity Clothing
- T-shirts

PRO TIP: Label Totes, Boxes & Bags for a faster Drop Off



Limited rolling racks will be available to use



PRO TIP: Bring a Wagon

Clothing goes under smallest size	
3m	0-3m
	3m
	3-6m
6m	6m
	6-9m
	6-12m



Please note: We are NOT able to store any personal totes or containers at the venue. Any containers left at venue WILL be donated. Boxes, bags, and totes are subject to checking upon exiting the building to keep all items secure.



Consignor Drop Off

Sunday, October 20th | 5-8p (last appt @7:30)

OR

Monday, October 21st | 9am-12pm

**THE CO-OP AT SHOAL CREEK: 6816 N CHURCH RD
#101, PLEASANT VALLEY MO 64068**

1

**Check In:
Show QR & One Tag**



2

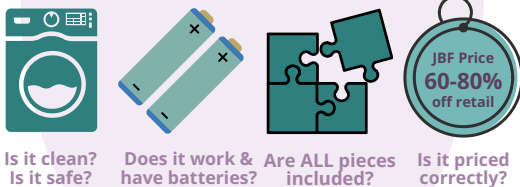
**Clothing:
Place by gender,
size, & category**



**Clothing will be inspected
after drop off**

3

**Non Clothing:
Place items in drop zones**



4

**Center area:
Large Item Tickets,
Recall & Safety Checks**



5

**Check Out:
Pick up sale info**





Consignor & Team Schedule

NORTH KANSAS CITY FALL & WINTER 2024

Drop Off

**Sunday,
October 20**

12pm
Set Up

4pm
Team & Valet Drop Off

5-8pm
Consignor Drop Off
*Last appt 7:30pm

**Monday,
October 21**

9am-12pm
Continued
Consignor Drop Off
*Last appt at 1:30pm

Presale

**Monday,
October 21**

3pm
20 hr Team Member

4pm
12 hr Team Member

5pm
8hr Team Member

6:30pm
4hr Team Member
Doors Close at 8pm

Presale

**Tuesday,
October 22**

9am-6pm
Consignors + Guest

Half-Price Presale*

**Thursday,
October 24**

5pm
Team members +2
Guests

5:30pm
All Consignors + 2
Guests

Doors Close at 7pm

★ *Items without a star
on the tag are an
ADDITIONAL 50% off! ★



@jbfknc



Sort Shop

**Saturday,
October 26**

6-7pm SHARP
75% off Donations
Must have approval

Pickup

**Saturday,
October 26**

7pm-8pm
Consignor Pickup**
**Items not picked up by
8:01 pm will be donated.

Pay Day

Checks will be sent
out by Nov 9th



Lindsey Clark

**JBF NORTH KANSAS CITY
OWNER/EVENT COORDINATOR**



lindseyclark@jbfnsale.com



913.424.4025

How to Check your Sales during Sale Week

1



TAGGING

Login to your tagging profile at myjbftags.com



2 Hover over "Reports" and click "Sold Items"


MY JBF TAGS
shop. sell. save. smart!™ MY TAGS CREATE TAGS PRINT TAGS REPORTS MY SETTINGS

ALL ITEMS
SOLD ITEMS

3

Select the percentage you make at your sale and sale fee (\$0 because you pre-paid your fee).

Select your percentage:	Select your sale fee:
<input type="radio"/> 40%	<input checked="" type="radio"/> \$0.00
<input type="radio"/> 45%	<input type="radio"/> \$10.00
<input type="radio"/> 50%	<input type="radio"/> \$11.00
<input type="radio"/> 55%	<input type="radio"/> \$12.00
<input checked="" type="radio"/> 60%	<input type="radio"/> \$12.50
<input type="radio"/> 65%	<input type="radio"/> \$13.00
<input type="radio"/> 70%	<input type="radio"/> \$14.00
	<input type="radio"/> \$15.00

Run Report 

4

Lastly, click "Run Report" to see what you've made!

Consignor Pick Up

Saturday, October 26th | 7-8pm

THE CO-OP AT SHOAL CREEK: 6816 N CHURCH RD #101, PLEASANT VALLEY MO 64068

1

Check In:
Find a Team member, have consignor # ready



2

Clothing:
Pick up all clothing by your consignor number



3

Non Clothing:
Pickup all items sorted by your consignor number



4

Check Missing Tags, "No Thank You" & Pulled Recall/Safety items
DOUBLE CHECK ALL ITEMS MATCH YOUR CONSIGNOR NUMBER



5

Check Out:
Items will be double checked before leaving the building by a team member



Donating to our Charity Partner? There is no need to arrive for Pick Up
Thank you for giving back to our community!

Items not picked up by 8:01pm will be donated



Checks will be emailed by Nov. 10th