

YOUR GUIDE TO

Selling

JUST BETWEEN FRIENDS

with JBF Broomfield/Brighton

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



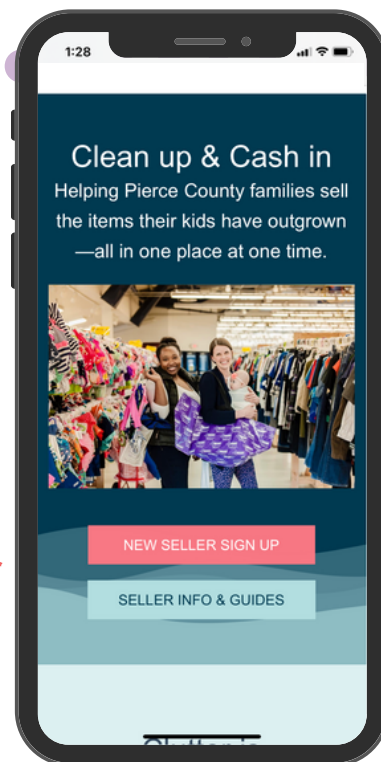
Prep



Drop Off

First Things First: REGISTER

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



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.

Have any of these hot-selling items?

Check all over your home!



Bedrooms

- clothing + shoes
- lamps + rugs
- gliders + rockers
- boppies + monitors

Closets

- sheets + towels
- diapers + new supplies
- step stools
- pillows + blankets

Playrooms

- puzzles + games
- dress up + costumes
- crafts + supplies
- instruments
- gaming systems

Bathrooms

- diaper disposal systems
- bath toys + supplies
- newborn tubs

Large toys

- exersaucers
- rockers
- play kitchen sets
- tool bench play sets

Furniture

- toddler beds
- dressers + bassinets
- swings + 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

...and 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 clothing and non-clothing items thoroughly.

CURRENT This is an All-Season sale. Warm weather clothing and shoes generally sell best at the Spring/Summer sale. Cold weather generally items sell best at the 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 jbf.sale.com for you to check each of your items before you sell.



Safety Waivers Required for all Cribs & Car Seats

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, 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 • play clothes • good condition • maternity
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 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!

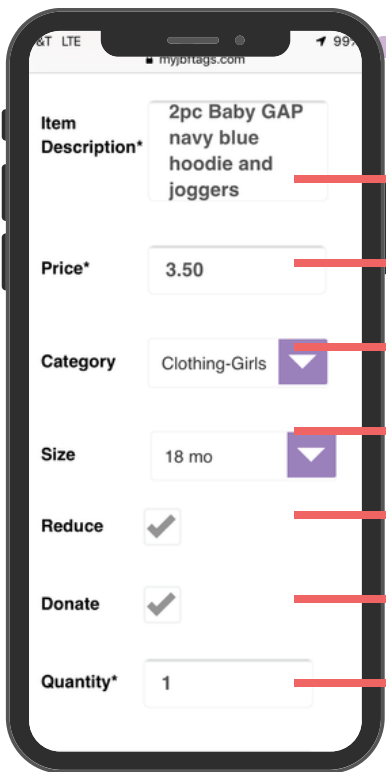
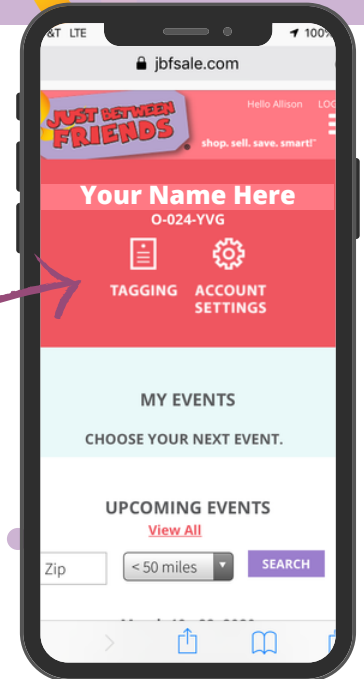
STEP #3 Price



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. (mobile or computer)

1. <https://broomfield.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

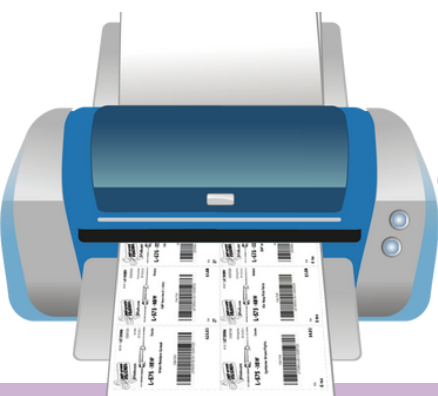
TIP! Talk-to-Text

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.



