

# YOUR GUIDE TO *Selling* with JBF in Puyallup



FALL & WINTER  
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**



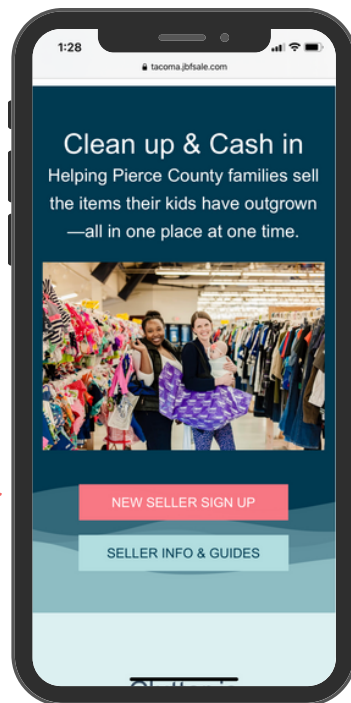
**Prep**



**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 (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.

**Questions?** Join our Facebook Group for quick Q&A. [facebook.com/groups/JBFTacoma](https://facebook.com/groups/JBFTacoma)

# 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
  - lamps + rugs
- gliders + rockers
- boppies + monitors

### Closets

- sheets + towels
- diapers + new supplies
  - step stools
- pillows + blankets
  - maternity wear

### Playrooms

- puzzles + games
  - family DVDs
- dress up + costumes
- crafts + supplies
  - instruments
- gaming systems

### Bathrooms

- diaper disposal systems
    - bath toys + supplies
    - newborn tubs
- ...and check the garage!



## Have any of these hot-selling items?

### Large toys

- exersaucers
- rockers
- play kitchen sets
- tool bench play sets

### Furniture

- toddler beds
- dressers + bassinets
- rockers + bouncers
- changing tables

### Feeding supplies

- new pacifiers
- dishes + lunch boxes
- sippy cups + boosters
- safety items

### Outdoor toys

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

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 cold weather items at our Fall/Winter sale. Shoppers love current styles that are in fashion right now.

### 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 [safety.jbfsale.com](https://www.safety.jbfsale.com) for you to check each of your items before you sell.



**Safety Waivers Required** for all Cribs & Car Seats  
**Visit [safety.jbfsale.com](https://www.safety.jbfsale.com) to download**

**Questions?** Join our Facebook Group for quick Q&A. [facebook.com/groups/JBFTacoma](https://www.facebook.com/groups/JBFTacoma)

# 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?"

Brands	JBF Clothing Price	Pricing Non-Clothing Items	
<b>Value:</b> Old Navy, Jumping Bean, Garanimals (Bundling Encouraged)	<b>\$3-5</b>	Toys Books Baby Gear Furniture Electronics Strollers + Joggers Sporting Goods	 Price a little higher for: <ul style="list-style-type: none"> <li>• new with tags</li> <li>• hot selling</li> <li>• like-new</li> <li>• large toys</li> </ul>
<b>Standard:</b> Cat & Jack, Carter's, Gap, H&M, ZARA, Nike, Under Armor	<b>\$4-12</b>	<b>60-80%</b> off retail	Price a little lower for: <ul style="list-style-type: none"> <li>• infant clothing</li> <li>• light weight clothing</li> <li>• maternity</li> </ul> 
<b>High Value &amp; Boutique:</b> Kyte, Posh Peanut, Kickee, Little Sleepies, Patagonia, The North Face	<b>65-75%</b> off retail	<b>Want to SELL Even MORE?</b> 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!



### 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!

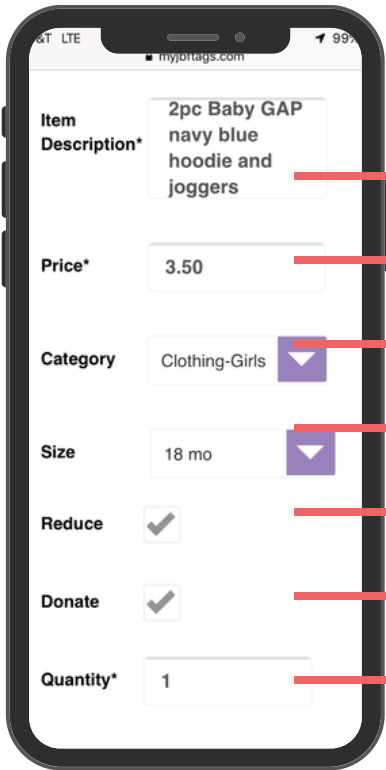
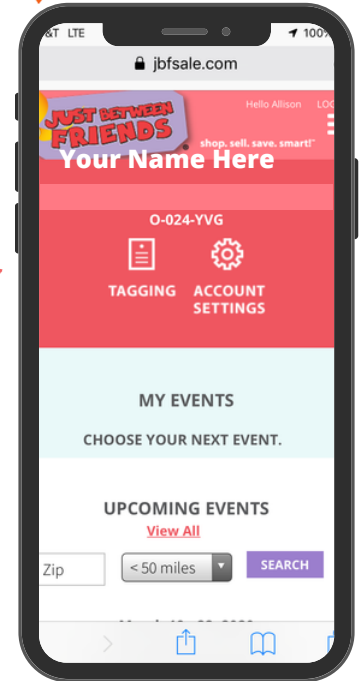
# STEP #3 Price



