

WITH JBF FORT WORTH

Let's do this together!

If you're a first-time seller, or a returning consignor needing a refresh, you'll find everything you need to know—right here in this guide—to help you turn your outgrown kids items into CASH.







Sort



Create Tags



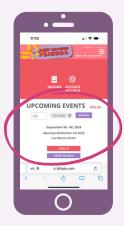
Price & Prep



Drop Off



Watch This Quick Overview



But, First Things First: REGISTER!

Save your spot by registering on jbfsale.com as a Consignor at the Just Between Friends event(s) you prefer.



Registration Walkthrough

Next, Complete Registration using the Link emailed to you

Once you're registered on jbfsale.com, check your confirmation email. It will include more information about participating in the sale and a link to complete your registration where you will select your drop off time, pick up time, pre-pay your Seller Fee, as well as a few other important items.

Please don't skip either of these steps!





MY CHECKLIST

Check off this list as you gather your items!

- ☐ Large Toys
- Outdoor Toys
- Bedrooms
- Closets
- Playroom
- Furniture
- Kitchen
- Bathrooms
- Garage
- ☐ Basement

Be sure to

Attic

Kids Grow Fast!

Children typically cycle 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! Look around for other kid items you can sell, too.

Check all over your home!





















Sort your gathered items into three categories:



Keep the items that you just aren't ready to part with yet.



Toss the items that are too well-loved (stains, missing pieces, not working).



Sell and CASH IN on the rest that meets our JBF standards listed below!





Clean

The newer it looks, the better it sells. Check carefully for stains, holes, pet hair, and odor in clothing. Clean all items thoroughly.



Current

Shoppers love trendy styles that are in fashion. Make sure items are in the right season. Check our Seasonal "What to Sell" Guide to learn what items are accepted at the Spring/Summer and Fall/Winter Sale.



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. Toys, games and puzzles must be sold as complete sets without missing pieces. Clothing items must be functional (buttons and zippers work).



Compliant

Important Safety guidelines apply when selling a car seat, stroller, baby equipment and toys. Check safety.jbfsale.com for details.



Safety waivers are **REQUIRED** for all cribs & car seats.



Creating Tags

Now that you've inspected your items, it's time to log in to your JBF Profile and enter your tag data.

STEP 1: Go to jbfsale.com & click on "Login"

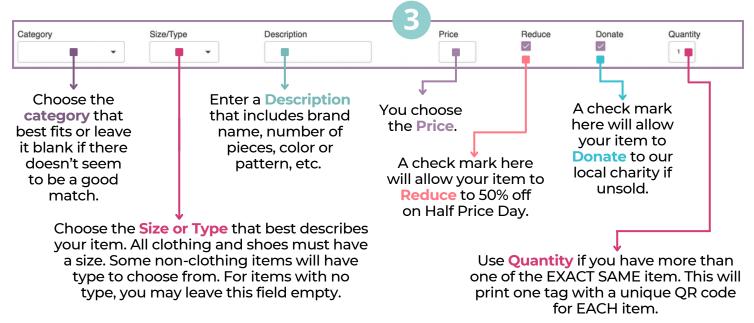
or create a JBF profile

STEP 2: Click on the Tagging icon

STEP 3: Enter & Print Tags







Printing Your Tags



Print your tags on 8.5"x11" white cardstock in portrait mode.

No Printer? No Problem!

When you finish creating your tags use the "Print PDF" option and upload the PDF file to an office supply store. It will save you ink and time. You can even ask them to cut your tags!





Price and Prep Your Items

Now that you've created your JBF price tags, it's time to attach your tags and prepare each item for the upcoming sale.

Safety Matters



Throughout this guide, you'll see **safety alerts** to help you know when to check your items for recalls or JBF Safety Standards. JBF is dedicated to keeping families safe and we count on **YOU** to ensure the safety of all items you are selling.



Use our dedicated product safety website anytime to learn more!

