

YOUR GUIDE TO *Selling*

with JBF Southern New Hampshire

**JUST BETWEEN
FRIENDS**

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



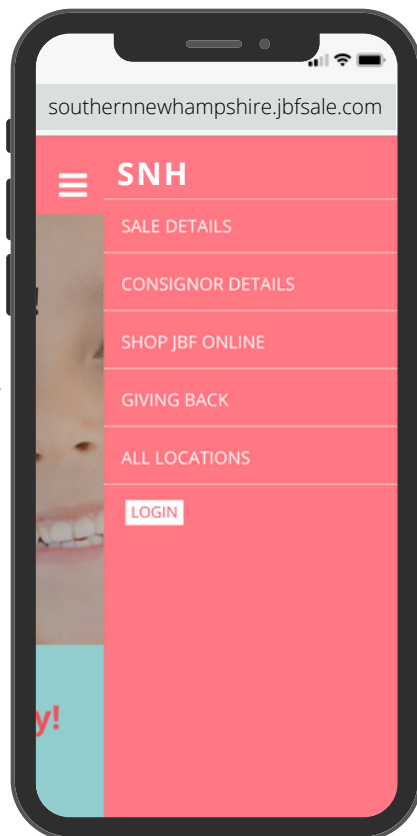
Drop Off

First Things First: **REGISTER**

Register as a Consignor on our website for the SNH sale.

Next, sign up for your drop off appointment

Your registration is not complete until you secure your drop off time.



Seller Pay

Rates: JBFSNH sellers earn 60% on sold items. Sellers who sign up to help at the sale earn 70%.

Fees: Each sale there is a \$15 fee per seller. For sellers who mark all of your tags to reduce and donate, you will receive a \$5 discount on your fee.

Any registrations on or after Sept 1st will incur a \$5 late registration fee.

NOTE: If you are bringing more than 300 items please see the FAQ section at the end for additional details.

Questions? Join our Facebook Group for quick Q&A. facebook.com/groups/jbfsnhconsignors

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
- 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. Smell your clothing when you are tagging as well as we will also pull items that smell badly.

CURRENT

We are currently hosting All Seasons Sales. You may bring in both Summer and Winter items. Just don't bring in any of your old baby clothes, 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** for you to check each of your items before you sell.



Safety Waivers Required for all Cribs & Car Seats

Download Waivers from the Consignor Facebook group Files Section or our website

Questions? Join our Facebook Group for quick Q&A. facebook.com/groups/jbfsnhconsignors

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 \$10	\$1-2 Value Brands: Cherokee, Circo, Cat & Jack, Faded Glory, Garanimals	Toys Books Baby Gear Furniture Electronics Strollers + Joggers Sporting Goods	Price a little higher for: <ul style="list-style-type: none"> • new with tags • hot selling • like-new • large toys
less than \$20	\$3-6 Standard Brands: Carter's, Old Navy, Children's Place, Nike	60-80% off retail	Price a little lower for: <ul style="list-style-type: none"> • infant clothing • maternity • juniors
more than \$20	65-75% off retail Boutique Brands: Crewcuts, Mud Pie, Matilda Jane	Want to SELL Even MORE? 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 together a set of same-size onesies or same brand pants. Bundle 6 pair of socks together, or several superhero figures. Shoppers love it, and you only have to create one JBF tag!

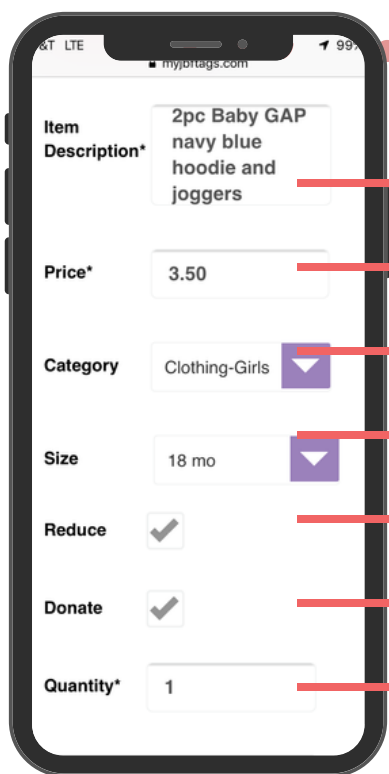
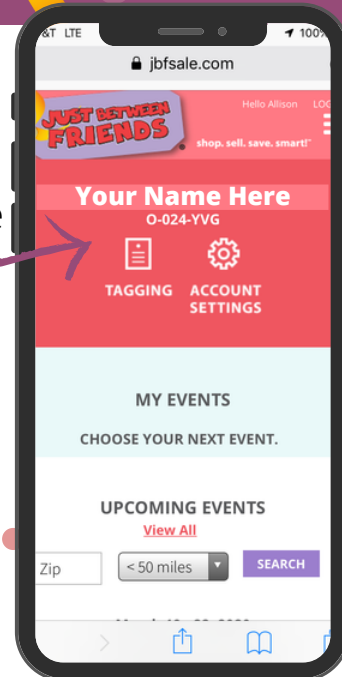
STEP #3 *Price*