## 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. [tacoma.jbfsale.com](http://tacoma.jbfsale.com)
2. login
3. click on TAGGING



## Creating Tags

Include brand, colors, 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

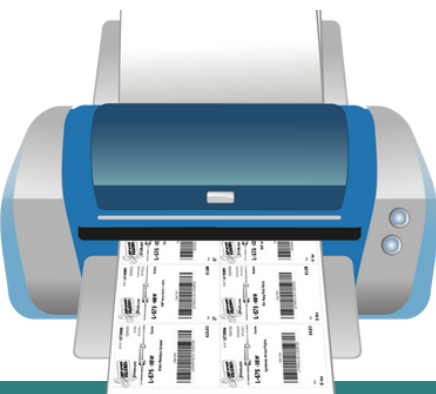
## TIP! Talk-to-Text

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.



# 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 to make your prep faster:

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



## TOYS & GEAR

### Tagging Essentials:

- Tag is attached securely (won't fall off)
- If zip-tying a tag, please re-enforce the hole with tape
- All pieces secured together (won't separate; tape bags closed)

### LIMITS

- 100 books (kid only)
- 5 DVDs/BlueRay
- 5 Plush (must Donate)
- Puzzles/Games in original boxes only
- 5 Blankets/Bedding tags
- 5 Kid Room Decor tags
- 5 soft-soled (crib) shoes
- 5 shoes size adult 7+
- No shoe limit otherwise



# STEP #4 Prep



## CLOTHING

### Hanging & Tagging Clothing

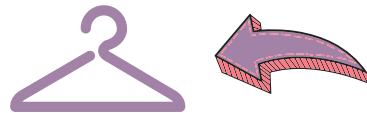
Put ALL clothing on a hanger. Attach JBF tag with safety pin or tagging gun to the garment's tag or an inside seam. *Do not puncture fabric with pins or a tagging gun.*

### LIMITS

- 100 total tags NB-18mo
- 10 Maternity tags
- NO adult clothing

### Hanger Direction

Be sure the hanger hook opens to the left, like a question mark. Attach JBF tag to front of item.



### Creating Outfits

It's okay to bundle items into sets. Secure pieces to hanger using safety pins and then zip-tie hangers tightly together so outfit remains together as a set.



### 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



## Bundling in Bags

Socks, tights, underwear, infant hats/mittens — that are all the same size — can be folded neatly and placed in a bag. Use a tagging gun fastener or a safety pin to attach tag directly to the items (not to the bag). Do not tape bag closed, so shopper can inspect items closely.

*All other clothing must be on a hanger please.*

## LIMITS

- 5 bagged clothing items (socks, tights, underwear, infant hats/mittens)
- 5 accessory tags (hats, headbands, hair clips, bows, ties, sunglasses, belts, jewelry, kid purses)

## Accessories

Use clear bags to bundle sets of hair accessories and other accessories. Display neatly so shopper can see items well. Place JBF tag inside and tape bag closed.



## Hats

Simply attach JBF tag to hats using a safety pin or tagging gun. No need to use a bag.



## Hanging Multiple Items on a Hanger

Multiple items—that are all the same size—can be hung on a single hanger. Use a safety pin or tagging gun fastener (through a sturdy waistline) to attach pants/skirts to hangers.



# Tagging Guns



## 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**

# 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



## 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



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 for JBF in Puyallup

Monday Oct 14 & Tuesday Oct 15  
*by appointment*

1

Plan for 60 minutes to drop off your items. Longer if you have 250+ items to drop off. Drive onto the fairgrounds at the GREEN/ORANGE Gate (off Fairview Ave). Please have your **Onsite Parking Pass printed** and filled out (this will be provided in your Drop Off Appointment confirmation email). Follow posted signs to park near the Showplex.

