

YOUR GUIDE TO *Selling* with JBF in Puyallup



BACK-TO-SCHOOL EDITION

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



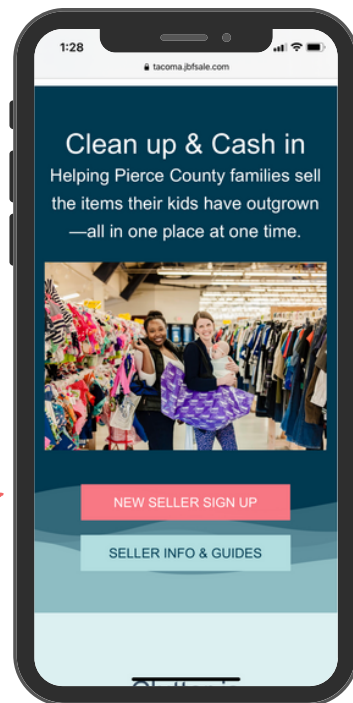
Prep



Drop Off

First Things First: **SIGN UP**

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



Seller Pay

Rates: JBF Sellers at the Puyallup sale earn 60% on sold items. Sellers who choose SmartPay (in-store credit to use at future Puyallup JBF sales) earn 70%.

Fees: Each sale, there is a \$20 fee per Seller. For Sellers who mark all of your tags to DONATE (if unsold), your Seller fee is only \$5. Your Seller Fee gives you and 1 Guest access to the Presale!

Method: Sellers receive an eCheck via email no more than 15 days after each sale. eChecks are printed at home and deposited like a regular check. In rare cases, Sellers may choose to request a paper check via U.S. mail.

STEP #1

Gather



Kids Grow Fast!

Our Back-to-School Sale features items that kids & teens need for the next school year. Gather your best shirts, pants, hoodies, jackets and shoes. You may also sell great condition backpacks, lunch boxes, and accessories. And don't forget books and homeschool materials!

PLEASE NOTE:
We really DO mean only 200 tags. Sellers will not be paid for more than 200 sold items. Sellers with excess items will be charged additional \$20 Seller Fees.

Each Seller may bring 200 total tags:

- Clothing sizes 4T - Teen
- Shoes sizes child 8 & up
- Accessories
- Backpacks & Lunch Boxes
- Books (4-year old readers and up, home-school materials, school supplies)

Best Sellers:



Halloween Costumes Okay

- School clothes
- Light jackets
- Athletic clothing & shoes
- Sporting goods
- Close-toed shoes & Slides (no sandals please)
- Socks, New Underwear
- Belts, Hats, Scarves
- Hair Accessories

Special Teen Clothing Section

Please size all teen clothing using XS, S, M, L, XL on your JBF tags.
We will accept the following brands at the August Back-to-School Sale.
Please inquire about additional brands you'd like to sell.

Sean John
Silver Jeans Co.
SO
Steve Madden

7 for all Mankind
Abercrombie
Adidas
Aeropostale
Affliction
American Apparel
American Eagle
American Rag
Articles of Society
Athleta

Charlotte Rouse
Chinese Laundry
Citizens of Humanity
Columbia
Converse

Darling Apparel
Diesel
Divided
DKNY
Duluth

Element
Esprit

Fatal
Forever 21
Fox
Foundry
Free People
Full Tilt

GAP
Garage
Gucci
Guess

H&M
Harajuku Lovers
HIP
Hollister
Hurley

J. Lo
John Galt (J.Galt)
Juicy Couture
Jolt

Kensie
Kimchi Blue

Levi's
Life Is Good
Lira
Lucaste

Lucky Brand
Lulus
Lululemon

Madewell Material
Girl Michael Stars
Mimi Chica
MISS ME
Mudd

Nasty Gal
Nautica
Nike
Nordstrom Brands
The North Face

Oakley
Old Navy
O'Neill
Onyx
Others Follow

(And Boutique Brands)

Paul Frank
Painted Threads
Patagonia
PINK
Polo
Prana
Puma

Quicksilver

Rachel
Ralph Lauren
Rampage
Reebok
REI
Riot Society
Rock Revival
Roxy
Rubbish
Rue 21
Russell
RVCA

Tilly's
Timberland
Tommy Hilfiger
Trixxi
True Religion

Urban Outfitters
Urban Pipeline
Ugg
Under Armour

Vans
Vigos
Volcom

WallFlower
Wild Fable
Wrangler Jeans
Workshop

XOXO
Young & Reckless
Zara

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 2 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 only your BEST back-to-school items at the August sale. Shoppers love current styles that are in fashion.



NO THANK YOU'S

We **inspect all items** after Seller Drop Off at our Back-to-School Sale. Items that do not meet JBF quality standards will be removed from the sales floor. All "no thank you" items will either be donated on your behalf or available for Seller Pick Up in a "No Thank You" area.

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
less than \$10	\$1-2 Value Brands: Cherokee, Circo, Faded Glory, Garanimals
less than \$20	\$3-6 Standard Brands: Carter's, Old Navy, Children's Place, Nike
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.

The Power of \$.50

When I started selling my daughter's items at JBF, my Grandma said "Always add 50 cents to your price." And she was right. When I sold 100 items, I made \$50 just from that extra \$.50. Take my Grandma's advice and see for yourself!



