

YOUR GUIDE TO Selling with JBF in Puyallup



HELPING FAMILIES SAY *yes!*
Spring Sale
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



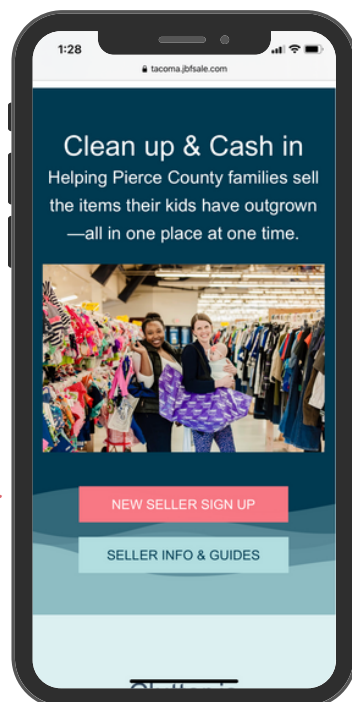
Drop Off

1st: Sign Up to Sell

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

2nd: Schedule Your Drop Off Appointment

Drop Off Appointments open at 8am on Wednesday, January 1 and are unavailable after 5pm on Thursday, March 13.



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 one 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

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 Spring/Summer clothing and shoes at our March sale. Most Shoppers prefer items that are no more than 5 years old. Sell toys, books, infant items, etc. that are popular right now - they will sell well!

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. **Visit safety.jbfsale.com** to check each of your items before you sell.



Safety Waivers Required for all Cribs & Car Seats

Scroll down for waiver forms

STEP #3 Price



Shopper-Focused Pricing

Ask yourself, "What price would make me buy this item without hesitation...and brag about my bargain to friends?"

Brands	JBF Clothing Price	Pricing Non-Clothing Items	
Value: Old Navy, Jumping Bean, Garanimals (Bundling Encouraged)	\$3-5	Toys Books Baby Gear Furniture Electronics Strollers + Joggers Sporting Goods	 Price a little higher for: <ul style="list-style-type: none"> • new with tags • hot selling • like-new • large toys
Standard: Cat & Jack, Carter's, Gap, H&M, ZARA, Nike, Under Armor	\$4-12	60-80% off retail	Price a little lower for: <ul style="list-style-type: none"> • infant clothing • light weight clothing • maternity
High Value & Boutique: Kyte, Posh Peanut, Kickee, Little Sleepies, Patagonia, The North Face	65-75% off retail	Want to SELL Even MORE? Choose to REDUCE, which allows your items to sell at 50% off during discount 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!



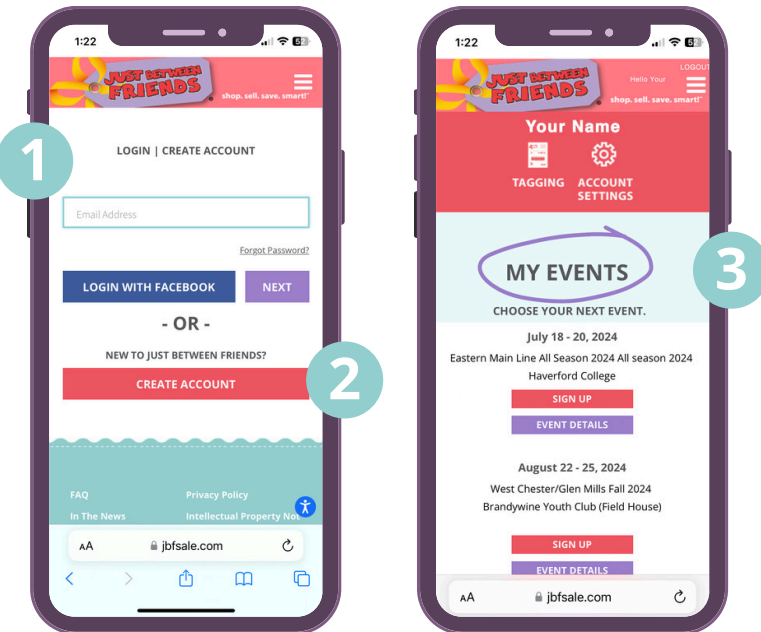
The Power of \$.50

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



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:

137874867
A123BCD
\$4.50
Shoes - Girls
05/22/2024
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 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

TAG LIMITS

- No more than 5 of the exact same item
- 5 total Blankets/ & Bedding tags
- 5 Kid Room Decor tags