2

Your first stop will be Clothing Inspection (unless you have a Clothing Fast Pass). 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.

*Clothing racks will be organized by SIZE and then TYPE to create a pleasant shopping experience for yourself and others:  
PJs, Onesies, Tops, Bottoms, Outfits, Dresses & Hoodies/Sweaters/Layers/Coats  
\*\*\*Specialty racks for: Swim, Dance/Gymnastics, Gender Neutral 0-24m, Fan Gear\*\*\**

3

All items that a child sits in, is carried in, or sleeps in will be inspected at our Safety & Recalls Station. All shoes will be inspected while you wait. Items that cannot be sold will be returned to you immediately.

4

High value and/or high-theft items: Drop these off at the entrance/exit.  
High value and/or high-theft shoes: ask at shoe inspection for these to be processed as high value items. Our staff will hold a single shoe at the registers.

# During the Sale



## 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

Are distributed to help local  
families through our Charity  
Partner, The Wishing Well.  
You'll receive a donation  
receipt for tax purposes.



### Presale Shopping

Wednesday | Oct 16  
*Staggered Seller Shopping Times,  
you'll choose your Presale Tickets  
when you schedule your drop off  
appointment. Bring 1 Guest!*



### Public Shopping

Wed | Oct 16 | Prime Time 4-8pm  
Thur | Oct 17 | 8am-8pm  
Fri | Oct 18 | 10am-7pm  
Sat | Oct 19 | 8am-2pm



### Half Price Presale

Saturday | Oct 19  
*3pm-8pm for each Seller plus 1  
Guest.*



### Public Half Price Day

Sunday | Oct 20 | 8am-2pm



### Bargains & Blessings

Sunday | Oct 20 | 1pm-2pm  
*Fundraiser stuff-a-bag sale  
benefiting The Wishing Well*



### Seller Pick Up

*If items are not donated*  
Sun/Mon | October 20 & 21  
*Pick up by appointment*



HELPING FAMILIES SAY *yes!*

JBF IN PUYALLUP

# What to Bring

**NOTE:** We are unable to accept Girls Junior clothing in October or March. We will accept teen clothing at our Back-to-School Sale in August.

## SEASONAL ITEMS

MARCH SALE		OCTOBER SALE
Spring/Summer clothes, light jackets, shorts, skirts, dresses, t-shirts, tank tops, swimsuits, PJs, lightweight pants & jeans, sun hats Fleece PJs okay (just no fall/winter themes) Sizes Preemie thru youth size 18/20	<b>CLOTHES</b> <b>Limit</b> 100 total tags NB-18mo <b>Limit</b> 5 socks/tights/underwear <b>No</b> event tees or personalized jerseys (Please HANG ALL CLOTHING)	Fall/Winter clothing, winter/snow gear, Pj's, jackets, long sleeves, short sleeve t-shirts, sweaters, cardigans, pants, jeans, tights, winter hats gloves, scarves. Swimsuits okay Sizes Preemie thru youth size 18/20
Spring/Summer clothing & accessories only. NOTE: maternity denim jeans/shorts don't need a hanger; they will be folded on tables	<b>MATERNITY</b> <b>Limit</b> 10 maternity clothing (Accessories welcome)	Fall/Winter clothing & accessories only. NOTE: maternity denim jeans do not need a hanger; these will be folded on tables
Easter, 4th of July Kids dress-up & make-believe	<b>HOLIDAY &amp; DRESS-UP</b>	Halloween costumes Christmas, Valentines, Easter, St. Patty's
Sandals, flip-flops, croc-style, dress shoes, sneakers, crib shoes, tennis shoes, water shoes, cleats, dance, rain boots	<b>SHOES</b> <b>Limit</b> 5 soft-sole (crib) shoes <b>Limit</b> 5 adult sizes 7 & up	Snow boots, slippers, dress shoes, sneakers, crib shoes, cleats, dance, rain boots, croc-style, slides (no sandals or flip-flops)
Easter & 4th of July decor, fitness items Household items incl. decor & kitchenware	<b>MOMMY MART</b> <b>Limit</b> 5 household items only	Christmas & Halloween decor, fitness items Household items incl. decor & kitchenware

