



Quick Reference Guide

Selling at Just Between Friends

Getting Started:

1. Clean out the closets, drawers & garage
2. Wash clothing and check for stains/damage. Clean non-clothing items, check for missing pieces, be sure everything works properly. Check all infant gear for recalls at safety.northshore.jbfsale.com
3. Hang clothing items on hangers, bundle non-clothing items (see details below)
4. Create tags online, print, attach tags to items & pack for Drop Off

Supply List:

- 8.5x11 White Cardstock (9 tags print per page)
- Safety pins or tagging gun with fasteners
- Hangers, child-size preferred for smaller clothing
- Clear self-seal (Zip-loc) bags
- Clear packaging tape, blue painter's tape for books
- Scissors, ribbon/string, zip-ties & hole-punch
- Cleaning supplies (for toys & gear), stain remover & wrinkle releaser

Item	Examples	Prepping	Tagging
Hanging Clothing	Clothing Outfits, pajamas, dresses, coats, bathrobes, dress-up clothes, etc.	Hang on child size (or appropriate size if teen/maternity) hanger with hook facing left (like a question mark); Attach multiple items together with tagging gun or safety pins so that pieces cannot be separated. Please hang onesies.	Attach JBF tag to item's tag or seam (so that you don't put an extra hole in the item) and be sure the tag is easily seen on the front of the item (pull on tag to be sure it is secured)
Non-Hanging Clothing	Socks, bows, bibs, infant mittens & booties, gloves, hats, accessories, etc.	Attach sets of items (for example, 6 pairs socks) together with tagging gun or safety pins (be sure multiple pieces cannot be separated) and place in clear self-seal bag; Please do not tape the bag closed – our team will assist shoppers in inspecting items in bags for stains and damage	Attach JBF tag to outside of bag with clear packaging tape or attach JBF tag to items inside the bag (be sure tag is easily seen)
Shoes	Shoes, boots, slippers	Attach pair together using a zip-tie; Put infant shoes in clear self-seal bag (if unable to zip-tie)	Hole-punch JBF shoe tag over a piece of tape to strengthen hole and use zip-tie to attach
Bedding & Blankets	Bassinet/crib/twin bedding sets, quilts, blankets, receiving blankets, burp cloths, bath towels	Put bedding/crib sets together in giant clear bag (zippered bags from new bedding work well); Bundle blankets/cloths/towels with ribbon/string (be sure multiple pieces cannot be separated)	Attach JBF tag to set/bundle with tagging gun, safety pin, or string (hole-punched); Or use clear packaging tape to put JBF tag inside clear plastic bag
Bags & Baby Carriers	Diaper bags, infant carriers, backpacks, purses, etc.	High priced items may be brought to check in to get a security tag. Carriers are hung up on a hanging rack near maternity clothing.	Hole-punch JBF tag and attach it to item with ribbon or string; If item contains multiple pieces, be sure all pieces are included and list number of items on JBF tag description



Questions? Join facebook.com/groups/jbfnscsignors or go to [Consignor Details at jbfsale.com](https://ConsignorDetails.at.jbfsale.com)

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Item	Examples	Prepping	Tagging
Infant Essentials	Nursing covers/pillows, feeding items, monitors, safety items, diapering/toileting items, rattles	If item has multiple pieces use packaging tape, tagging gun, safety pins or clear self-seal bags to keep items attached together; Batteries must be included	Attach JBF tag directly to item or clear self-seal bag with clear packaging tape or hole-punch JBF tag and tie it to item
Gear & Furniture	Exersaucer, swing, high chair, changing table, crib, stroller, car seat & car seat accessories	If item has multiple pieces use packaging tape, zip-ties, or string to keep items attached together; Batteries must be included; Car seat must have at least 1 year before exp. date & have manual; No cribs made before 06/28/11	Attach JBF tag directly to item with clear packaging tape or hole-punch JBF tag and tie it to item
Toys	Ride-on toys, blocks, dolls, remote control cars, etc.	Use clear self-seal bags to keep loose/small items together; Use packaging tape, zip-ties, or string to keep items attached together; Batteries must be included.	Attach JBF tag directly to item with clear packaging tape or hole-punch JBF tag and tie it to item
Books, Games, DVDs	Books, book sets, board games, puzzles, video games, video game systems	Use clear self-seal bags or clear cling wrap (saran wrap) to hold multiple items together; Tie sets of books together and tie boxes closed with ribbon/string. Tape small items in baggies to medium sized cardboard for more security.	Attach JBF tag with clear packaging tape (do not tape directly on item surface if removing tape will cause damage); Hole-punch JBF tag and tie to sets
Mommy Mart	Picture frames, holiday items, furniture, decor, kitchen items, storage solutions	If item has multiple pieces attach securely with tape or ribbon. It is illegal to sell knock off items.	Attach JBF tag securely without damaging the item.
Other	Please email melissafoster@jbfsale.com with questions about specific items	The goal is to keep tag on item and keep pieces together and be sure shoppers can see item clearly.	The goal is to keep tag attached (items without tags cannot be sold) without damaging the item

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| <p>Drop Off</p> <ul style="list-style-type: none"> • Bring Carseat and/or Crib Waiver, if applicable • Sort items by size & type | <ul style="list-style-type: none"> • Bring wagon or cart to carry bins/boxes (we have some available to borrow) • See website for Drop Off Dates & Times | <p>Pick Up</p> <ul style="list-style-type: none"> • Bring any bins/totes you want to store • See website for Pick Up Dates & Times • Sorry, no early pick ups; All items are donated when Pick Up ends |
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Pricing Guide

We recommend pricing at 1/3 of retail!

Use **shopper-focused pricing** - Ask yourself, "What price would make me buy this item without hesitation...and brag about my bargain to my friends?"

Examples	Bargain Brands	Mall Brands	Boutique Brands
PJs	\$2-3	\$3-4	\$5+
T-shirts	\$1-2	\$2-3	\$4+
Jeans	\$2-3.50	\$3-5.50	\$6+
Dresses	\$2.50-4.50	\$3.50-6	\$6-8+
Sneakers	\$3-6	\$4-7	\$8+

Bargain brands = Cat & Jack, Garanimals, Cherokee, etc (retail \$4-10)

Mall brands = Carter's, Children's Place, Department store brands (retail \$6-15)

Boutique brands = Crewcuts, Mudpie, Janie & Jack

↑ Price **HIGHER** for:
new with tags, big kids/juniors sizes

↓ Price **LOWER** for:
baby sizes under 12 mo, maternity



Pricing TIPS:

- ✓ Create sets or bundles. Put outfits together if they were purchased 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!
- ✓ Price non-clothing items (toys, books, games) at 1/3 of retail price!