

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



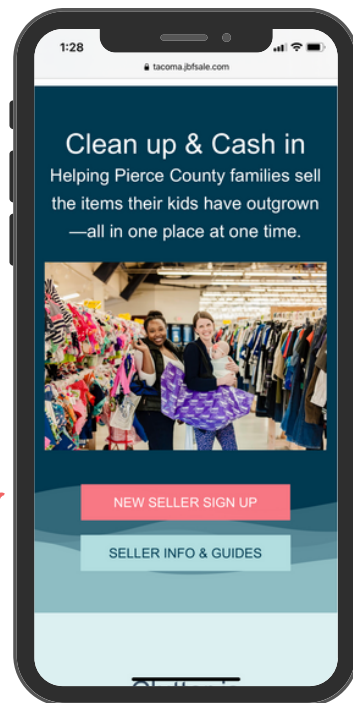
Prep



Drop Off

First Things First: REGISTER

Save your spot by registering 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 for their payment option (in-store credit to use at future Puyallup JBF sales) earn 70%.

Fees: NEW! Starting in 2023, the Back-to-School Sale Seller fee will be \$15. For Sellers who mark all of your tags to DONATE (if unsold), your \$15 fee is waived. *Drop Off and Pick Up will be the same as Spring & Fall Sales Events.*

Method: Sellers receive an eCheck within 2 weeks after the 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. Choose your payment method when you schedule your Drop Off Appointment.

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

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 \$15 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 & homeschool materials)

Best Sellers:

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



Halloween Costumes Okay

Special Teen Clothing Section

Please size all teen clothing using XS, S, M, L, XL or Plus on your JBF tags. We will accept the following brands at the August 2022 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	Charlotte Rouse	GAP	Lucky Brand	Paul Frank	Tilly's
Abercrombie	Chinese Laundry	Garage	Lulus	Painted Threads	Timberland
Adidas	Citizens of	Gucci	Lululemon	Patagonia	Tommy Hilfiger
Aeropostale	Humanity	Guess	Madewell Material	PINK	Trixxi
Affliction	Columbia		Girl Michael Stars	Polo	True Religion
American Apparel	Converse	H&M	Mimi Chica	Prana	
American Eagle	Darling Apparel	Harajuku Lovers	MISS ME	Puma	Urban Outfitters
American Rag	Diesel	HIP	Mudd	Quicksilver	Urban Pipeline
Articles of Society	Divided	Hollister			Ugg
Athleta	DKNY	Hurley	Nasty Gal	Rachel	Under Armour
	Duluth	J. Lo	Nautica	Ralph Lauren	
Baby Phat		John Galt (J.Galt)	Nike	Rampage	Vans
Bebe, Belk	Element	Juicy Couture	Nordstrom Brands	Reebok	Vigos
Ben Sherman	Esprit	Jolt	The North Face	REI	Volcom
Billabong				Riot Society	
Brandy Melville	Fatal	Kensie	Oakley	Rock Revival	WallFlower
Burberry	Forever 21	Kimchi Blue	Old Navy	Roxy	Wild Fable
	Fox		O'Neill	Rubbish	Wrangler Jeans
Calvin Klein	Foundry	Levi's	Onyx	Rue 21	Workshop
Carhart	Free People	Life Is Good	Others Follow	Russell	XOXO
Champion	Full Tilt	Lira		RVCA	Young & Reckless
		Lucaste	(And Boutique Brands)		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

Items not suitable for the Back-to-School sale (winter/snow gear, summer items, and/or do not meet JBF quality standards) will be removed from the sales floor and 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	<h2>Want to SELL Even MORE?</h2> <p>Choose to REDUCE, which allows your items to sell at 50% off during discount sale days.</p>	
less than \$10	\$1-2 Value Brands: Cherokee, Circo, Faded Glory, Garanimals		<h2>The Power of \$.50</h2> <p>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!</p>
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		



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!