## NON-SEASONAL ITEMS

<b>TOYS &amp; GAMES</b> <b>Limit</b> 5 plush/stuffed toys only <b>No</b> recalled items	Good condition/working. Batteries included. All pieces/parts required. Very clean. Indoor toys, push & ride-on toys, outdoor toys. (Up to 5 plush/stuffed toys - must be DONATE) All Games/Puzzles must be in original packaging. <b>No</b> dollar store puzzles. <b>No</b> mixed craft bags.
<b>BOOKS</b>	<b>Limit</b> 100 - Children's and youth books, homeschooling materials, kid-related titles ONLY <b>No</b> individual mini board books, dollar store board books, freebies from McD's or Chick-fil-A
<b>MOVIES &amp; VIDEO GAMES</b>	<b>Limit</b> 5 Movies (DVDs and BlueRay) Children's and youth movies/games rated G, PG, PG-13 ( <b>No</b> R or M ratings) Must be in good condition, no scratches <b>No</b> VHS please
<b>BABY GEAR</b> <b>No</b> recalled items <b>No</b> breastpumps (accessories ok) <b>Waivers Req'd</b> cribs & car seats	Diaper bags, Infant Carriers & Wraps, Strollers, Cribs, Bassinets, Pack-n-Plays, Bouncy Seats, Baby Gates, Baby Proofing, Car Seats, Playmats, Walkers, Monitors, Bath tubs/items, Diaper Pails, Diapers, Nursing items, Feeding items, etc. ( <b>No</b> yellowing bottles/nipples/pacifiers.)
<b>BEDDING &amp; ROOM DECOR</b> <b>Limit</b> 5 bedding/textile items <b>Limit</b> 5 room decor items	Crib, Toddler, Twin, Full sized items only ( <b>No</b> crib bumpers of any kind) Receiving blankets, sheets, changing pads (Roll & tie all blankets please) (Sleep sacks & structured swaddles on hangers placed in Sleep/PJs on clothing racks) Kids room decor: rugs, wall hangings, decorative pillows, organizational items, etc.

## NO THANK YOU ITEMS

<b>CLOTHES:</b> No stained, dirty, holes, smell, smoke, pet hair, women's brands	<b>SHOES:</b> No dirty, scuffs, holes, smell, smoke, pet hair	<b>GEAR &amp; TOYS:</b> No recalled, broken, essential missing parts, without batteries, dirty	<b>GAMES:</b> No missing pieces No missing batteries Must be working	<b>OTHER:</b> No items designed for adults No more than 5 of the exact same item
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Got questions? Please email me at [AllisonStephens@jbfsale.com](mailto:AllisonStephens@jbfsale.com)



# ITEM LIMITS

## HELP US GIVE SHOPPERS A GREAT EXPERIENCE!

Please bring only your best in the following categories to keep the sales floor more organized and less overwhelming...which reduces shopper fatigue.

### CLOTHING

Total tags sizes NB-18mo **100** Tags  
Total tags Maternity **10**

### BOOKS

Published after 1980 unless a classic title



**100** Tags

### MOVIES

DVDs & BlueRays only (no VHS)



**5** Tags

### PLUSH TOYS



Must mark tags to **DONATE**

**5** Tags

### BEDDING & Blankets



**5** Tags

### KIDS ROOM DECOR



**5** Tags

### BAGGED CLOTHING



Socks, Tights, Underwear ONLY (Hang all other clothing)

**5** Tags

### ACCESSORIES



Hats, headbands, bows, ties, belts, jewelry, kid purses

**5** Tags

### MOMMY MART

Household Items



**5** Tags

### SHOES

Only limited in the biggest and smallest sizes:  
Limit 5 tags in soft-sole crib shoes  
Limit 5 tags in adults size 7 & Up  
All other shoe sizes are unlimited.

