

YOUR GUIDE TO Selling with JBF OLYMPIA

**JUST BETWEEN
FRIENDS**

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



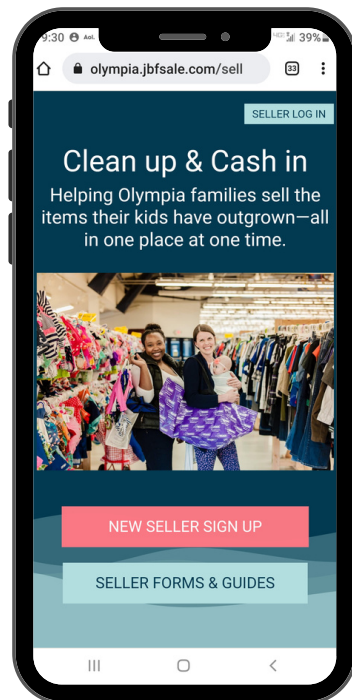
Prep



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 Olympia sale earn **60% on sold items**.

Fees: Each sale, there is a **\$20 fee** per Seller. The fee will be waived for consignors who mark ALL of their items to DONATE (if unsold). Your Seller Fee gives you +1 Guest access to the PreSales!

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/jbfoly sellers](https://www.facebook.com/groups/jbfoly sellers)

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 warm weather clothing and shoes at our Spring/Summer sale. Sell cold weather items at our Fall/Winter sale. Most shoppers prefer items that are less than 5 years old. To sell more....Tag, books, toys, infant items that are popular 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 jbfsale.com for you to check each of your items before you sell.



Safety Waivers Required for all Cribs & Car Seats

Click [HERE](#) for Safety Guide, which includes waivers to print out.

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

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?" **We advertise to shoppers that they will find items at 50-90% Off of retail pricing at JBF Olympia. Please price your items AT LEAST 50% OFF of retail prices.**

Retail Price	JBF Clothing Price	Pricing Non-Clothing Items	
less than \$10	\$1-2 Value Brands: Cherokee, Circo, Faded Glory, Garanimals	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
less than \$20	\$3-6 Standard Brands: Carter's, Old Navy, Children's Place, Nike	60-80% off retail	Price a little lower for: <ul style="list-style-type: none"> • infant clothing • play clothes • good condition • maternity
more than \$20	65-75% off retail Boutique Brands: Crewcuts, Mud Pie, Tea Matilda Jane, Boden	Want to SELL Even MORE? 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!

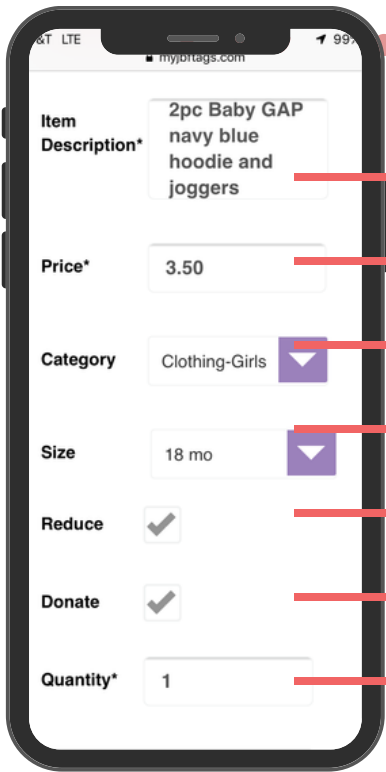
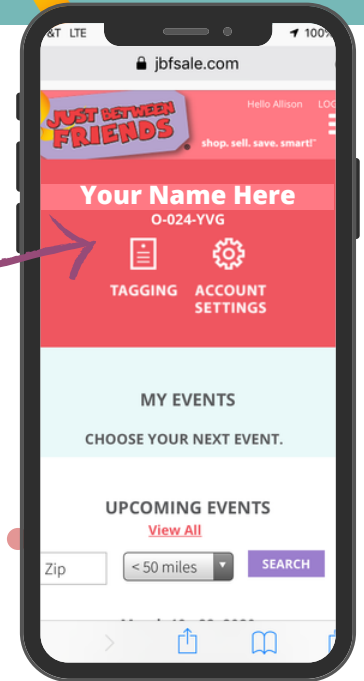
STEP #3 Price