JBF Safety Matters Website



Shopper-Focused Pricing

When You Price, Ask Yourself:

"What price would make me buy this item without hesitation...
and brag about my bargain to my friends?"

We'll share pro-tips for pricing along the way, but in general, 50-90% off retail prices will help your items sell well!



PRO TIP! A Proven Way to Sell Even MORE!

Choose <u>REDUCE</u> when creating tags to allow your items to sell at 50% off during half price sale day. These items have a 30% GREATER chance of selling!







Grab Your Supplies:

- Laptop, tablet or mobile device
- White card stock (60lb+)
- 1.5 2.0 inch safety pins
- Plastic or wire hangers
 (Use child for 4T & under; adult size for 5+)
- 🗾 Quart, gallon & XL clear storage bags
- **&** Clear packing tape
- Painters/masking tape
- & Scissors
- Ribbon, string or zip-ties

Optional Supplies:





Printer

Cleaning Supplies
Magic Eraser, stain
remover, etc.

More About the Supplies You Need

On the next pages, we'll show you how to **Price & Prep each Category** of item you can sell at the JBF sale in your local area!

- Books, Games, Puzzles, Arts & Crafts
- Clothing (Children's through Juniors, Maternity, Costume/Dress-Up)
- Infant Items (Bath, Diaper, Feeding, Other)
- Carge Items (Baby Equipment, Large Toys, Furniture)
- **Shoes**
- Toys
- Odds & Ends (Accessories, Kids Bedding/Decor, Mommy Mart, Sporting Goods, Misc)

Prep Essentials

Key guidelines to help you prepare each item for the sale.

- 1 All pieces are secured together (pieces won't separate or fall out of bags)
- 2 Tag is attached securely so it won't fall off

Let's GO!





Price & Prep:

BOOKS, GAMES, 'PUZZLES, ARTS & CRAFTS



JBF Shoppers love a good deal on books, games, puzzles & more!

Prep

Essential #1 - All pieces secured together

Essential #2 - Tag stays attached

Be sure that games and puzzles have all their pieces included and are in their original packaging.



Bundle books by tying them together with a ribbon or string.





Use painter's tape that can be removed without damaging the item to keep boxes closed. Adhere the tag to the outside.



For wooden puzzles, use clear cling wrap or a plastic clear bag secured with packing tape.



S Tagging Tip

Attach JBF tags using blue painter's tape that can be removed without damaging the item. (Do not use packing tape, as it will often destroy book covers and original boxes.)





BOOKS 35 Tags ARTS & CRAFTS

Tags

Limits for other categories are mentioned elsewhere in this Guide.

You CAN sell these items in great condition:

- Soft infant books, board books & picture books
- Chapter books & homeschool materials
- Kid games & puzzles
- Kid-friendly video games & gaming systems
- Arts & craft supplies

See Item Limits Below

Sorry, we CAN'T sell:

- Books for grown-ups, cookbooks or self-help books
- X DVDs or Blu-Ray
- VHS tapes, CDs, Cassettes
- ♥ Video Games rated M
- Mixed bags of arts & crafts items
- ♥ Used one-time use items

Price to Sell!



Shoppers - just like you - are looking for **REALLY** great deals on these items and we recommend at least 75% off retail pricing and 90% off retail is even better!

Don't forget to mark these items to **REDUCE** on half price day!



rice & Freq

CLOTHING

(Children's through Juniors, Maternity, Costume/Dress-Úp)



When it comes to selling your kids' outgrown clothing, JBF is the **BEST** option to maximize your earnings!

Essential #1 - All pieces secured together Essential #2 - Tag stays attached



Be sure the hanger hook opens to the left, like a question mark.

Watch for Tips on Tagging Clothing



Place all clothing on hanger. Hanger hook opens to the left. Hanger fits the clothes so they won't fall off during the sale (shake test and pin to hanger if needed).



Bundle more than one piece of clothing on a single hanger or bundle multiple hangers together.