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. www.southernnewhampshire.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

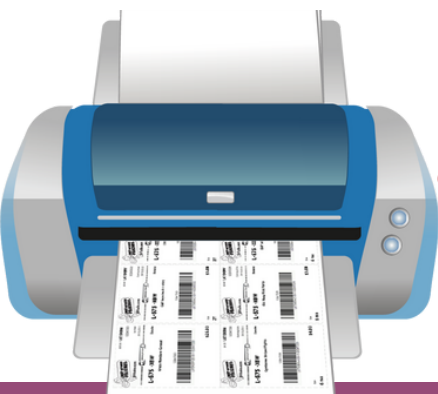
TIP! Talk-to-Text

If you are entering tags on your mobile device, use talk-to-text to go even faster.



Print Your Tags

Print tags with **BLACK** ink 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 & painter's 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

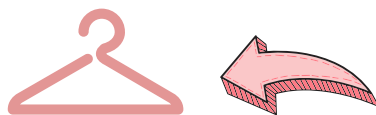
Hanging & Tagging Clothing

Put clothing on a hanger. You can bundle socks, infant mittens & hats, as well as accessories in clear self-sealing bags or attach items together with a safety pin. Attach JBF tag with safety pin or tagging gun.

Limit: 15 maternity clothing items
15 juniors clothing 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.

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. Tagging gun needles leave holes that do not close up after being washed. **We will pull items from the sales floor tagged through the fabric with a tagging gun.**



STEP #4 *Prep*



Accessories

Use clear bags to bundle sets of socks, hair accessories, infant mittens and hats. Display neatly so shopper can see well. Place JBF tag inside and tape bag closed. Individual accessory items can just be tagged, then you can hang them with our clips at drop off.



Hats

Simply attach JBF tag to hats 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 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.

Seller Drop Off for JBF SNH

BY APPOINTMENT ONLY

WED | SEPT 14TH | 3PM-8:30PM

THURS | SEPT 15TH | 8AM-9AM

HAMPSHIRE DOME, 34 EMERSON DR
MILFORD, NH 03055

1

Plan for at least 60-minutes to drop off your items. Longer if you have 250+ items to drop off. Drive to the Hampshire Dome. Park...and **Check-In at your appointment time** with your Drop Off Ticket QR Code ready to be scanned.

2

As you enter, drop your shoes off at the shoe inspection tables and stop back by that area before you leave to claim any declined shoes.

3

Hang all clothing by gender/size on the racks behind the alphabet letter in each size that corresponds with the first letter of your consignor number.

4

You will then place all of your non-clothing items where they belong on the sales floor. Be sure to assemble anything that isn't already assembled. Please have your large item claim tickets already printed with the JBF price tag attached to it, attached to your large items (anything too big for a blue IKEA bag)

Download Large Item Claim Tickets [**HERE**](#)

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 this week!



Unsold Items Donated to Charity

are distributed to
help local families through
our Charity Partner, Friends
of Forgotten Children. You'll
receive a donation receipt for
tax purposes.



Southern New Hampshire

FALL SALE 2022

THE HAMPSHIRE DOME

Consignor Specific Timeline

**WEDNESDAY
SEPT 14**

8am-2pm · Venue Set-up

3pm-8:30pm · Consignor Drop Off

*Appointment Required

**THURSDAY
SEPT 15**

*DOORS CLOSE @8PM
REGISTERS CLOSE @9PM

8am-9am · Consignor Drop Off

*Appointment Required

Consignor Presales 1:30pm-8pm

1:30pm · 12 hour Team Members

2pm · 8 Hour Team Members

2:30pm · 4 Hour Team Members

5:30pm · Consignor & 1 Guest

Second Chance Drop Off · 8pm-8:30pm

Large items only. No clothes-no shoes.