Interested in VALET TAGGING? Reach out to our expert to handle all the tagging for you!

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)



Want to see a DEMO? Visit the "How-To-Sell" section for videos, tagging demos, tips, and more!

STEP #4 Prep



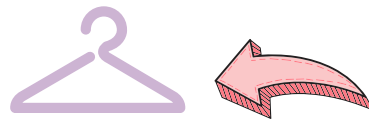
CLOTHING

Hanging & Tagging Clothing

Put most clothing on a hanger. Bundle onesies, socks, infant mittens & hats, as well as accessories in clear self-sealing bags. Attach JBF tag with safety pin or tagging gun.

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.



STEP #4 Prep



Bundling in Bags

Multiple onesies—that are all the same size—can be folded neatly and placed in a bag. Use a tagging gun fastener or a safety pin to connect all onesies together. Attach tag directly to the set (not to the bag).



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. REMINDER: All used/worn socks and tights must be marked DONATE.



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 or tagging gun fastener (through a sturdy waistline) 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 BB

WEDNESDAY | OCT 9 | 5PM- 8PM
THURSDAY | OCT 10 | 9AM- 11AM
ADAMS COUNTY FAIRGROUNDS
9755 HENDERSON ROAD
BRIGHTON, CO 80601

1

Plan for 60-minutes to drop off your items. Longer if you have 250+ items to drop off. Drive to...Park...Enter...and **Check In**...you will receive your Presale Ticket Link at Drop-Off.

2

Your first stop will be Safety and Recall Inspection. All items that a child sits in, is carried in, or sleeps in will be inspected at our Safety & Recalls Station. For your Large Items, you will receive a yellow ticket to attach to each item which makes it easier for shoppers to purchase your items during the sale. Items over \$25 need to be scanned in upon arrival and may go in the High Value Cage.

3

Next, you'll hang all clothing by gender and size directly on the racks. You will drop shoes in bins labeled by size and gender.

4

Toys will be placed on the shelves with like items. Books will be placed in drop zones by category.

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 Joyful Journeys. You'll receive a donation receipt for tax purposes.



**BROOMFIELD/
BRIGHTON**
Adams Co Fairgrounds

ALL-SEASON SALE 2024

- WED, OCT 9**
- Unload Trailers and Set Up | 8am-5pm
 - General & Mega Consignor Drop-off | 5pm-8pm
- THUR, OCT 10**
- General & Mega Consignor Drop-off | 9am-11am
 - **Priority Shopping Thursday* | 2pm-7pm**
 - *Ticket Required for Presale Priority Shopping Entry
 - 2:00p- 7:00p 24+ hour event Employees
 - 2:30p- 7:00p 18-23 hour event Employees
 - 3:00p- 7:00p \$12 Public Tickets, 12-17 hour event Employees
 - 3:30p- 7:00p \$10 Public Tickets, 6-11 hour event Employees
 - 4:00p- 7:00p \$8 Public Tickets, Consignors
 - VIP SHOPPING GROUPS - CLAIM ONLINE WHILE THEY LAST
Teachers & Educators, First-Time Parents & Grandparents, Foster Parents, Military, First Responders, Healthcare Workers, Families of Children with Special Needs.
50 tickets every half hour 4:30pm, 5:00pm, 5:30pm, 6:00pm
- FRI, OCT 11**
- **Public Sale | 9am-7pm**
FREE PASSES ONLINE
- SAT, OCT 12**
- **Public Sale, B2G1 Book Sale | 9am-4pm**
FREE PASSES ONLINE
 - **Power Hour 50% Off Sale* | 6pm-7pm**
 - *Special Ticket Required, also Consignors & Employees
 - *Half Price on Items Tagged without Stars
- SUN, OCT 13**
- **Public 50% Off Sale | 9am-2pm**
FREE PASSES ONLINE
 - *Half Price on Items Tagged without Stars
 - Item Sort 3pm-10pm-ish
 - *Breakdown Employee Pick-up 10pm-ish
- MON, OCT 14**
- Consignor Pick-up 9am-11am
 - *Items not Picked up by 11:01am will be donated
 - Load Trailers and Break Down Racks | 9am-3pm



PLEASE TEXT SHANNAN at 303-968-0797 if you have any questions during the sale.