

# YOUR GUIDE TO Selling with JBF OKC

JUST BETWEEN  
FRIENDS®

## Let's do this together!

You'll find everything you need to know —right here in this Guide.



**Gather**



**Sort**



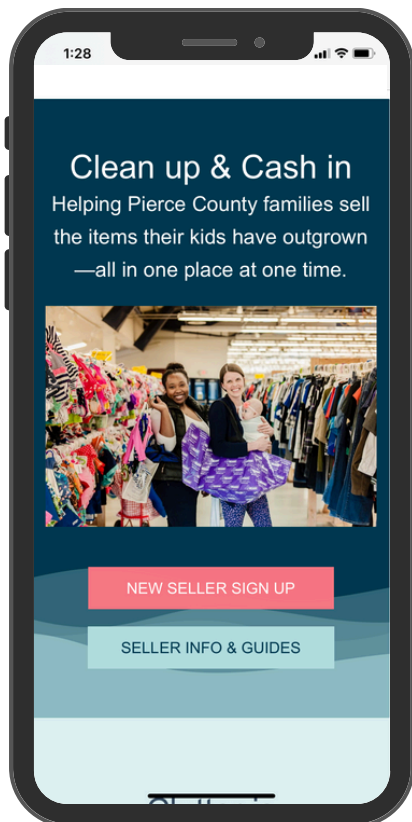
**Price**



**Prep**



**Drop Off**



## First Things First: REGISTER

Secure your spot as a Consignor for the OKC event! After registering, you'll receive links to reserve your Drop-Off, Pick-Up, and Presale times.

## Seller Pay

**The consignor fee is just \$10, and here's how much you can earn:**

- 60%: Consign
- 70%: Consign + complete one shift
- 80%: Consign + complete one shift and do Smart Pay to use your earnings at the next sale.

Payments are sent via eCheck 14 days after the sale. 

**Questions?** Please email [Kathy@jbfsale.com](mailto:Kathy@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 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, equipment & toys. All of the Recalls & Safety Standards are listed at [jbf.sale.com](http://jbf.sale.com) so you can check each of your items before you sell.



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

Questions? Please email [Kathy@jbf.sale.com](mailto:Kathy@jbf.sale.com)

# 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	
<b>Value Bundles:</b> Old Navy, Jumping Bean, Garanimals (Bundling Encouraged)	<b>\$3-5</b>	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>
<b>Standard:</b> Cat and Jack, Carter's, Gap, H&M, ZARA, Under Armor, Nike	<b>\$6-12</b>	<b>50-80%</b> off retail	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> Kyte, Posh Peanut, Little Sleepies, Kickee, The North Face, Patagonia,	<b>65-75%</b> off retail	<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

As you are thinking about prices, consider creating sets or bundles to save time. This is best for smaller sizes and accessories.



### The Power of \$.50

When I started selling at JBF, my friend said, "Always add .50 cents to your price." She was right—selling 100 items earned me an extra \$50 💰 Take her advice and see for yourself!

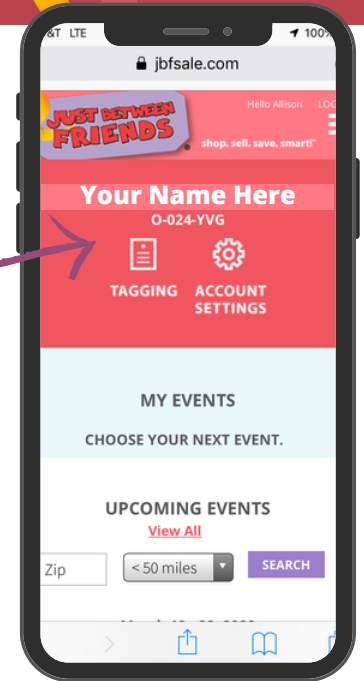
# STEP #3 Price



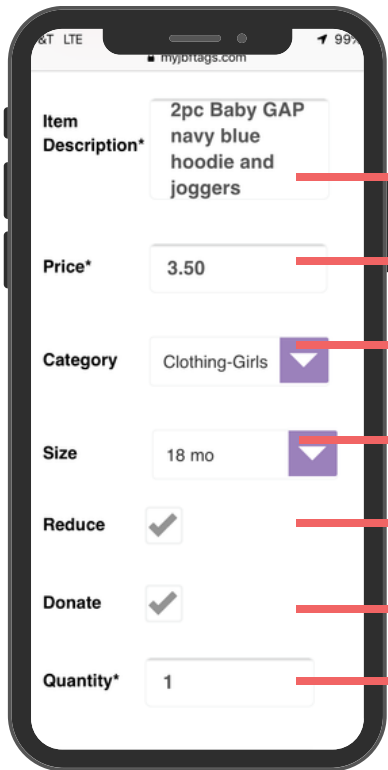
## Where to Create Your Tags

Log in to your JBF Profile to enter your tag descriptions and prices.

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



## Creating Tags



Include brand, color, number of pieces.