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. <https://olympia.jbfsale.com/how-to-sell>
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

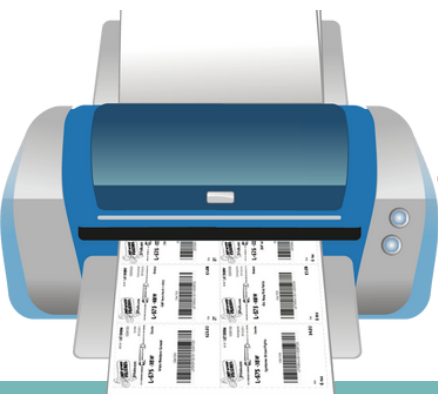
TIP! Talk-to-Text

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 smoother.



Gather these supplies to make your prep faster:

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

TOYS & GEAR

Two Essentials:

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



STEP #4 Prep



LIMITS

- 250 Total Tags (hanging)
- 10 bagged clothing
- 10 bagged accessories
- 10 Maternity
- 10 Junior Girls (0-11)
- 10 Teen Boy Brands

CLOTHING

Hanging & Tagging Clothing

Put most clothing on a hanger (you provided your own hangers). ***Please use PLASTIC hangers.** Attach JBF tag with safety pin or tagging gun. **250 Tag Limit (hanging clothing)**

Bagged Clothing: Bundle 0-12M Onesies & Sleepers, Socks, Tights, Underwear in clear self-closing baggies. **LIMIT 10 bags**

Accessories: Hats, Hair Accessories, Ties, Belts, Purses & Wallets, Sunglasses, Infant Mittens, Swaddlers. These can be bundled & bagged too! **LIMIT 10 TAGS**



Hanger Direction

Be sure the hanger hook opens to the left, like a question mark. Attach JBF tag through an existing tag or seam (preferably on the right side of the item as you are looking at it).

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 through the existing garment tag or an inside seam so that you do not damage the fabric.



STEP #4 Prep



Bundling in Bags

Multiple onesies or Sleepers—that are all the same size—can be folded neatly and placed in a bag. Attach tag directly to the bag or put tag inside. Tape bag closed, shopper can have an employee open it for inspection. **Only bundle and bag onesies & sleepers for sizes 0-12 Months. These can be hung as well.**



Accessories

Use clear bags to bundle sets of socks, hair accessories, infant mittens and hats. Display neatly so shopper can see well. Attach tag directly to the bag or put tag inside. Tape bag closed, shopper can have an employee open it for inspection.



Hats

Simply attach JBF tag to hats using a safety pin or tagging gun. No need to use a bag. You could use a bag if you are selling multiple infant hats.



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.

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 Olympia

SATURDAY, MARCH 2ND & SUNDAY, MARCH 3RD

BY APPOINTMENT ONLY

[HTTPS://JBFSEATTLEOLYMPIA.REGFOX.COM/OLYSPRING2024SELLER](https://jbfseattleolympia.regfox.com/olympia2024seller)

1

Plan for 60-minutes to drop off your items. Longer if you have 250+ items to drop off. Drive to...Park...Enter...and **Check In**. Grab a rolling rack.

2

Your first stop will be Clothing Inspection. Leave your clothing items here while you stop by drop zones for inspections of toys, shoes, baby equipment area. You will place all of your non-clothing items where they belong on the sales floor or drop zones. Then, return to Clothing Inspection to pick up your items. You'll hang all clothing in gender/size areas on the racks.

3

All items that a child sits in, is carried in, or sleeps in will be inspected at our Safety & Recalls Station. All items need to be fully assembled.

4

For your Large Items, you will attach a yellow ticket to the items which makes it easier for shoppers to purchase your items during the sale.