**FRIDAY
SEPT 16**

Second Chance Drop Off · 8pm-8:30pm

Large items only. No clothes-no shoes.

**SATURDAY
SEPT 17**

*DOORS CLOSE @8PM
REGISTERS CLOSE @9PM
FOR THE HALF PRICE SALE

Half Price Presales · 3:30pm-8pm

Half Price on Items Tagged without Stars

3:30pm · Team Member +3 Guests

4:30pm · Consignor +3 Guests

**SUNDAY
SEPT 18**

*DOORS CLOSE @12PM
REGISTERS CLOSE @12:30PM

75% Off Donates Sale · 11:30am-12:30pm

*Team Members Only

Item Sort/Breakdown · 1pm-6pm

Consignor Pick-Up 6pm-7pm

Appointment Required

Questions? Join our Facebook Group for quick Q&A. facebook.com/groups/jbfsnhconsignors

FAQ



How can I make more money on my items?

You earn 60% on your sold items as a baseline. If you sign up to help for at least 4 credit hours during the sale you will earn 70%! Help for 8 actual hours and you will also have your consignor fee cut in half. If you help for 12 actual hours your consignor fee will be waived. We will email everyone once the Team Member Shifts are open for you to register.

As a consignor, do I get to shop early?

YES! Consignors each get to shop on Thursday, Sept 14 and you get an additional ticket to bring your bestie to shop too! Consignors do not need to pay for presale tickets, we will give them to you at drop off! Team members get to shop even earlier on Thursday. All consignors also get to shop early with TWO friends at the Half Off Presale on Saturday, Sept 17th too! Additionally, if you are a Team Member helping at the sale, you can shop on Sunday during the 75% Off Donates sale where any items marked reduce AND donate will ring up at 75% off! Note: No children under 12 years old may shop prior to Saturday. The only exception is for infants worn in a front carrier.

Do I have to use cardstock for my tags?

Yes, you must use white cardstock, of at least 67lbs. Regular printer paper is too thin and the tags rip off your item easily. If there is no tag we can't sell it!

How do I get paid?

Within two weeks of the sale ending we will send your check via email. This e check will come from Deluxe Checks as a secured link. All the instructions you need will be included for you to easily see how to print and deposit it like any other check.

Are the inspectors really strict?

Yes, we have very high standards at JBFSNH and train our consignor's who help during inspection to ensure items are up to our standards. When you are inspecting your items at home, we recommend using lots of natural light or bright lamps as the lights we have in the venue to inspect with are bright and unforgiving. Ensure there are zero stains, no rips, all the buttons are attached, there isn't excessive pilling of the fabric, everything smells good and that you didn't tag through the fabric with a tagging gun. Shoes must be in excellent to new condition, (magic erasers work wonders on dirty rubber), no scuffed toes, no dirty soles, make them shine!

FAQ cont.



Can I sell baby gear?

Baby gear is one of the hottest sellers you can bring in! Make sure everything is **clean**, wipe down the plastic and clean the fabric and straps. Check strollers for mildew under the cover and rust on the wheels, ensure the seats are clean and free of stains. Pack and plays must be clean and not have any holes in the mesh. Ensure any baby gear has not been recalled by searching for the item on the CPSC.gov website. We pull any recalled items from the sales floor. Car seats must be clean and have a printed manual and completed car seat waiver signed by you left with it at drop off. Any infant seat bases and booster seats must also have a waiver completed for each one. Waivers can be found linked above, on our website and in your consignor emails.

How does marking my items to reduce and donate make my check bigger?

Studies conducted at several JBF Sales across the country proved that Consignor sell through rates were greatly increased when consignors tagged their items to reduce and donate. The reasoning behind it is if you tag it to reduce and donate, you price it to sell and do not use emotion when pricing. Many shoppers won't even look at items that are full price on half price day, and they are more likely to actually purchase them while still full price. Additionally, if you tag ALL of your items to reduce AND donate we will reimburse \$5 of your consignor fee back to you in your check!

What is a Power Seller and a Mega Consignor?