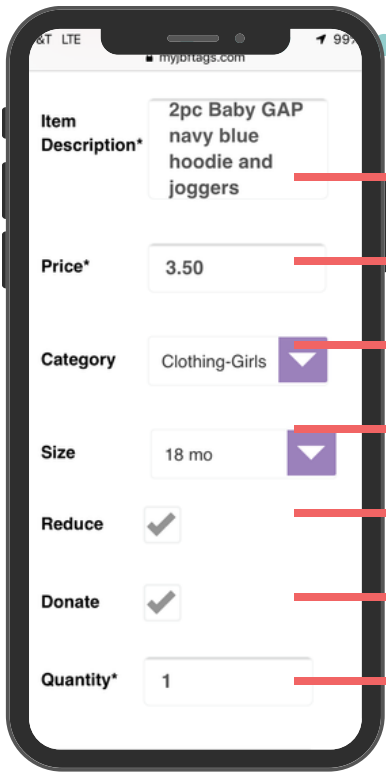
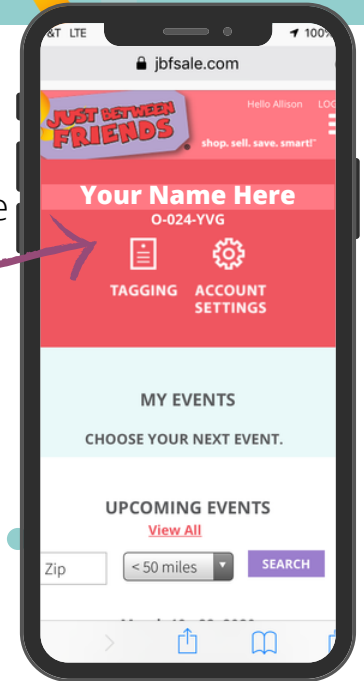
STEP #3 Price



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.yourcity.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

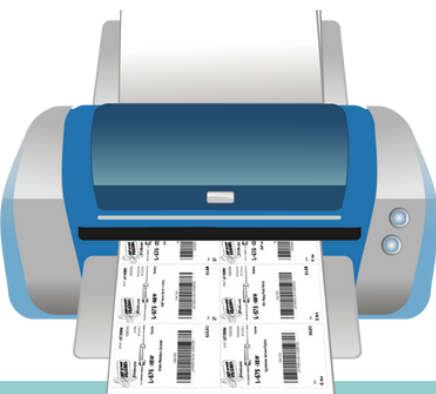
TIP! Talk-to-Text

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. Tags print 9 per page.



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

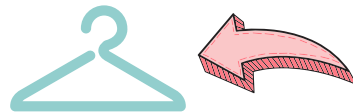
Put all clothing on a hanger.

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

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

BY APPOINTMENT THURSDAY, AUGUST 3

- 1** You'll drive into the Fairgrounds at 9th & 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 6
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 the corner of 9th & Meridian to pick up.

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

Tips & Tricks



Tagging Gun Do's & Don'ts
DO puncture inside seam or garment's tag
DON'T make a hole in the fabric

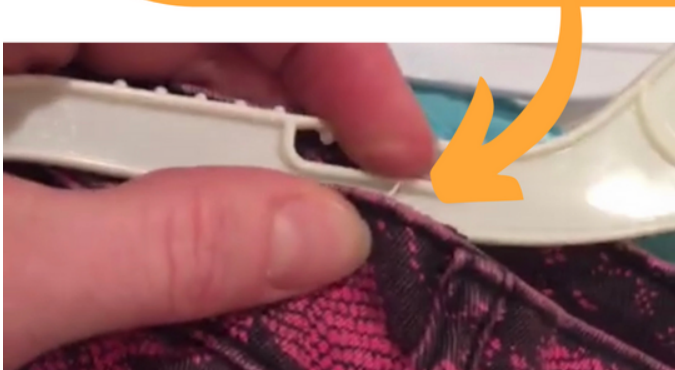


Hanging Pants on Regular Hanger
Skirts & Shorts Too!
A How-To Guide



Tagging Gun Do's & Don'ts

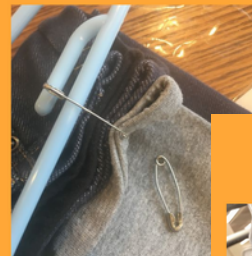
DO puncture heavy waistbands to attach pants, shorts, skirts to regular hangers



Safety Pin Do's

DO puncture inside seam or garment's tag

DO puncture heavy waistbands to attach pants, shorts, skirts to regular hangers



Safety Pin Don'ts

DON'T make a hole in the fabric