Attach bottoms with safety pins or zip ties to the top of a regular hanger or use a pants hanger.



MATERNITY JUNIORS/MENS NB TO 18MO

elsewhere in this Guide.

You CAN sell sizes infant to teen:

- At our SPRING/SUMMER event, sell clothing kids will wear regularly between our Spring and Fall JBF sale
- At our FALL/WINTER event, sell clothing kids will wear regularly between our Fall and Spring JBF sale

Check Out our Seasonal Clothing Guide

SIZE LIMITS

Girls: Preemie through **Junior Size 7**

Boys: Preemie through Men's Medium/Waist 34

Sorry, we CAN'T sell clothing that is:

- Out of season
- Out of popular style or manufactured more than 5 years ago
- 🔀 Stained, damaged, strong scent or pet hair



Learn about Drawstrings Safety:

- Upper Outerwear WAIST Drawstrings
- Upper Outerwear **NECK** Drawstrings





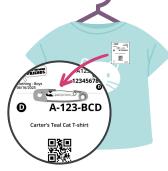
Price & Prep:

CLOTHING

(Children's through Juniors, Maternity, Costume/Dress-Up)



Adding a Tag Using Safety Pins



Use 1.5" - 2" safety pins to attach your tags to clothing. Your tag attaches to the front right of your item.

Adding a Tag Using Tagging Gun







Puncture an **inside seam** at right armpit (when looking at the front of the item).



Do **NOT** puncture directly through the garment fabric.



Do **NOT** puncture tagging gun directly through the fabric of an item. While safety pin holes disappear when washed, tagging gun holes do not.

Price to Sell!

\$ At least 75% off retail

Remember to use Shopper-focused pricing (create a cannot-resist deal!)
Choose to **REDUCE** when creating tags to sell even more on half price day!

ltem	Bargain Brands	Everyday Brands	Boutique Brands
Pajamas	\$2 - \$3	\$3 - \$4	\$5+
T-shirts	\$1 - \$2	\$2 - \$3	\$4+
Jeans / Pants	\$2 - \$3.50	\$3 - \$5.50	\$6+
Dresses / Dress Shirts	\$2.50 - \$4.50	\$3.50 - \$6	\$6 - \$8+
Sneakers	\$3 - \$6	\$5 - \$8	\$8+
Jackets / Coats	\$4 - \$6	\$6 - \$9	\$8+

Bargain brands = Cat & Jack, Garanimals, Cherokee, etc (retail \$4-10) **Everyday brands** = Carter's, Children's Place, Department store brands (retail \$6-15) **Boutique brands** = Crewcuts, Mudpie, Janie & Jack



↑ Price <u>HIGHER</u>:

- New with Tags & Like-New
- Big Kids Clothing Sizes
- Boutique Brands

↓ Price LOWER:

- Infant (under 12 months)
- Maternity
- T-shirts
- Everyday Clothes

Bundle lowerpriced items:

For example, bundle three \$2 pajamas on a single hanger with a \$6 JBF price tag; or three \$1 t-shirts for a \$3 JBF price tag.





INFANT ITEMS (Bath, Diaper, Feeding, Etc.)



JBF Shoppers love to score great deals on everything their new baby needs.

Prep

Essential #1 - All pieces secured together
Essential #2 - Tag stays attached

Package items with multiple pieces using clear packing tape and clear self-sealing bags.

Attach your JBF tag securely using clear packaging tape.











Watch for More Infant Items Tips



Use our <u>Safety Website</u> to be sure your items are safe to sell.

Please pay close attention to JBF Safety information for Otteroos & Owlets.



Price to Sell!

\$ Best at **75%-90%** off retail

Infant items sell well when priced 75-90% off retail. Expecting parents **LOVE** saving money as they welcome a new child into their home! Be sure to select **REDUCE** too!

You CAN sell these items in great working order and very clean:

- Bathing & Grooming (tub, washcloth, bath toys, nail clippers, brush, comb)
- Diapers (unused cloth & disposable, wipe warmer, diaper disposal, travel changing pad)
- Potty Training Supplies
- Bottles & Nursing (breast feeding items, bottles, bottle drying & sanitizing, nursing cover, burp cloth)
- Feeding (bib, spoon, plate, cup, snackware, water bottle)
- Baby Carriers
- Swaddles & Receiving Blankets
- Home Safety (baby gate, childproofing, baby monitor, shopping cart cover)
- Medical (thermometer, scale)

Sorry, we CAN'T sell:

- 🔀 Medication, food, or formula
- Used pacifiers
- Used bottle nipples
- Open-system breast pumps



LARGE ITEMS (Baby Equipment, Large Toys, Furniture)



Large items sell **FAST** at Just Between Friends and you'll love getting them out of your house and garage while filling a need for another local family!

Prep

Essential #1 - All pieces secured together

Essential #2 - Tag stays attached

If your item has multiple pieces or loose parts, keep everything together using clear packing tape, clear self-sealing bags, and/or zip-ties. We'll ask that you set up items such as pack-n-plays to ensure that all parts are included. Be prepared to zip-tie the carrying case to the item once you place it onto the sales floor and don't forget needed tools to set up items.



Attach your JBF tag securely using clear packaging tape or hole-punch your JBF tag and attach with zip-tie.

Watch for More Large Items Tips

PLEASE NOTE: The Fort Worth sale does not use the yellow Large Item Claim Tickets.

If your item has a high JBF price, be sure to include the item's retail price in the tag description so that the shopper understands the great value!



Use our <u>Safety Website</u> to check for recalls. Car seats and cribs must include a JBF waiver.

Please pay close attention to JBF Safety information for <u>Doonas</u> and <u>Infant Safe Sleep</u>





You CAN sell these items in great working order and very clean:

- Strollers & Wagons
- Cribs & Bassinets
- Pack-n-Plays
- High Chairs
- Swings & Bouncy Seats
- Baby Gates
- Bikes & Bike Trailers
- Car Seats
- Kids Furniture
- Large Indoor/Outdoor Toys
- and More!

Sorry, we CAN'T sell:

- Recalled Items or Items that Pose a Safety Risk
- Items Missing Batteries or have Battery Corrosion
- Not in Working Order
- Items with Stains, Holes, Excessive Wear, etc.
- Missing Essential Parts or Pieces (e.g. safety straps)

Price to Sell!

\$ Best at **50-75%** off retail

And, of course, choose to **REDUCE** to increase your chance to sell it on Half Price Day!







Shoes sell **extremely well** at JBF, so we recommend that you tag them first. Let's get started!

Prep

Essential #1 - All pieces secured together

Essential #2 - Tag stays attached

Punch a hole through your JBF price tag and connect both shoes to the tag and to each other using a zip-tie. Do not put shoes in ziploc bags.







Tip: Reinforce the hole punched tag with tape before ziptying. If your shoes can't be zip-tied together, watch our video for more strategies.



Watch for Tips on Tagging Shoes

Price to Sell!



Best at 50%-75% off retail

Shoes in great condition fly off the shelves at JBF. The cleaner, the better!

Local families are going to be thrilled to find your shoes at 50-75% off retail prices as they hunt for essentials at the JBF sales event!



SHOES

25 Tags Limits for other categories are mentioned elsewhere in this Guide.

You CAN sell shoes that are:

- Sizes & styles for infant through tween
- In great condition
- Very clean
- Shoes for ALL seasons are accepted at the Spring and the Fall sale.

Sorry, we CAN'T sell shoes that are:

- Adult styles
- Dirty

There are NO shoe size restrictions at the Fort Worth sale, but leave your Mom and Dad shoes at home!



Condition matters at JBF.
The better your shoes look, the better they will sell. Toss them in the wash or use a brush or Magic Eraser to clean them well, including the soles.



Price HIGHER:

 Desirable brands such as Air Jordan, Nike, See Kai Run, Keen, etc.

Select **REDUCE** so that your shoes have a great chance of selling throughout the event!







Toys are a **top-seller** at JBF, so it will be worth your time to tag as many as you can!



Essential #1 - All pieces secured together

Essential #2 - Tag stays attached

Remember that we have lots of young shoppers, so keeping all parts of your item secure is a must.

Watch for Tips on Tagging Toys







Package all parts together using clear packing tape, clear self-sealing bags, and/or zip-ties.

Attach your JBF tag securely using clear packaging tape, OR use blue painter's tape if clear packing tape will damage the item when removed.







You CAN sell:

Toys for infants all the way up through tween ages

Sorry, we CAN'T sell toys that are:

- Recalled or pose a safety risk
- Missing batteries or have battery corrosion
- Not in working order
- Missing essential parts or pieces
- Miscellaneous bags of toys



Please check our safety site for toy recalls.



PPro Tips:

↑ Price HIGHER:

- Hot selling toys such as Legos, American Girl, Lovevery, etc.
- Large toys such as kitchens, doll houses, bikes & trikes.
- New with tags and in original packaging.

Price LOWER:

• Infant Toys

Select **REDUCE** to make Shoppers even more giddy on Half Price Day if your item is still on the sales floor!

Price to Sell!

\$ Best at **75-90%** off retail

Shopper-focused pricing is the way to go. Think about a price that would make you excited to brag about a great deal!





Price & W

ODDS & ENDS

(Accessories, Kids Bedding/Decor, Mommy Mart, Sporting Goods, Misc)



Almost anything related to kids is able to be sold at JBF. We even have a Mommy Mart area for limited items from your home.

Essential #1 - All pieces secured together Essential #2 - Tag stays attached



















- **Tagging Accessories**
- Tagging Bedding
- **Tagging Room Decor**

Bedding/crib sets are not Crib/Toddler blankets and

Limits for other categories are mentioned elsewhere in this Guide.

You CAN sell:

- Kid accessories
- Kid sheets and blankets
- Kid sporting goods
- Limited household items
- 🗸 Limited regiftable items

Sorry, we CAN'T sell:

- Items not made for kids
- X Vintage items, Antiques
- 🔀 Used household appliances or electronics



Safety Matters: Odds & Ends

Please check our safety site for product recalls.



Price to Sell!

Best at **75-90%** off retail

Select **REDUCE** to these items to increase your chances of selling more of your items!



MOMMY MART/ROOM DECOR STUFFED ANIMALS





You did it! All your hard work will soon turn into a seller check!

Get Organized for Drop-Off

Pack your non-clothing items so they are grouped by category to ensure a stream-lined drop-off process.

Pack your clothing by gender and size. When you go through Clothing Inspection, tell your Inspector your items are organized by size so that they will keep them in order.

Drop Off Dates

Thursday, 8/14/25 | 5pm-9pm Friday, 8/15/25 | 9am-1pm

By appointment only

Mid-Sale Drop Off Sunday, 8/17/25 | 6pm-7pm

No appointment necessary DROP OFF APPOINTMENTS are made when you complete Part 2 of Seller Registration. (Pick Up Appointments are made at the same time.)

If you are selling a crib or car seat, you MUST leave your crib or car seat waiver with the item. Any items without a waiver will be pulled from the sales floor.

PICK UP will also have 6 Steps for you to follow that will help you not miss any of your unsold items.

What to Expect at Drop-Off

Plan for about 60 minutes to drop off your items. If you have more than 250 items, give yourself extra time. The more organized you are before you arrive, the quicker it will go. There are 6 steps to Drop Off. Follow the instructions on each Step Sign so you do not miss anything.