That's It! You're Done!



ITEM LIMITS

BRING ONLY YOUR BEST ITEMS TO HELP US GIVE JBF SHOPPERS A GREAT EXPERIENCE!

HANGING CLOTHING

Infant - big kid size 18




250
tags

Junior Girls 0-11 (XS-L)
Boy Teen Brands (S-L)



10
tags

Maternity



10
tags

BAGGED CLOTHING

0-12M Onesies & Sleepers, Socks, Tights,
Underwear ONLY (Hang all other items)



10
tags

ACCESSORIES

Hats, Hair Accessories, Ties, Belts, Purses &
Wallets, Sunglasses, Infant Mittens, Swaddlers

10
tags

BEDDING

& Blankets



5
tags

KIDS ROOM DECOR



5
tags

SHOES

ONLY Limited in the Biggest & Smallest Sizes:

Infant Sizes 4 & Under

Adult Sizes 7 & Up

ALL Other Shoes Sizes are UNLIMITED



5
tags

BOOKS



100
tags

MOVIES

DVDs & BluRay ONLY - No VHS



5
tags

JUST BETWEEN FRIENDS

What We Accept

CLOTHING, ACCESSORIES & SHOES | SPRING 2024

Yes!

CLOTHING

250 tag limit

Infants to Size 18 for Girls and Boys | Junior Girls: Sizes 0-11 & Boy Teen S-L

Think Sunshine! Lighter weight fabrics (like cotton), in light colors. Unlined clothing.



Spring/Summer short sleeves & onesies, tank tops, skirts, dresses, shorts, rompers, jeans, leggings, capris, pjs, button-up cotton cardigans, athletic pants, swimsuits, and swim shirts. Long sleeve shirts/onesies ok.

Hoodies, lightweight jackets, jean jackets, raincoats

LIMIT 10 (tags): BAGGED (0-12m) onesies, (long and short sleeve) & sleepers. If hung, these items will be part of the 250 tags

Seasonally appropriate school uniforms for area schools. Toddler Sized Dress up Costumes. Dancewear/Gymnastics Leotards. Holiday/wedding outfits and team sports wear that would be worn between March and September:

(Easter, Independence Day, Memorial Day, First Communion, dressier clothing for Spring/Summer weddings & Fan Teamwear (Mariners, Seahawks, Sounders, etc)



SPRING LIMITS - Bring your BEST 250 (Tags) hanging clothing max per/consignor

JUNIORS: Girl Juniors/teens. Sizes 0-11. LIMIT 10 (tags) Focus on brands such as Abercrombie, Hollister, H&M, Nike, Under Armour, Pink, Miss Me, Lululemon, & other current mall brands that teens wear. No women's/men's brands or styles.

MATERNITY: LIMIT 10 (tags) All Seasons (must be maternity brands). Focus on brands such as Ann Taylor, Liz Lange, Motherhood Maternity, Mimi, Old Navy/Gap, Pea in the Pod and boutique brands. No ladies brands or styles.

ACCESSORIES

10 tag limit



Socks, lightweight tights & leggings, ties, belts, hair bows, hats, swaddles/sleep sacks.

LIKE-NEW SHOES

5 tag limit for
 Sizes: Infant 4 & under
 Adult 7 & up

ALL SIZES ACCEPTED



Dress & casual shoes, sneakers, sandals, rain boots, crocs., dance shoes & cleats, water shoes, flip flops, slippers.

DO NOT BRING:



CLOTHING: ADULT SIZE CLOTHING, handmade items, souvenir shirts or shirts from local inner-city sports teams/churches, winter coats/snow pants, Halloween, Christmas, Holiday/Winter themed, outdated (5+ years old). Items with stains, rips, excessive wear, odor/pet hair, or excessively overpriced. **JUNIORS:** No women clothing, brands. **MATERNITY:** Non-Maternity Brands, Outdated Maternity Styles. **ACCESSORIES:** Winter accessories or winter hats/mittens. No USED, or out of manufacturer package (even if unused) underwear. **SHOES:** Dirty, obvious wear & tear (soles too), winter boots, not appropriate for children (adult styles)

JUST BETWEEN FRIENDS

What We Accept

EVERYTHING ELSE | SPRING 2024

Yes!

