



# Getting Started

## SELLER GUIDE

Oaks | Reading

### What's Needed:

- Laptop, tablet or mobile device
- White card stock (60lb+)
- 1.5 - 2.0 inch safety pins
- Plastic or wire hangers (Use child for 4T & under; adult size for 5+)
- Quart, gallon & XL clear storage bags
- Clear packing tape
- Painters/masking tape
- Scissors
- Ribbon, string or zip-ties

### Optional Supplies:

- Tagging gun & barbs (Watch training videos)
- Paper Cutter
- Printer
- Cleaning Supplies  
Magic Eraser, stain remover, bleach pen, wrinkle releaser and odor remover, etc.



### No Printer? No Problem!

When you finish creating your tags use the "Print PDF" option and save the PDF file. Printing your tags at an office supply store will save you ink (have them print in black and white, not color - it's cheaper!) and time. Don't forget to ask them to cut your tags!

## STEP 1: GATHER YOUR ITEMS

Children cycle through a new wardrobe every 6 months, so it's no surprise you feel overwhelmed. It's time to gather everything they no longer wear or use. Check seasonal guidelines regarding what's in and what's out for each event.

### MY CHECKLIST

Check off this list as you gather your items!

- |                                       |  |
|---------------------------------------|--|
| <input type="checkbox"/> Large Toys   | <input type="checkbox"/> Furniture         |
| <input type="checkbox"/> Outdoor Toys | <input type="checkbox"/> Kitchen           |
| <input type="checkbox"/> Bedrooms     | <input type="checkbox"/> Bathrooms         |
| <input type="checkbox"/> Closets      | <input type="checkbox"/> Garage            |
| <input type="checkbox"/> Playroom     | <input type="checkbox"/> Attic or Basement |

### Furniture

- toddler beds
- dressers
- bassinets
- swings
- rockers
- changing tables

### Outdoor Toys

- bikes & trikes
- scooters & skates
- ride-on toys
- playhouses

Be sure to check the garage!



### Bedrooms

- clothing & shoes
- lamps & rugs
- gliders & rockers
- boppies & monitors

### Closets

- sheets & towels
- diapers
- step stools
- pillows & blankets

### Playrooms

- puzzles & games
- dress up
- crafts & supplies
- music toys
- video games

### Large toys

- exersaucers
- bouncers
- play kitchen sets
- play tool bench sets
- train table

### Misc.

- new pacifiers
- safety items



### Kitchen

- dishes
- lunch boxes
- sippy cups
- highchairs
- safety items

### Bathrooms

- diaper disposals
- bath toys
- infant tubs

## STEP 2: ORGANIZE

- 1 Grab 3 totes or baskets and label them:

### KEEP, SELL, TOSS

(Have extra boxes or trash bags available)

- **KEEP** - items that you aren't ready to get rid of yet.
- **SELL** - items you want to sell. (Spring or Fall)
- **TOSS** - items that don't meet JBF standards.

Decide which tub each item should go in.

- 2 When you're done, set aside the **KEEP** bin for now. Take the **TOSS** bin to your local charity, repurpose the items, or throw them away.

- 3 Separate the items in the **SELL** bin into Spring and Fall piles. These items are ready for Step 3.

## The 4 C's Rule

### HOW TO KNOW WHAT TO SELL



### Clean

The newer it looks, the better it sells. Plan to clean clothes, shoes, equipment and toys.



### Current

Sell clothing and shoes in current styles and fashion. Make sure they're the right season!



### Complete

Toys, games and puzzles must be sold as a complete set without missing pieces.



### Compliant

Safety guidelines apply to selling a car seat, stroller, baby equipment and toys. Check <https://www.cpsc.gov> for recalls.



**JBF Standards:** We accept new or gently loved items that are **NOT** broken, torn, stained, or missing pieces. Ask, "Would I buy this for my child?" If the answer is no, then it doesn't meet our standard. Place item in **TOSS** bin.

### STEP 3: PRICE & PREP

When you sell at JBF, you are in control of the price of each item. You also decide if it goes half price during our discount sale times. If the item doesn't sell, you can either donate the item to our local charity partner, or you can pick it up.



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% OF** 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, Children's Place, etc (retail \$4-10)

**Everyday brands** = Gap, OshKosh, Zara, Department store brands (retail \$6-15)

**Boutique brands** = Crewcuts, Mudpie, Janie & Jack, Hanna Andersson, Vineyard Vines



Price **HIGHER** for:

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



Price **LOWER** for:

- Infant Items under 24 mo.
- Maternity Clothing
- T-shirts



### Bundle Items to Save Time

Create sets or bundles. Put an outfit together if they were purchased together, or a set of same-size onesies. Bundle Hot Wheels, or several superhero figures. Shoppers love it, and you only have to create one JBF tag!

## MERCHANDISE PREP

### BLANKETS & TEXTILES

**PACKAGE:** Receiving blankets can be placed in a ziplock bag, larger blankets need to be hung. Bundle blankets, washcloths, and towels with ribbon or string like a package.