- 1 Check In: Bring at least one tagged item to scan at our Welcome Desk. You may bring more items if you wish. You will receive important info at this Step as well as your Early Shopping Presale Passes. If you qualified after the last sale for "Perfect Inspection", you will be told at this point.
- **Clothing Inspection:** You will stay with your items while they are inspected. Any items that do not meet JBF standards will be available to you at the exit door when you leave. Don't forget them!
- 3 Shoe Inpection: Everyone goes through Shoe Inspection, even if you have "Perfect Inspection" from the last sale. You will stay with your shoes while they are inspected. Any shoes that do not meet JBF standards will be available to you at the exit door when you leave. Don't forget them!
- 4 Place your Hanging Items on the sales floor: Within each size, you will see hanging A-Z tags on the racks. Please place your items to the RIGHT of the first letter in your Consignor Number.
- 5 Place your non-hanging items on the sales floor: Please ask for help if you can't find where to put items.
- 6 Exit through Security: If you need to bring more items in, you will need to stand in line for Clothing/Shoe Inspection again. If you have brought all of your items in, please turn in the Inventory Control Card we issued you upon arrival. Don't forget to pick up items that did not pass Inspection.



Now that all of your items are dropped off, you get to **shop early** and **watch your check grow**!



Shop Early

The best perk of selling with JBF is shopping before we open to the public! Grab your presale ticket, a friend for your guest pass, and enjoy all the best deals first!



Tell Your Friends to Shop

The more you share, the bigger your seller check will grow. Be sure all the families in your life know about how JBF can help their family **SAVE** this week!



Watch Your Check Grow

You can view your sold items! Log in to your JBF Profile, click on **TAGGING**, then choose **SOLD ITEM REPORT**.

Getting Paid

Once the sale is complete, you can expect to receive your payment via e-check within 14 days. Your check will be delivered via email and the subject line will read, "Here's your check from Just Between Friends for \$XXX.XX".

Pick Up of Unsold Items

Sellers may pick up their unsold items or donate them to our charity partners.

Sunday | 8/24/25

3:00pm | Team Member Only Pick Up 3:30pm-5:30pm | All other Pick Up (by appointment only)



Unsold Items Donated to Charity

Your unsold items marked for **DONATE** are distributed to help local families through our Charity Partners (see list of partners on website). If you need a tax receipt, email Joanie@jbfsale.com or contact one of the charities directly.

*Shopping Passes/Tickets Required for some shopping times. <u>CLICK HERE for more info on that.</u>

Sale Week Schedule*

HERE is the Full Sale Schedule Kids/wagons always welcomed!



4:00pm | Team Leads, Influencers

4:30pm | Team Members

5:00pm | VIP Shoppers (Annual Pass)

6:00pm | Platinum Shoppers

6:30pm | Team Guests, Social Ambassadors

9:00pm | Close

Saturday | 8/16/25

8:30am | Reduce/Donate Sellers 9:00am | All other Sellers

Public Shopping Saturday | 8/16/25

11:00am | Gold Shoppers 1:00pm | New Baby Parent/G'Parent Shoppers (Registration required) 2:00pm | Silver Shoppers

6:00pm | Close

Sunday | 8/17/25

1:00pm | Bronze Shoppers 7:00pm | Close

New Merchandise Arrives! Sale Closed 8/18-21

Friday | 8/22/25 - FREEBIE FRIDAY!

10:00am-4pm | Freebie Friday Shoppers

<u>1/2 Price Presale</u> Friday | 8/22/25

4:00pm | Team Leads, Influencers 4:30pm | Team Members/Guests, VIP Shoppers, Platinum Shoppers, Social Ambassadors 5:00pm | Sellers & Guests, New Baby Parents/Grandparents, Teacher/School Admins

9:00pm | Close <u>Public 1/2 Price Day</u>

5:30pm | ½ Price Early Bird

Saturday | 8/23/25

9:00am-1:30pm | Public Shopping 1:30pm-2:30pm | Team Member 75% off Donates Shopping Time