- 100 books (kid only)
- 5 DVDs/BlueRay
- 5 Plush (must Donate)
- Puzzles/Games in original boxes only

- 5 soft-soled (crib) shoes and 5 shoes sizes adult 7-8 (no shoe limit otherwise)
- 5 total socks & underwear tags
- 5 total accessory tags
- 10 Maternity clothing
- 100 total clothing tags sizes NB-18mo

TAGGING ESSENTIALS

1. **Tag is attached securely** (won't fall off)
2. **If zip-tying a tag, re-enforce hole with tape**
3. **All pieces secured together** (won't easily separate)



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.*

Bundle socks/tights, underwear, infant hats/mittens in clear self-sealing bags. **Limit 5 bags per Seller.**

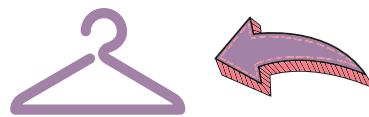
TAG LIMITS

- 100 tags NB-18mo
- 10 Maternity
- 5 tags bagged socks, tights, underwear
- 5 tags accessories
- 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 (hair items, scarves, belts, ties, sunglasses, hats, jewelry, kid purses & wallets)

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.

Sun & Swim Hats

No limits on sun or swim hats during our March event. These will be hung near SWIMSUITS (not placed with regular accessories).



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 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

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 for JBF in Puyallup

Monday March 17 & Tuesday March 16
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



HELPING FAMILIES SAY *yes!*



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!

Get
Tickets



Unsold Items Donated to Charity

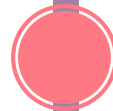
Are distributed to help local families through our Charity Partner, The Wishing Well. You'll receive a donation receipt for tax purposes.



Presale Shopping

Wednesday | Mar 19

Staggered Seller Shopping Times, you'll choose your Presale Tickets when you schedule your drop off appointment



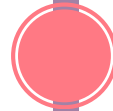
Public Shopping

Wed | Mar 19 | Prime Time

Thur | Mar 20 | 8am-8pm

Fri | Mar 21 | 10am-7pm

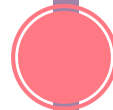
Sat | Mar 22 | 8am-2pm



Half Price Presale

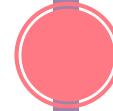
Saturday | Mar 22

3pm-8pm for each Seller plus 1 Guest. Claim your Presale Tickets when you schedule your drop off appointment



Public Half Price Day

Sunday | Mar 23 | 8am-2pm



Bargains & Blessings

Monday | Mar 24 | 9-10am

Fundraiser stuff-a-bag sale benefiting The Wishing Well



Seller Pick Up

If items are not donated

Sun/Mon | March 23 & 24

Pick up by appointment



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

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

Spring/Summer clothing & accessories only.
NOTE: maternity denim jeans/shorts don't need a hanger; they will be folded on tables

Easter, 4th of July
Kids dress-up & make-believe

Sandals, flip-flops, croc-style, dress shoes, sneakers, crib shoes, tennis shoes, water shoes, cleats, dance, rain boots

Water sports, Spring/Summer/Fall sports, Outdoor Play: sidewalk chalk/jump ropes/kites

Easter & 4th of July decor, fitness items
Household items incl. decor & kitchenware

OCTOBER SALE

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

Fall/Winter clothing & accessories only.
NOTE: maternity denim jeans do not need a hanger; these will be folded on tables

Halloween costumes
Christmas, Valentines, Easter, St. Patty's

Snow boots, slippers, dress shoes, sneakers, crib shoes, cleats, dance, rain boots, croc-style, slides (no sandals or flip-flops)

Snow sports, Fall/Winter/Spring Sports
No water or swim-related sporting goods

Christmas & Halloween decor, fitness items
Household items incl. decor & kitchenware

CLOTHES

Limit 100 tags sized NB-18mo
Limit 5 socks/tights/underwear
Limit 5 total accessories
(Please HANG ALL CLOTHING)

MATERNITY

Limit 10 maternity clothing
(Accessories welcome)

HOLIDAY & DRESS-UP

SHOES

Limit 5 soft-sole (crib) shoes
Limit 5 total adult sizes 7-8
NO sizes bigger than adult 8

SPORTING GOODS

MOMMY MART

Limit 5 household items only

NON-SEASONAL ITEMS

TOYS & GAMES

Limit 5 plush/stuffed toys only
No recalled items

Good condition/working. Batteries included. All pieces/parts required. Very clean.
No mixed bags of toys (must all be same type). **No** free toys from fast food restaurants.
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. **No** dollar store puzzles. **No** mixed craft bags.

BOOKS

Limit 100 total book tags: Children's and youth books only **No** parenting books please
No homeschool or school curriculum in March/Oct, curriculum supplies welcome in August
No individual mini board books, dollar store board books, freebies from McD's or Chick-fil-A

MOVIES & VIDEO GAMES

Limit 5 Movies (DVDs and BlueRay)
Children's and youth movies/games rated G, PG, PG-13 (**No** R or M ratings)
Must be in good condition, no scratches **No** VHS please

BABY GEAR

No recalled items
No breastpumps (accessories ok)

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. (**No** yellowing bottles/nipples/pacifiers.)
Waivers Req'd cribs & car seats

BEDDING & ROOM DECOR

Limit 5 bedding/textile items
Limit 5 room decor items

Crib, Toddler, Twin, Full sized items only (**No** 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

CLOTHES:

No stained, dirty, holes, smell, smoke, pet hair, women's brands

SHOES:

No dirty, scuffs, holes, smell, smoke, pet hair

GEAR & TOYS:

No recalled, broken, essential missing parts, without batteries, dirty

GAMES:

No missing pieces, no batteries, not working

OTHER:

No items designed for adults



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.

MATERNITY CLOTHING



10 Tags

BOOKS

No parenting or curriculum books please



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



5 Tags

Only limited in the biggest and smallest sizes:

Limit 5 tags in soft-sole crib shoes

Limit 5 tags in adults size 7 & 8 (no larger shoes please)

All other shoe sizes are unlimited.



Party Supplies only at
our MARCH event please

NEW!

NEW!

NEW!

SAFETY Matters

JBF SAFETY STANDARDS



See
Waivers
on
Next
Pages



CAR SEATS: WAIVER REQUIRED

All Car Seats must be checked for recalls before selling at JBF.

A completed **Car Seat Waiver is required** for all car seats, booster seats, and bases.

CRIBS: WAIVER REQUIRED

All Cribs made before **June 28, 2011** are no longer considered safe for infants.

For cribs manufactured on or after this date: a completed **Crib Waiver is Required.**



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.

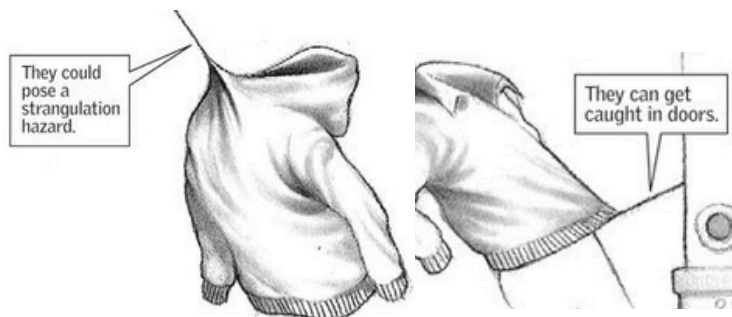
HELP STOP TIP OVERS



All furniture over 27-inches will be sold with safety straps to anchor furniture to the wall safely.

We will provide safety straps for your items when you drop it off at the JBF sale.

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 (sizes 2T-16).

Upper Outerwear **NECK** Drawstrings should be removed completely (sizes 2T-12).

See all Recalls & Safety Guidelines at safety.jbfsale.com

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 – Destroy Car Seat
2. Does the seat have a label with the date of manufacture and the model name/number?	Yes – Continue	No – Destroy Car Seat
3. Is the car seat expiration date one year or more from now?	Yes – Continue	No – Destroy Car Seat
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 – Destroy Car Seat or Remedy then Continue
5. Has the seat been involved in any vehicle crash (even a minor one)?	Yes – Destroy Car Seat	No – Continue
6. Are there any cracks, bends, or breaks in the plastic shell?	Yes – Destroy Car Seat	No – Continue
7. Is the metal frame rusted, bent or broken?	Yes – Destroy Car Seat	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 – Destroy Car Seat 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 – Destroy Car Seat 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 – Destroy Car Seat 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 – Destroy Car Seat 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 Destroy Car Seat
14. When buckled, does the mechanism lock securely and remain locked when in use?	Yes – Complete bottom portion to consign car seat	No – Destroy Car Seat 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