

# YOUR GUIDE TO *Selling* with JBF Norman, OK



## 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**



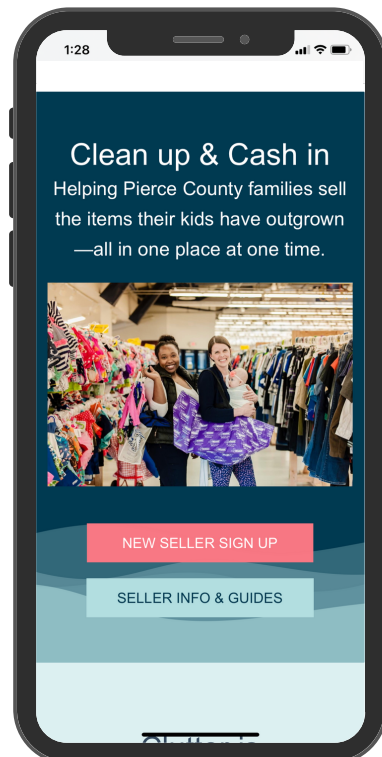
**Prep**



**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 Norman sale earn 60% on sold items.

Consign + do one shift and earn 70%.

Sellers who choose SmartPay for their payment option (in-store credit to use at future Norman JBF sales) earn an extra 10%.

**Fees:** Each sale, there is a \$10 fee per Seller. The fee will automatically be deducted from your check.

**Method:** Sellers receive an eCheck via email within 15 days after each sale. eChecks are printed at home and deposited like a regular check.

**Questions?** Please email [jennyoconnor@jbfsale.com](mailto:jennyoconnor@jbfsale.com)

# 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
- gliders + rockers
- boppies + monitors

### Closets

- sheets + towels
- diapers + new supplies
- step stools + sleeping bags
- baby + kids blankets

### Playrooms

- puzzles + games
- dress up + costumes
- instruments
- gaming chairs + systems

### Bathrooms

- diaper disposal systems
- bath toys + supplies
- baby bathtubs

### Feeding supplies

- dishes + utensils
- sippy cups + boosters
- safety items



## Have any of these hot-selling items?

### Baby Equipment

- exersaucers + swings
- pack-n-plays
- highchairs + bumbos
- walkers
- bouncy seats

### Furniture

- toddler beds
- cribs + bassinets
- dressers + desks
- changing tables

### Outdoor & Large toys

- bikes + trikes
- scooters + skates
- ride-on toys
- playhouses
- battery operated vehicles
- spring horses
- sporting goods

...check the garage



# 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 warm weather clothing and shoes at our Spring/Summer sale. Sell cold weather items at our Fall/Winter sale. Shoppers love current styles that are in fashion.

### 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 **jbfsale.com** for you to check each of your items before you sell.



**Safety Waivers Required** for all Cribs & Car Seats

# 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   | <br>Price a little higher for:                                      |
|---|--------------------------|--|--|
| <b>Value Bundles:</b><br>Old Navy,<br>Jumping Bean,<br>Garanimals<br>(Bundling Encouraged)                  | <b>\$3-5</b>             | Toys<br>Books<br>Baby Gear<br>Furniture<br>Electronics<br>Strollers + Joggers<br>Sporting Goods                          | <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><br>Cat and Jack, Carter's,<br>Gap, H&M, ZARA,<br>Under Armor, Nike                         | <b>\$6-12</b>            | <b>60-80% off retail</b>   | Price a little lower for: <ul style="list-style-type: none"> <li>• infant clothing</li> <li>• light weight clothing</li> <li>• single items</li> </ul> |
| <b>High Value &amp; Boutique:</b><br>Kyte, Posh Peanut, Little Sleepies, Kickee, The North Face, Patagonia, | <b>65-75% off retail</b> | <b>Want to SELL Even MORE?</b><br>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!



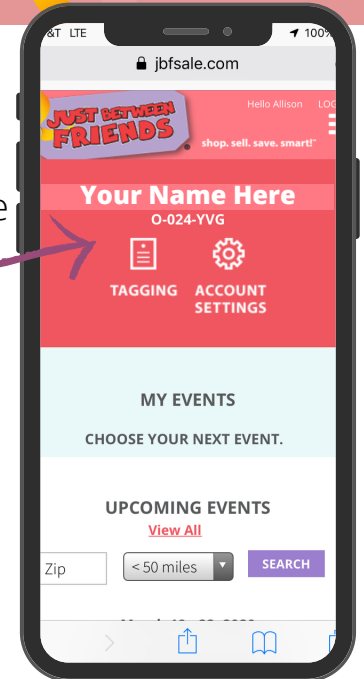
# STEP #3 Price



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



Item Description\* 2pc Baby GAP navy blue hoodie and joggers

Price\* 3.50

Category Clothing-Girls

Size 18 mo

Reduce ☒

Donate ☒

Quantity\* 1

## 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

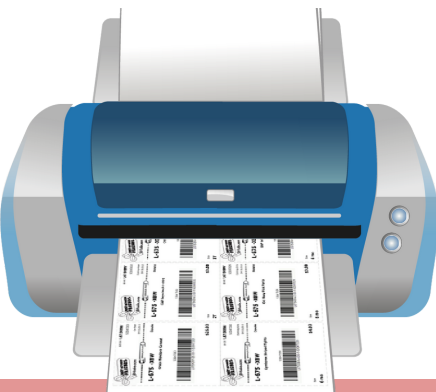
## TIP! Talk-to-Text

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.



Questions? Please email [jennyconnor@jbfsale.com](mailto:jennyconnor@jbfsale.com)

# 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. There is a 300 item limit.

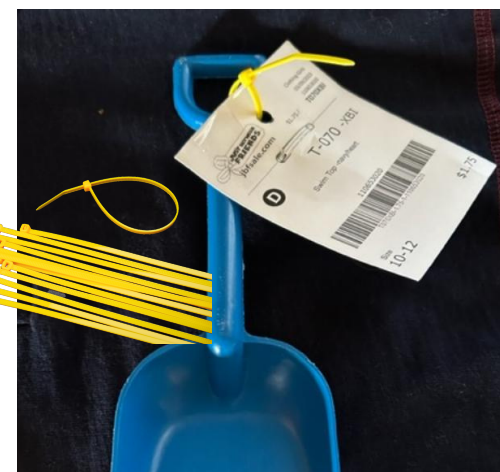
### Gather these supplies:

- white card stock
- safety pins or tagging gun
- plastic hangers
- scissors
- clear ziploc bags
- clear tape & painter's tape
- hole punch
- zip-ties

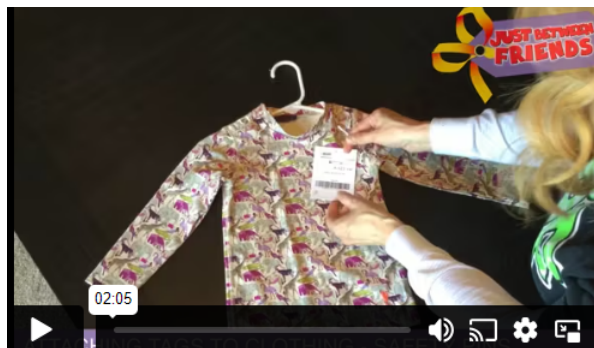


## ATTACHING TAGS

- Make sure tag is attached securely so it won't fall off.
- Secure all pieces together so they won't separate & always tape bags closed
- Hats and Accessories: Attach the tag directly to the fabric with a safety pin
- ZIP-TIE tags directly to toys - this is one of the easiest and most secure ways to attach a tag



# STEP #4 Prep



## CLOTHING

Watch all JBF prep videos [HERE](#)

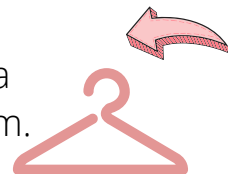
The best way to learn is to take a few minutes to watch our videos.

We promise it will make everything easier!



### Hanger Direction

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



ALL clothing must be on hangers. We require **plastic** hangers. Attach JBF tag with safety pin or tagging gun.



### Hanging pants or shorts to hanger

Must be attached to the TOP of the hanger.

Go through the MIDDLE of BOTH areas of the waistband to keep the pants from gaping and sliding to the bottom.

Clip hangers are also great - you can sometimes get them free from dept. stores



### Tagging Gun - [SEE TAGGING GUN GUIDE HERE](#)

Only puncture the garment tag or an inside seam so that you do not damage the fabric.



# STEP #4 Prep



## Hang the following items on hangers:

- Receiving Blankets/Sheets
- Swaddles
- Changing Table Covers
- Mattress Protectors
- Towels



## Accessories

Use clear bags to bundle sets of socks, bows, accessories, and infant items. Display neatly so shopper can see well.

Tape JBF tag inside or outside so it's easy to see and tape bag closed.



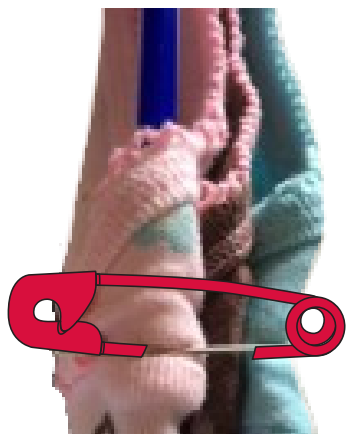
## SHOES

Hole-punch your tag and use a zip-tie to secure shoes and tag together. For shoes that can't be zip-tied, use a safety pin or place in clear bag. Most shoes have a spot to zip-tie – get creative.

**Remember** to reinforce the top of the tag with tape before you hole punch

## 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.



Use a pant hanger to bundle multiple onesies, pjs or pants together.

## STEP #5

# Drop Off

JUST BETWEEN  
FRIENDS



### You did it!

Now that your items are tagged, you'll want to pack items and **organize by type & size**, so that Drop Off is easy and fast.

**Sellers must reserve a drop off time**  
**Links will be emailed after you register**

**DROP OFF: Feb 8 & 9**  
**Cleveland County Fairgrounds**  
**615 E Robinson**  
**Norman, 73071**



**1**

Plan for 60-minutes to drop off your items. Longer if you have over 250+ items. When you arrive at the Cleveland County Fairgrounds you will enter through the FRONT of the building (facing Robinson) to check in. Once you have checked in, you may use a rolling rack and enter/exit through the back door to load in your items.

**2**

After check in, your first stop will be clothing inspection. Leave your clothing items with inspectors, then place all of your non-clothing items where they belong on the sales floor. You will drop off large yellow ticket items across the parking lot in the second building.

**3**

We will text you after your clothing is inspected, so have your cell phone handy. You will hang your clothing in size/gender on the racks.

*That's It! You're Done!*

# During the Sale

**JUST BETWEEN  
FRIENDS**



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**

Items are distributed to help  
local families through our  
Charity Partner, Agape  
Baptist Church. You'll receive  
a donation receipt for tax  
purposes.

**Sat Feb. 10 - Sat Feb. 17**

## **Presale | Sat Feb. 10**

**9am:** 20hr Team

**10am:** 8hr Team

**11am:** 4hr Team

**12pm:** Consignor Shop

**2pm:** Prime Time Shop

*No kids during the presales.*

*Nursing infants under 12 mo. allowed.*

## **Public Shopping**

**Sun Feb. 11** | 12pm-8pm

**Mon & Tues Feb. 12 & 13** | 10am-8pm

**25% off Thurs Feb. 15** | 10am-4pm

## **50% Off Presale | Thurs Feb. 15**

**4pm:** Team

**5pm:** Consignor

**6pm:** Public - \$5 Ticket

## **Public 50% Off Shopping**

**Fri Feb 16** | 10am-8pm

**Sat Feb 17** | 10am-1pm

*Free admission!*

## **Seller Pick Up | Sat Feb. 17**

7:00pm-8:30pm

*items left after 8:30pm will be  
automatically donated*