1. If you are a Power Seller dropping off more than 300 items, and you wish to pick up your unsold items, we ask you to sign up for the Sunday Power Seller sorting and breakdown shift. *If you are donating all your unsold items this is not a requirement.
 2. If you are a MEGA Consignor with 800 items or more, a consignor registration fee for every 800 items, or any part of 800 items in your inventory will be deducted from your consignor check. (1-800 items = 1 consignor fee, 801-1600 items= 2 consignor fees, etc..) Please contact us directly by emailing carinaesamsel@jbfsale.com to notify us of your mega consignor status. You must also have MINIMUM of 1 person per 800 items or any part of 800 items at the required Power Seller Sorting/Breakdown Shift. (1-800 items = 1 person, 801-1600 items= 2 people etc)
- **There is a \$75 sorting fee for any power or mega consignor who doesn't complete the Sunday Power Seller sorting shift. (unless everything is marked donate)**



WHAT TO SELL CLOTHING

ALL YEAR

Item Limits: Please bring your best 10 Juniors and 10 best maternity hanging clothing items. NO Mommy Mart items will be accepted.

Short-sleeved items:
onesies, shirts, dresses



Shorts, skirts, capris
summer dresses
jeans



Lightweight summer
pajamas and sleepwear



Sandals, rain boots
shoes, Crocs, flip flops
water/swim shoes



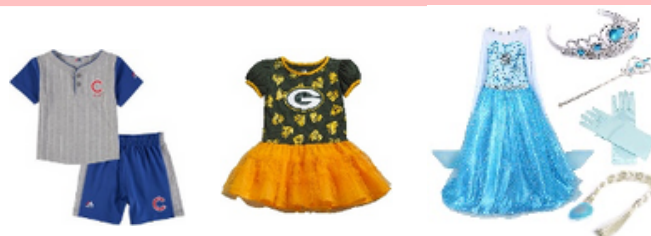
Sweatshirts
lightweight jackets
summer accessories



Swimsuits and
accessories



Fan gear—any length
dress-up/play outfits



NO THANK YOU ITEMS

There are some items
we know we cannot
sell right now.

X Mommy Mart Items

X More than 5
identical clothing
items (exact same
item/size/gender)

X Women's clothing
that is not a juniors
size or brand.

X Clothing that is
torn, stained, over-
worn, smells badly (ie
smoke, mildew),
outdated, pilled or
tagged through the
fabric with a tagging
gun.



WHAT TO SELL CLOTHING

ALL YEAR

Please bring your best 10 Juniors and 10 best maternity hanging clothing items. NO Mommy Mart items will be accepted going forward.

Long-sleeved items:
onesies, shirts, dresses



Leggings
long pants
jeans



Fleece pajamas
winter pajamas
winter sleepers



Shoes, snow boots
rain boots
Crocs



Fall & winter jackets
winter accessories



Swimsuits for indoor
fall swim class



NO THANK YOU ITEMS

There are some items we know we cannot sell right now.

X Mommy Mart Items

X More than 5 identical clothing items (exact same item/size/gender)

X Women's clothing that is not a juniors size or brand.

X Clothing that is torn, stained, over-worn, smells badly (ie smoke, mildew), outdated, pilled or tagged through the fabric with a tagging gun.



WHAT TO SELL OTHER ITEMS

ALL YEAR

Safety First: All items must meet safety standards. Please check for recalls and be sure all safety straps are included.

Plates, cups, utensils



nipples, pacifiers
bottles, cloth &
disposable diapers



Character or
animated stuffed
animals/plush (Beanie
Boo and BaB ok)



Soft infant toys WITH
sound/rattle



Cribs, toddler-twin beds
bed rails, co-sleepers
bassinets



BOOKS: Soft, board
picture, chapter
educational, tween



DVDs/Bu-ray Rated
G, PG, PG-13 only,
video games



NO THANK YOU ITEMS

**There are some
items we know we
cannot sell.**

- X mommy mart items
- X hand made items to include knitted hats/clothing
- X basic stuffed animals
- X basic soft baby toys
- X more than 10 plush
- X Beanie Babies
- X drop-side cribs
- X crib bumpers
- X baby wedges
- X full+ size beds
- X inclined sleepers or loungers
- X adult books
- X cookbooks
- X self-help books
- X R-rated DVDs
- X adult content DVDs
- X VHS tapes or CDs
- X M Rated Video Games
- X Burned/copied DVDs



WHAT TO SELL LARGE ITEMS

ALL YEAR

These items are a "YES!" at any of our sales (and they usually sell well)!

Safety First: All items must be clean and meet safety standards. Please check for recalls and be sure all safety straps are included.



SOUTHERN NEW HAMPSHIRE - UPDATED JUNE 2022