**TAG:** If placed in a plastic bag, attach tag securely with packaging tape to the outside of the bag and tape the bag shut. Make sure the barcode/QR code is not covered with packing tape, as the glossy tape can cause the barcode to not scan. If bundled with string, attach tag directly to blanket and tuck it under the ribbon/string so that it does not easily get pulled off.

**PLEASE NOTE:** We are unable to accept comforters, sleeping bags or bumper pads.

### FURNITURE & EQUIPMENT

**BRING A CAR SEAT WAIVER** for all car seats, booster seats, or infant carriers. All must have a printed manual or digital access to the manual via printed QR code.

**BRING A CRIB WAIVER** for all cribs. Cribs must be manufactured on or after 6/28/2011, have all manufacturer/ warning labels attached and legible, and have a printed manual or digital access to the manual via printed QR code.

**PACKAGE:** If the item has multiple pieces, use packing tape, zip-ties, or string to keep items attached together. If wooden furniture has loose parts, use clear plastic wrap to secure items. All furniture and equipment must be assembled. Batteries must be included, if applicable.



**TAG:** Loosely affix tag to item using painter's tape, or hole-punch the tag and tie it to item. Large ticket tag will be provided at item drop off.

### INFANT ITEMS

**PACKAGE:** Keep multiple pieces together. Working batteries must be included, if applicable.

**TAG:** Attach tag directly to item or clear self-sealing bags with clear packaging tape or hole-punch tag and tie to item

### BAGS & BABY CARRIERS

**PACKAGE:** Zip-tie items to adult size hanger

**TAG:** Hole-punch JBF tag and attach to item with a zip tie, ribbon, or string.

### BOOKS, GAMES, DVDS, ARTS & CRAFTS

**PACKAGE:** Use clear self-seal bags or clear cling wrap to hold multiple items together. Tie sets of books together with ribbon or string, face all binding the same way.

**TAG:** Attach tag to the book with tape that can be removed without damaging the item (book tape, removable tape, artist tape, painter's tape, etc.) Hole-punch tag and tie to sets.

**PLEASE NOTE:** Games & Puzzles must have all pieces. No "adult" content. Books have a 50 tag limit and DVDs have a 5 tag limit.



**JBF Follows the CPSC Safe Sleep Guidelines.** We are unable to accept any type of inclined sleeper. If you have a pack 'n play that includes an inclined sleeper attachment, **please remove it.** You are able to sell the pack 'n play without that piece. Pack 'n plays brought to the sales with an inclined sleeper attached will be removed from the sales floor.

### CLOTHING

**PACKAGE:** All clothing must be on a hanger. Hangers should form a “?” with the opening pointing to the left when looking at the item.

**TAG:** Attach tag using a tagging gun or with a safety pin. Tags must be located on the upper right chest area of a shirt or upper right front hip of pants when looking at the item. Tags attached with a tagging gun should be attached through an **inside seam** or the clothing's manufacturer tag and **not** through the material of the item.



**SIZES:** **Newborn to 14Y for boys and girls**  
**100 TAG LIMIT** Girls 0-24m Clothing  
**100 TAG LIMIT** Boys 0-24m Clothing

#### Teen Sizes

#### 50 TAG LIMIT

#### Girls Teen Brands

in sizes 16Y, 18Y, Juniors 0-11 and the equivalent of a Women's Adult XS, S, M & L

#### Boys Teen Brands

in sizes 16Y, 18Y, and the equivalent of a Men's Adult XS, S, M & L

#### Maternity

**10 TAG LIMIT** per Consignor



### Clothing Tips



#### Sets



Sets sell in smaller sizes. When making a set, safety pin the heavier item to the hanger, then pin the lighter item behind the heavier item on the hanger. They **MUST** be the same size.



#### Teen

Teens are picky, bring only your best. Brands matter, bring only teen brands. Think ae, lululemon, aerie, vans, nike, the north face.

### SHOES

**PACKAGE:** Fasten shoes together with zip ties or ribbon. Please do not sell shoes inside a shoe box, even if brand new. We do not have space to include shoe boxes, and they do not sell as well if the box is included.

**TAG:** Punch a hole in the top of your tag and attach the tag to the shoes with the ribbon, string, or zip tie. For a more secure tag, wrap packing tape around the top of the JBF tag (make sure not to cover the barcode), then hole-punch a hole through the tag and tape and attach to the shoes.

### Check all items for safety recalls!



- Visit <https://safety.jbfsale.com> to make sure items you are bringing have not been recalled
- Battery-operated toys **MUST** include working batteries

### TOYS

**PACKAGE:** Bag all small parts belonging to toys/equipment in self-seal bags and tape the bag shut with clear packing tape. Fasten the bag securely to the item with ribbon, tape, or zip ties.

**TAG:** Attach tag directly to item with clear packing tape or hole-punch tag and tie it to item.

### NEED MORE HELP?



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Clean Up. Ca\$h In: #CleartheClutterwithJBF



@JBFFhila & @JBFFReading



Call or Text 484.650.3319

### WATCH TAGGING VIDEOS AND GET SUPPORT AT:

