

# YOUR GUIDE TO *Selling* with JBF Fort Worth



## 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**



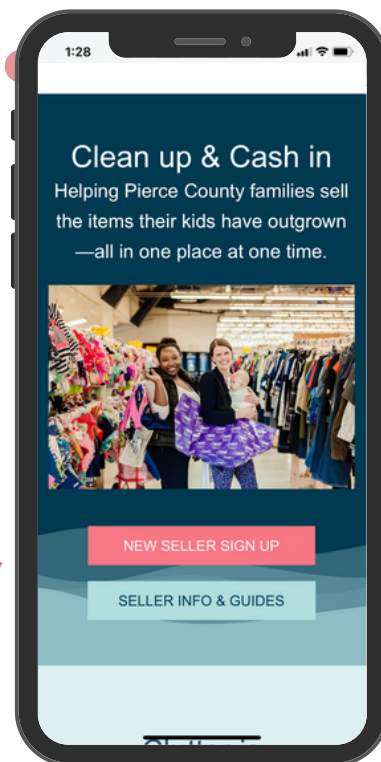
**Prep**



**Drop Off**

## First Things First: REGISTER

Save your spot by registering as a Consignor at the event(s) you prefer.



**Questions?** Join our Facebook Group for quick Q&A. [facebook.com/groups/JBF817](https://facebook.com/groups/JBF817)

# 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 OK to **KEEP** the items that you just aren't ready to part with yet.  
**TOSS** items that are too well-loved (stains, missing pieces, 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 at our Spring/Summer sale. Sell cold weather items at our Fall/Winter sale. Shoppers love current styles that are in fashion.

### COMPLETE

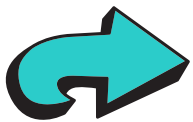
Be sure all parts & pieces are present before you tag items. Shoppers want to open their items when they get home and find everything in working order.

### COMPLIANT

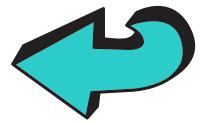
Important Safety Guidelines apply to car seats, cribs, infant equipment & toys. All of the Recalls & Safety Standards are listed at [jbfsale.com](http://jbfsale.com) for you to check each of your items before you sell.



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



## Item Limits for Fall 2024 Sale:



### These item categories are limited:

• **Bedding** - No crib/bedding sets. Crib/Toddler Bed sheets and blankets (please hang) still accepted • **Mommy Mart/Room Decor** - 10 items • **Books** - 35 • **Stuffed Animals** - 5 • **Shoes** - 25 pair • **Maternity Clothes** - 10 items • **Junior Clothes** - 10 pieces of girl items and/or 10 pieces of boy items • **Size 18mo and smaller Clothes** - 100 pieces of girl items or boy items or combination girl/boy (total count, not per size)

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# 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?"

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 <b>60-80%</b> off retail	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>Want to SELL Even MORE?</b>  Choose to REDUCE, which allows your items to sell at 50% off during discount sale days at the end of the sales event. Shoppers LOVE 1/2 Price Day!	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%</b> off retail <b>Boutique Brands:</b> Crewcuts, Mud Pie, Matilda Jane		



## 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!

**\$3 MINIMUM on tags for hanging clothing. An item not valued at \$3? Bundle it!**

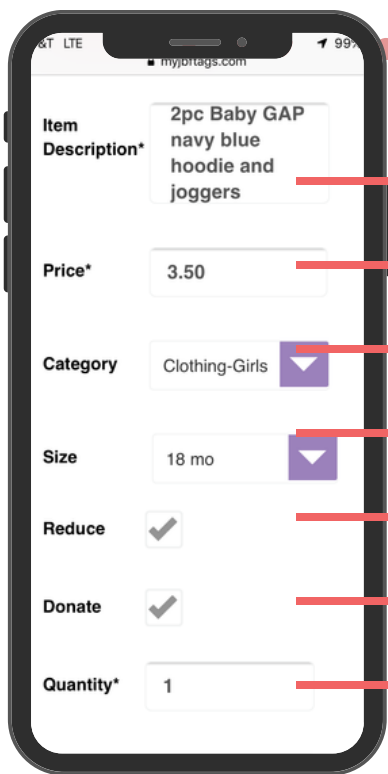
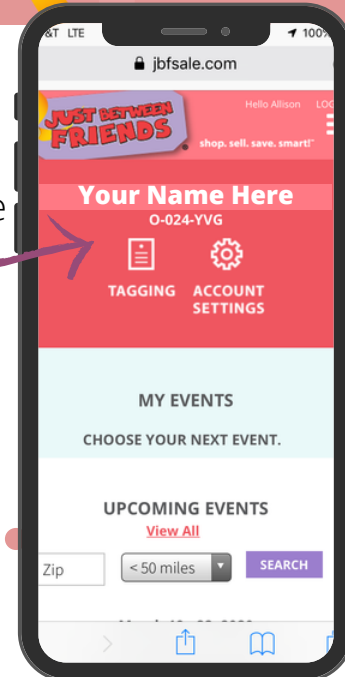
# STEP #3 Price



## 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. [www.fortworth.jbfsale.com](http://www.fortworth.jbfsale.com)
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

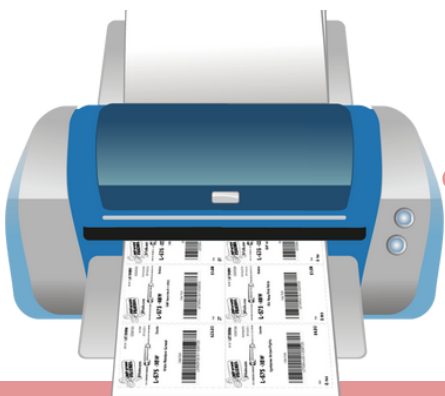
## TIP! Talk-to-Text

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.



