

# YOUR GUIDE TO Selling with JBF OLYMPIA

JUST BETWEEN  
FRIENDS<sup>®</sup>

## 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



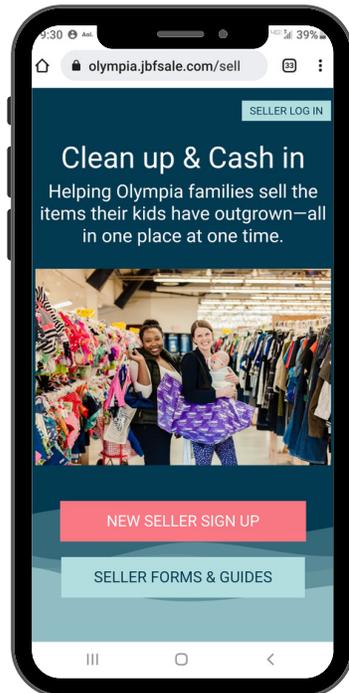
Prep



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:** A **\$15 Consignor Fee** is assessed. **The fee will be waived for consignors who mark ALL of their items to DONATE (if unsold). Your seller fee is prepaid.**

**Method:** Sellers receive an eCheck via email within 2 weeks after each sale. EChecks are printed at home and deposited like a regular check. In rare cases, Sellers chose 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/jbfolysellers](https://www.facebook.com/groups/jbfolysellers)

# 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

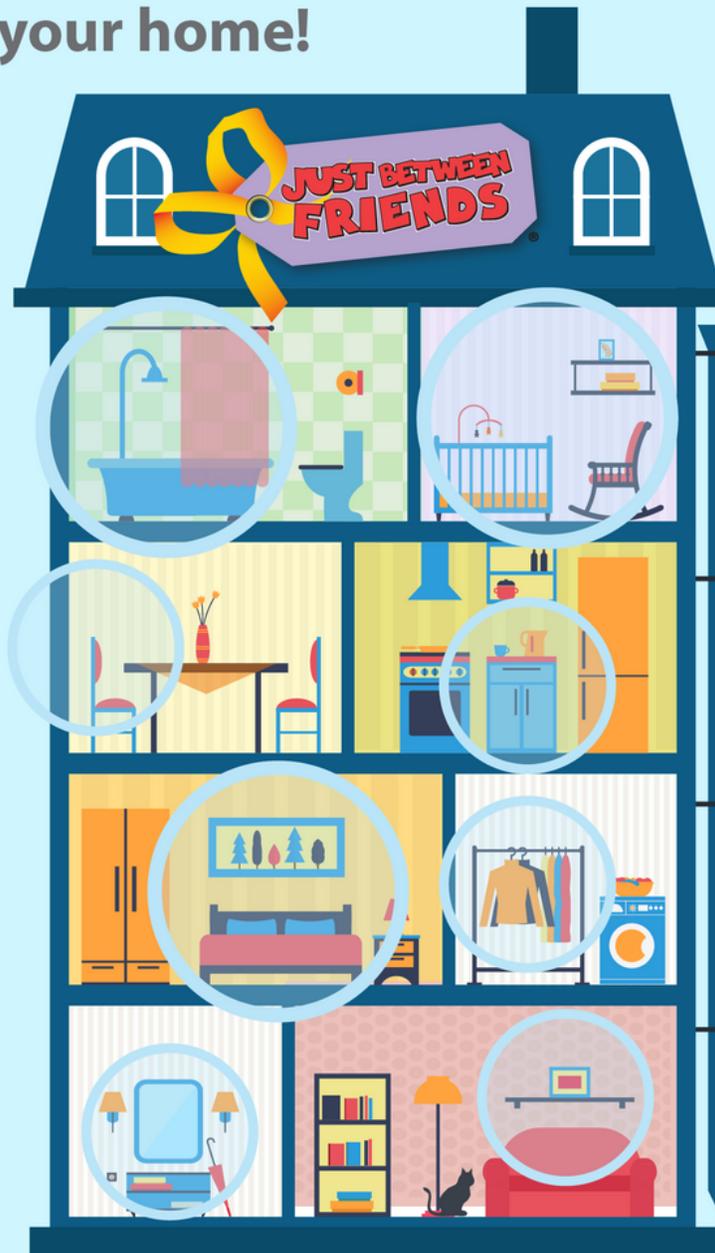
### Playrooms

- 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. 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 [jbf.sale.com](http://jbf.sale.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?" **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 <b>\$10</b>	<b>\$1-2</b> <b>Value Brands:</b> 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"> <li>• new with tags</li> <li>• hot selling</li> <li>• like-new</li> <li>• large toys</li> </ul>
less than <b>\$20</b>	<b>\$3-6</b> <b>Standard Brands:</b> Carter's, Old Navy, Children's Place, Nike	<b>60-80% off retail</b>	Price a little lower for: <ul style="list-style-type: none"> <li>• infant clothing</li> <li>• play clothes</li> <li>• good condition</li> <li>• maternity</li> </ul>
more than <b>\$20</b>	<b>65-75% off retail</b> <b>Boutique Brands:</b> Crewcuts, Mud Pie, Tea Matilda Jane, Boden	<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!