These are examples of what we accept in categories that are not clothing, shoes and accessories.

Games, puzzles, big kid electronics, video consoles & accessories, NEW arts & crafts, musical instruments, sporting goods



Girl/boy/infant toys, LEGO, Fisher Price, Little People, licensed character toys/stuffies, Squishmallows, little kid electronics, Leap Frog/Pads



Diapers & diaper covers, potty time, safety, Bumbos, feeding time, pregnancy pillows, crib accessories, bathing (bathseats ok/no bathtubs)



Baby carriers, diaper bags, children's backpacks/suitcases, lunch boxes, costumes & dress-up, seasonal & dance



Strollers, accessories, and shopping cart covers



CAR SEATS & BASES: Must have 1 full year of use prior to the expiration date. **ALL** car seats and bases must include a signed waiver, the instruction manual and be free of recalls. Items must be clean.

Floor toys & Baby Equipment



Books appropriate for children/teens, DVD/BluRay (G, PG, PG-13)



TAGS LIMITS
Books: 100
Movies: 5

AND SO MUCH MORE!

Please include **working batteries**, and ensure that **all** pieces/parts are present, and items are clean & safe.

KEEP IN MIND THE THREE Cs
Items should be **CLEAN, COMPLETE & CURRENT!**

THINGS WE CANNOT ACCEPT:

NEW or USED jewelry teethers. USED nipples, mesh feeders, or pacifiers out of manufacturer packaging. Electric breast pumps. Expired/recalled or marked "not for resale" formula. Excessively outdated/vintage books, encyclopedias, books for adults, scrapbook items, USED activity books, homeschooling books. VHS Tapes, CDs, cassettes, computers (desktop/laptop), TVs, Monitors, DVD/VHS players, NO rated R or adult content movies or video games. Happy meal toys, bagged items of unlike toys, games/puzzles in baggies, generic stuffed animals. Crib bumpers, Queen/King bedding. Mattresses larger than Twin, crocheted/handmade quilted blankets. Crib bedding sets. Rooms décor not specific for a baby-teen. Drop-side cribs regardless of the year. Cribs manufactured before 6/28/11. Any baby gear item without a manufacturer tag. Inclined infant sleeping device/gear. Infant loungers. Bathtubs. Cribs, carseats, bases, booster seats that do not have a completed JBF waiver. Handmade or hand altered (painted) items. Recalled or deemed unsafe, hand altered & dirty items will be returned to you upon inspection. **NO mommy mart**

STOP

Shopping Schedule



MARCH 2024 • OLYMPIA

SATURDAY

MARCH 2

SUNDAY

MARCH 3

TUESDAY

MARCH 5

WEDNESDAY

MARCH 6

THURSDAY

MARCH 7

FRIDAY

MARCH 8

SATURDAY

MARCH 9

SUNDAY

MARCH 10



Fast Pass, 400+ Item Sellers, Valet, Express Drop Off (10am-4pm) By Appointment ONLY.



Seller Drop Off (9am-7pm) By Appt ONLY. **NO Drop Off 12:30pm-3pm**



Seller Presale (2pm-8pm)



PRIME TIME Shopping \$\$ 12pm

EARLY BIRD SHOPPING \$ 2pm



Early Shopping Groups 3pm-8p

First Time Parents

Teachers/Foster Families

Military/First Responder

Tickets required. Registers close at 8pm



First Public Day

10a-7pm



Public Shopping

10am-7pm



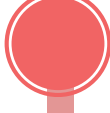
Public Shopping

10am-5pm



Seller 50% Off Presale

5pm-8pm



PRIME TIME 50% Off Shopping \$

6pm-8pm



Public Half Price Day

9am-3pm



75% Off Items Marked Donate \$

2pm-3pm



Seller Pick Up* 8pm-9pm