Choose a price - think, "what would I pay for this?"

Choose a category - don't get hung up on this part, we really only need clothes and shoes categorized.

You must indicate size for clothing and shoes.

A check mark here will reduce your item on discount days - you will sell more!

A check mark here will allow your item to be donated if unsold.

This feature is for creating multiple tags at once if you have more than one of the exact same item.



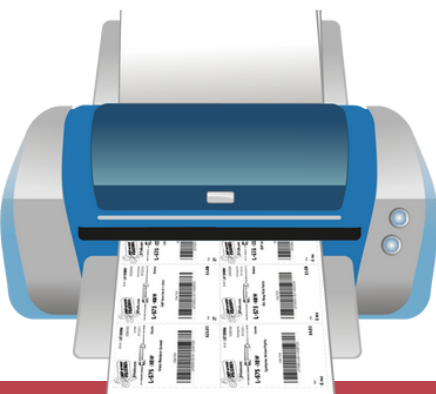
## TIP! Talk-to-Text

If you are entering tags on your mobile device, use talk-to-text for quick entry.

## Print Your Tags

Print tags on 8.5"x11" **white cardstock**.

Tags print 9 per page.





# STEP #4 Prep



## Preparing Your Items & Attaching Tags

Once your JBF tags are printed, cut them apart and sort by gender, type, and size for easier organization.

**Tip:** Number the tags before cutting to quickly get them back in order.

### 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!



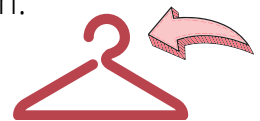
### Hanger Direction

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 (no wire 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 - [TAGGING GUN GUIDE HERE](#)

Tagging guns are AMAZING! However, be sure to secure the tag through a top inside seam to avoid leaving a hole in the item. **REVIEW** the [tagging.gun.guide](#) [HERE](#)

Don't place tags under the armpit or on a side seam. Dangling tags are difficult to scan and sort—and they're more likely to be torn off by kids.



# STEP #4 Prep



## Hang the following items on hangers:

- Life Jackets, Arm Floaties & Puddle Jumpers
- All Blankets
- Changing Table Covers & Mattress Protectors
- All Sheets
- Hooded Towels
- Sling & Wrap Carriers, Front Carriers & Snugglies
- Diaper Bags



## 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 clear and easy to see and tape bag closed.



## SHOES

Hole-punch your tag and use a zip-tie to secure the shoes and tag together.

In rare cases where shoes can't be zip-tied, place them in a clear bag. Most shoes have a spot where a zip-tie can be used—just get creative!

***Remember to reinforce the top of the tag with tape BEFORE hole-punching it. This step ensures the tag stays securely attached!***



## Hanging Multiple Items on a Hanger

Position items on one hanger so you can pin them together as a set. All pieces must be pinned together.

Safety Pin through all the pieces and around the hanger to give support and prevent a tear.

Make sure the items are THE SAME SIZE and secured to the hanger.



## 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**

### 1 Plan for about 60 minutes to drop off —longer if you have a lot.

- The JBF crew will help you unload near the building- look for the signs.
- Items you'd like help unloading must be in tubs or boxes.
- Clothes don't need to be in tubs but should be organized for quick unloading.
- After check in, you can drive large items to the back loading door for easy unloading.

### 2 Create and bring one Barcode Tag with you for Check-In.

→ Include the following on the tag:

- First and Last Name, Cell Phone Number, and Email Address
- Enter it in the description field when creating the tag or write it on the tag.

### 3 After you check in at the front computer:

- Proceed to the clothing inspection area.
- You can then place your non-clothing items on the sales floor.
- The inspector will text you once your clothing is ready for you to place on the racks. Perfect Consignors bypass this step.
- You will hang your clothing in size/gender on the racks.

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

# During the Sale



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!



## Items Donated to Charity

You can choose to donate your unsold items to help local families through our Charity Partner, Infant Crisis Service. You'll receive a donation receipt for tax purposes.

## March 29 - April 5



### Presale | Saturday, Mar 29

**9am:** 20hr Team

**10am:** 8hr Team

**11am:** 4hr Team

**12pm:** Consignors

*\*Reserve a ticket, early times go fast. Link is sent after you register*

**2pm:** Prime Time Shop

*No kids on this day, except infants under 6 mo.*



### Public Shopping

**Sun Mar 30** | 12pm-8pm

**Mon Mar 31** | 10am-8pm

**Tues Apr 1** | 10am-8pm

**Wed Apr 2** | CLOSED

**Thur Apr 3** | 10am-4pm



### 50% Off Presale | Thur Apr 3

**4pm:** Team

**5pm:** Consignor

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



### Public 50% Off Shopping

**Fri Apr 4** | 10am-8pm

**Sat Apr 5** | 10am-1pm



### Seller Pick Up | Sat Apr 5

7pm-8:30pm

*After registering a link will be emailed to reserve your pick-up time. Items left after 8:31pm will be donated.*