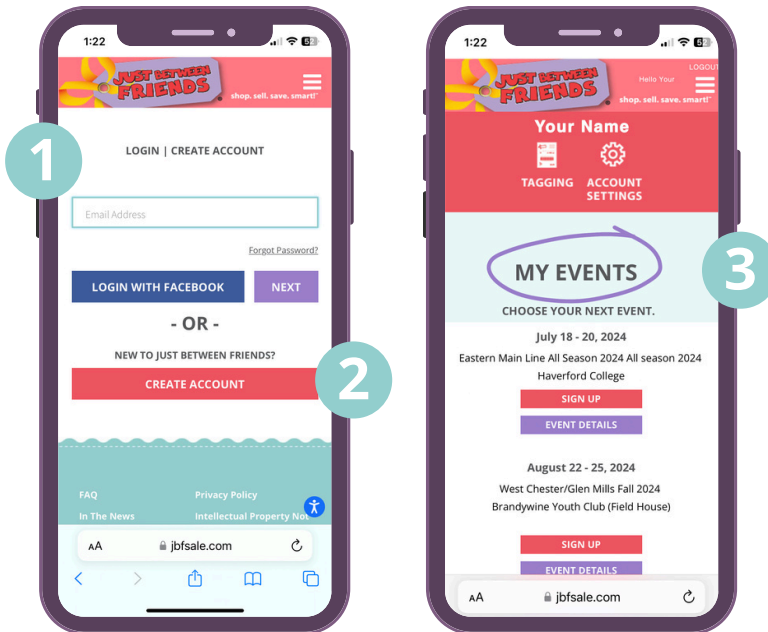
Bundle Items to Save Time

As you are thinking about prices, consider creating sets or bundles. Put an outfit together, several pairs of socks, or several hair bows. Shoppers love it, and you only have to create one JBF tag!

STEP #3 Price



Creating Tags




Getting Started

- 1 Go to jbfsale.com & click on "Login"
- 2 Login or create a JBF profile
- 3 Be sure that you're signed up for our upcoming event in your JBF profile
- 4 Click on the tagging icon



Category	Size/Type	Description	Price	Reduce	Donate	Quantity
				<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	1




137874867
A123BCD
\$4.50

Shoes - Girls
05/22/2024

(place pin here)

A-123-BCD

Carters Pink Sparkly Sneakers



Size/Type 137874867
5 \$4.50

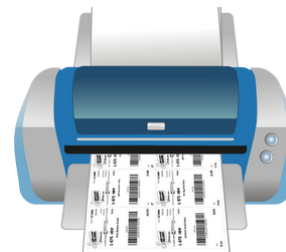


TIP! Talk-to-Text

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.



Full Price Indicator:

In some cases, sellers do not want an item to be reduced during the JBF sale. In that case, UN-CHECK the "Reduce" box.

Reduce



UN-CHECK the "Reduce" box.

This will cause the "Full Price" STAR to print on your tag. Tags without this indicator will ring up at reduced prices on the reduced price days of the sale.



Full Price

Full Price Star

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 faster.



Gather these supplies:

- hangers
- clear self-sealing bags (zip-loc)
- ribbon/string
- zip-ties
- painter's tape
- scissors
- safety pins or tagging gun
- hole-punch



THE BASICS

Two Essentials:

1. Tag is attached securely (won't fall off)
2. All pieces secured together (won't separate; tape bags closed)

STEP #4 Prep



CLOTHING

Hanging & Tagging Clothing

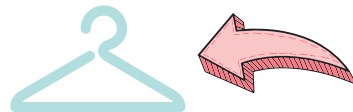
Put all clothing on a hanger.

Attach JBF tag with safety pin or tagging gun to the garment's tag or an inside seam. *Do not puncture fabric with pins or a tagging gun.*



Hanger Direction

Be sure the hanger hook opens to the left, like a question mark and your JBF tag is visible from the front of item. *There is no need to pin your clothing to the hanger.*



Creating Outfits

It's okay to bundle items into sets.

Zip-tie multiple hangers tightly together so pieces do not get separated.



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*



Shoes

Hole-punch tag and zip tie tag and both shoes together.



Books & Homeschool Materials

Use painter's tape to attach JBF tag to materials so that - when removed - the item is not damaged.



Accessories

Use clear bags to bundle sets of socks and hair accessories.

Display neatly so shopper can see well. Place JBF tag inside and tape bag closed.

Attach tag directly to hats.



STEP #5 Drop Off



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 BY APPOINTMENT THURSDAY, JULY 31

- 1** You'll drive into the Fairgrounds at the corner of 9th Ave & Meridian (Gold Gate) and park outside of the Expo Hall.
- 2** You'll bring your items into the building and place them where they belong on the sales floor.
- 3** Staff will inspect all items Thursday evening.
(No Clothing Fast Pass Needed)

STEP #6 Pick Up

**SUNDAY
AUGUST 3
7-9PM**

After the Back-to-School Sale ends, we will SORT all unsold items by Consignor number and donate all items marked donate.

Seller Pick Up will be by appointment.

Drive in the Gold Gate at 9th & Meridian to pick up.

All remaining items will be donated to The Wishing Well after Seller Pick Up ends.

Tagging Gun

Do's & Don'ts



Using a Tagging Gun to Attach JBF Tags

Many JBF Sellers find it much faster to attach JBF tags to items using a tagging gun instead of safety pins. Please follow these Tagging Gun Guidelines to prevent damage to your items.



1 Clothing Garment Tag

If the clothing has a garment tag at the neckline, always puncture the garment tag when attaching your JBF tag



2 Clothing Inside Seam

If the clothing does NOT have a garment tag at the neckline, puncture the inside seam when attaching your JBF tag

3 Clothing Left Armpit Seam

If the clothing does NOT have a garment tag OR an inside seam at the neckline, puncture the item's LEFT armpit seam when attaching your JBF tag (so that your tag is closest to the shopper when the item is hung up)



Never puncture fabric with your tagging gun needle