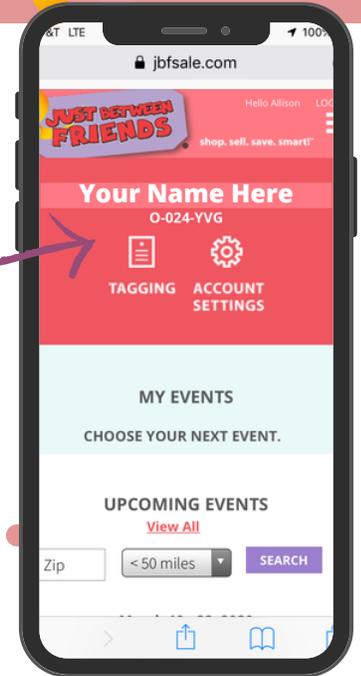
# STEP #3 Price



## 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

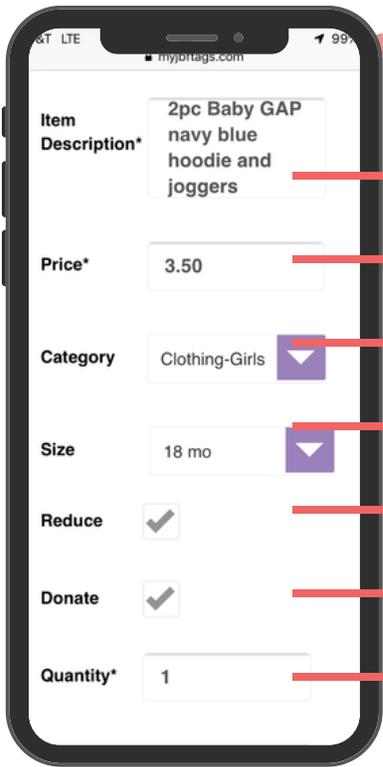
Choose the category that fits best (leave blank if you can't decide)

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



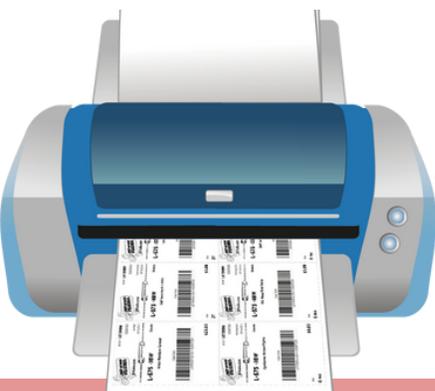
## TIP! Talk-to-Text

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



## CLOTHING

### Hanging & Tagging Clothing

Put most clothing on a hanger (you provided your own hangers). **\*Please use PLASTIC hangers.** Bundle onesies, socks, infant mittens & hats, as well as accessories in clear self-sealing bags. Attach JBF tag with safety pin or tagging gun.

### 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—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.



## 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.

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## Seller Drop Off for JBF Olympia

**SAT, MARCH 4 12PM-3PM (FAST PASS ONLY)**  
**SUNDAY, MARCH 5 9AM-6PM**  
**SCHEDULE YOUR DROP OFF APPOINTMENT**

[HTTPS://JBFSEATTLEOLYMPIA.REGFOX.COM/OLYSPRING2023SELLER](https://jbfseattleolympia.regfox.com/olympia2023seller)

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

OLYMPIA - SPRING 2023

## HANGING CLOTHING



Preemie-Juniors  
Junior Sizes (5 items)  
Maternity (10 Items)

**300**

Items

## BEDDING



& Blankets & Room Decor

**5**

Items

## NON-CHARACTER STUFFED ANIMALS



**0**

Do NOT Bring  
These Items



# 2023 SPRING/SUMMER Sale — JBF Olympia

## YES—TAG & BRING

## NO—PLEASE DON'T BRING

**CLOTHES: LIMIT 300 HANGING ITEMS** Sizes New-born—Juniors (**Limit of 5 Junior Items-popular teen brands only**). Spring/Summer: Lightweight coats, rain gear, shorts/pants/jeans, long/short sleeved shirts & onesies, pjs, swimwear, boutique. **NO Limit on Bagged Clothing Items** (socks, underwear, hats, accessories)

ADULT SIZE CLOTHING, hand made items, souvenir shirts or shirts from local inner city sports teams/churches, winter coats/snow pants, out dated (5+ years old). **Items with stains, rips, excessive wear, odor/pet hair, excessively outdated or excessively overpriced.**

**SHOES:** All Sizes. Rain boots, dress shoes, sneakers, sandals, crib shoes, slippers, sports shoes/cleats, dance, water shoes & flip flops. EXCELLENT condition & CLEAN—soles too!