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# 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. *Keep an eye on your item limits as noted above on Page 3 for different item categories.*



## Gather these supplies to make your prep faster:

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

## TOYS & GEAR

### Three Essentials:

- Tag is attached securely (won't fall off)
- All pieces secured together (won't separate; tape bags closed)"
- *Check the Item Limits section above for limits on certain items*



# STEP #4 Prep



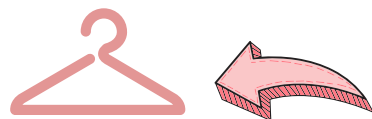
## CLOTHING

### Hanging & Tagging Clothing

If clothing can be hung, put it on a hanger. Bundle socks, infant mittens & hats, as well as accessories in clear self-sealing bags. Attach JBF tag with safety pin or tagging gun. *Be sure to check the Item Limits section above on Page 3 for limits on these items.*

### Hanger Direction

Be sure the hanger hook opens to the left, like a question mark. Attach JBF tag to front of item.



### 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. **DOUBLE CHECK** that all pieces are the same size!

### Tagging Gun

If you use a tagging gun to attach JBF tags, only puncture the garment tag or an inside seam so that you do not damage the fabric. Items tagged incorrectly with a tagging gun will be rejected at Drop Off Inspection. Don't ruin an item by punching a hole in it with a tagging gun!





# STEP #4 *Prep*



## **Bundling Clothing in Bags is NOT preferred**

Shoppers want to be able to inspect clothing items, and onsies are in definite need of inspection! Hanging items ALWAYS sell better, so please do not bundle onsies or sleepers in baggies but put them on a hanger.



## **Accessories**

Use clear bags to bundle sets of socks, hair accessories, or other small accessories with multiple pieces. Display neatly so shopper can see well. Place JBF tag inside and tape bag closed.



## **Hats, Gloves, Belts**

Simply attach JBF tag to hats, gloves, and belts using a safety pin or tagging gun. No need to use a bag.



## **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 (through a sturdy waistline) to attach pants/skirts to hangers. Be careful not to damage the items with a tagging gun!



## STEP #5

# Drop Off

JUST BETWEEN  
FRIENDS



### You did it!

Now that your items are tagged, pack items **organized by type and size** so that your Drop Off process is easy and fast. Remember that all Drop Off is by appointment only!

## Seller Drop Off for JBF Fort Worth

**6242 HULEN BEND, FORT WORTH, 76132**  
(FORMER 2-STORY FITNESS23 GYM NEXT TO AW OUTLET)

**DROP OFF - 8/15/24 - 5PM-9PM AND 8/16/24 - 9AM-2PM**  
**BY APPOINTMENT ONLY**

**MID SALE DROP OFF**

**8/18/24 - 4PM TO 5PM - NO APPOINTMENT REQUIRED**

**1**

Plan for 60-minutes to drop off your items. Longer if you have 250+ items. Drive to...Park...Enter...and **Check In**...you will receive your Presale Passes!

**2**

Your first stop will be Clothing Inspection. Items that do not pass Inspection will be waiting for you at the exit door. Next, head to Shoe Inspection. You will place shoes that passed inspection on the shoe racks and shoes that do not pass inspection will be waiting for you at the exit door.

**3**

Make sure that all cribs and car seats (and car seat bases) have a completed Checklist with them. Any missing the Checklist or any Recalled Items will be pulled from the sales floor.

**4**

Don't forget to pick up any items that didn't pass Inspection on your way out and be sure to leave your Inventory Control Card with our security person.

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

# During the Sale

**JUST BETWEEN  
FRIENDS**



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!



## Unsold Items Donated to Charity

Items are distributed to help  
local families through our  
Charity Partners. You may email  
us after the sale for a donation  
receipt for tax purposes.

## SELLER PICKUP OF UNSOLD ITEMS

**Sunday, 8/25/24**

**2pm - Team Members Only Pickup**

**No appointment needed**

**2:30 - 5pm Pickup by Appointment Only**

## Presale Shopping (Pass/Ticket required)

**8/16/24**

**4pm - Team Member Leads, Influencers**

**4:30pm - Team Members**

**5pm - VIP Annual Pass Holders**

**6pm - Platinum Shoppers**

**9pm - Close**

## Presale Shopping Continued

**8/17/24**

**8:30am - Sellers (who mark Reduce/Donate on  
all tags) & Guests**

**9am - All other Sellers & Guests**

## Public Shopping

**8/17/24**

**11am - Gold Shoppers**

**1pm - New Baby Parents/Gr'parents & Guests**

**2pm - Silver Shoppers**

**6pm - Close**

**8/18/24**

**10am - Bronze Shoppers**

**5pm - Close**

**8/23/24**

**10am - Public Shopping - Free**

**5pm - Close**

## 1/2 Price Presale (Pass/Ticket Required)

**5pm - Team Member Leads, Influencers**

**5:30pm - Team Members, VIP, Platinum**

**6pm - Sellers, New Baby Parents/  
Grandparents & Guests, Teachers**

**6:30pm - Open to Public 1/2 Price Early Bird**

**9pm - Close**

## Public Half Price Day

**8/24/24**

**9am - Free Admission**

**1:30pm - Close**

**1:30pm-2:30pm - 75% Off (Donates Only) for  
All Team Members (Pass Required)**

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