**5** Tags

**NOTE:** If you have several of the exact same item, you may only bring 5

# JBF Consignor Car Seat Waiver (Please use One per Car Seat)

Car Seat Brand & Model: \_\_\_\_\_ Model# or Serial # \_\_\_\_\_

Date on Car Seat: \_\_\_\_\_ OR Expiration Date: \_\_\_\_\_

**Thank you for your commitment to safety!**

Car Seat Safety Checklist Questions	Circle answer and follow instructions.	
1. Are you the original owner of the seat?	Yes – Continue	No – <b>Destroy Car Seat</b>
2. Does the seat have a label with the date of manufacture and the model name/number?	Yes – Continue	No – <b>Destroy Car Seat</b>
3. Is the car seat expiration date one year or more from now?	Yes – Continue	No – <b>Destroy Car Seat</b>
4. Has the seat been recalled for a safety defect?	Yes – Continue to #4b	No – Continue to #5
4b. Has the defect been remedied?	Yes – Continue to #5	No – <b>Destroy Car Seat</b> or Remedy then Continue
5. Has the seat been involved in any vehicle crash (even a minor one)?	Yes – <b>Destroy Car Seat</b>	No – Continue
6. Are there any cracks, bends, or breaks in the plastic shell?	Yes – <b>Destroy Car Seat</b>	No – Continue
7. Is the metal frame rusted, bent or broken?	Yes – <b>Destroy Car Seat</b>	No – Continue
8. Do you have a copy of the manufacturer's instructions?	Yes – Include printed instructions with item, then Continue	No – Include website URL or QR Code to access instructions, then Continue
9. Does the seat have all of its parts including harness straps, harness clip, seat cover, tether, padding, shield and bolts?	Yes – Continue	No – <b>Destroy Car Seat</b> or Obtain replacements, then Continue
10. Are the harness straps worn or frayed and/or have the straps ever been washed in a washing machine?	Yes – <b>Destroy Car Seat</b> or Obtain replacements, then Continue	No – Continue
11. Have the car seat and/or straps been cleaned only per the manufacturer's instructions?	Yes – Continue	No – <b>Destroy Car Seat</b> or Contact Manufacturer to verify integrity has not been compromised, then Continue
12. Does the buckle or any other metal part show signs of rust?	Yes – <b>Destroy Car Seat</b> or Obtain replacements, then Continue	No – Continue
13. Is the car seat clean with no visible stains, holes, or tears?	Yes – Continue	No – Clean and repair or <b>Destroy Car Seat</b>
14. When buckled, does the mechanism lock securely and remain locked when in use?	Yes – Complete bottom portion to consign car seat	No – <b>Destroy Car Seat</b> or Obtain replacements then complete bottom portion to consign car seat

## In order to sell a car seat please read, verify and sign the following:

I am the original owner of the car seat that I am selling through Just Between Friends Children's Consignment Sales Event and verify that it has never been in an automobile accident, has not been broken in anyway, has all of its parts, contains the identification label and is 1 year or more from expiration. I verify that the car seat has not been recalled to the best of my knowledge and if so, has been corrected to meet Motor Vehicle Safety standards. I verify that the car seat has all its harness straps, harness clip, seat cover, padding, shield and bolts and that the locking mechanism locks securely.

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Print Consignor Name

\_\_\_\_\_  
Consignor Number

# Consignor Crib Checklist - One for each crib consigned

1	Was the crib manufactured on or after June 28, 2011?	<input type="checkbox"/> Yes – continue to 4	<input type="checkbox"/> No – continue
2	Was the crib manufactured between July 23, 2010 and June 28, 2011?	<input type="checkbox"/> Yes – continue to 2b	<input type="checkbox"/> No – continue to 3
2b	Do you have a certificate of compliance from the crib manufacturer or original crib retailer?	<input type="checkbox"/> Yes – attach a copy to this form and continue to 4	<input type="checkbox"/> No – obtain a certificate of compliance or DESTROY
3	Was the crib manufactured before July 23, 2010?	<input type="checkbox"/> Yes – DESTROY	<input type="checkbox"/> No – answer questions 1-2b and continue
4	Is the date of manufacture on the crib?	<input type="checkbox"/> Yes – continue	<input type="checkbox"/> No – DESTROY
5	Has the crib been recalled?	<input type="checkbox"/> Yes – continue to 5b	<input type="checkbox"/> No – continue to 6
5b	Has the crib had the manufacturer approved recall fix?	<input type="checkbox"/> Yes - continue	<input type="checkbox"/> No – acquire the fix or DESTROY
6	Do you have a copy of the manufacturer's instructions?	<input type="checkbox"/> Yes – continue	<input type="checkbox"/> No – obtain instructions
7	Does the crib have all of its original parts?	<input type="checkbox"/> Yes – continue	<input type="checkbox"/> No – obtain all parts or DESTROY
8	Do you know the history of the crib?	<input type="checkbox"/> Yes – USE CRIB!!	<input type="checkbox"/> No – DESTROY

Consignor Name \_\_\_\_\_ Cons. # \_\_\_\_\_

Date on Crib \_\_\_\_\_

Model # \_\_\_\_\_ Serial # \_\_\_\_\_

In order to sell a crib, please read and sign the following:

\_\_\_\_ I am the owner of the crib that I am selling through Just Between Friends Children's Consignment Sales Event and verify that the crib was not manufactured prior to July 23, 2010. I have attached an original copy of the manufacturer or retailer's certificate of compliance if the crib was manufactured between July 23, 2010 and June 28, 2011. I verify that the original manufacture date is on the crib.

Signature \_\_\_\_\_

Date \_\_\_\_\_