Winter Snow Boots, shoes not appropriate for children (adult styles). **Dirty, obvious wear & tear (soles too).**

**MATERNITY/NURSING:** Limit 10 maternity hanging clothing items. Nursing bras/covers, Boppy, breastpumps supplies/accessories, formula

Excessive wear, outdated (5+ years old). **No breastpumps, expired/recalled or marked "not for resale" formula**

**SPECIAL OCCASION/DRESS UP:** Holiday outfits—Easter, 4th of July, Toddler Sized Dress up Costumes

Halloween, Christmas, Holiday/Winter Themed, Cosmetic and beauty supplies

**BOOKS:** Soft/fabric books, board books, picture books, easy readers, chapter books, kid's non-fiction, kids crafts, kids activity/color books, educational, kid religion books, parenting

Outdated/vintage books, encyclopedias, books for adults, books on cassette tape, scrapbook items, USED activity books, homeschooling books

**TOYS/GAMES/PUZZLES:** Toys for all ages with ALL parts/pieces & working batteries, kid/family games/puzzles with ALL pieces & original boxes; Outdoor play toys (slides, cubes, playhouses, etc), popular character stuffed animals ONLY (beanie boo & squishmallows OK too) Arts & Crafts, Party Supplies

Happy meal toys, bagged items of unlike toys, games/puzzles in baggies, **generic stuffed animals**. Recalled items that haven't been properly fixed, dirty items.

**ELECTRONICS:** DVD/Blu-Ray Rated G, PG, PG-13 in original cases, Games for Xbox, PlayStation, Wii, DS etc. Leap pad and Leap reader type systems/books, iPods, iPads, cases, other gaming systems.

VHS Tapes, CD computer games or music cassettes, computers (desktop/laptop), TVs, Monitors, DVD/VHS players, NO rated R or adult content

**SPORTING GOODS:** Bikes, trikes, scooters, bike trailers, sporting gear, roller blades/skates, life jackets, helmets, lunch bags, backpacks, water toys.

Recalled items, dirty/stained/rusty/cracked items, items with missing pieces. Outdated/vintage. No adult camping equipment.

**BABY GEAR/FURNITURE:** Pack n' plays highchairs, strollers, cribs, toddler beds, bassinets, bouncy seats, swings, gates, safety items, carseats/bases, boosters, playmats, walkers, exersaucers, bath accessories, potty seats, diaper pails, diaper bags, carriers/wraps, diapers (cloth/disposable), feeding supplies, changing tables, dressers, kid table/chairs, desks, etc., outdoor play toys. Check for RECALLS & CLEAN. ALL ITEMS MUST BE SET-UP AT DROP OFF BY CONSIGNOR.

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.**

**BEDDING/ROOM DECOR: LIMIT OF 5 ITEMS** Crib/Toddler/Twin /Full, receiving blankets, sheets, changing pads, Kid/baby room décor, crib/toddler mattress. **Must be clean, stain free, & odor free.**

Crib bumpers, Queen/King bedding. Mattresses larger than crib/toddler, crocheted/handmade quilted blankets. Crib bedding sets. Rooms décor not specific for a baby-teen.

# Shopping Schedule



MARCH 2023 • OLYMPIA

**SATURDAY**

**MARCH 4**

**SUNDAY**

**MARCH 5**

**TUESDAY**

**MARCH 7**

**WEDNESDAY**

**MARCH 8**

**THURSDAY**

**MARCH 9**

**FRIDAY**

**MARCH 10**

**SATURDAY**

**MARCH 11**

**SUNDAY**

**MARCH 12**



**Fast Pass & EXPRESS Drop Off**

(12pm-3pm) By Appointment ONLY.

Express drop off (12pm-2pm)



**Seller Drop Off** (9am-6pm)

By Appointment ONLY.



**Seller Presale** (3pm-8pm)



**PRIME TIME Shopping** \$\$ 12pm

**EARLY BIRD SHOPPING** \$ 2pm



**Early Shopping Groups**

First Time Parents 4pm-8p

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-10pm



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