

# YOUR GUIDE TO *Selling* with JBF Coral Springs

**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**



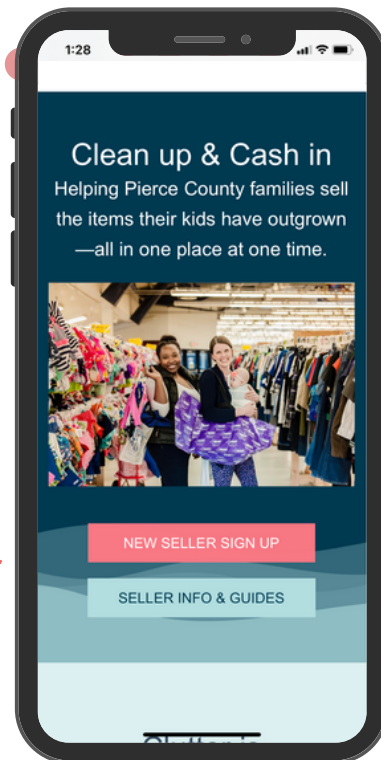
**Prep**



**Drop Off**

## First Things First: REGISTER

Save your spot by registering as a Consignor at the event(s) you prefer. There are no upfront fees.



**Questions?** Join our Facebook Group for quick Q&A. [facebook.com/groups/1005980872807393](https://facebook.com/groups/1005980872807393)

# 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.

### CURRENT

Sell warm weather clothing and swimsuits at our Spring/Summer sale. Sell cooler weather items, like boots and sweaters, 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** 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<br><b>\$10</b> | <b>\$1-2</b><br><b>Value Brands:</b><br>Cherokee, Circo,<br>Faded Glory, Garanimals       | Toys<br>Books<br>Baby Gear<br>Furniture<br>Electronics<br>Strollers + Joggers<br>Sporting Goods                          |  <p>Price a little higher for:</p> <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<br><b>\$20</b> | <b>\$3-6</b><br><b>Standard Brands:</b><br>Carter's, Old Navy,<br>Children's Place, Nike  | <b>60-80% off retail</b>   | <p>Price a little lower for:</p> <ul style="list-style-type: none"> <li>• infant clothing</li> <li>• play clothes</li> <li>• good condition</li> <li>• maternity</li> </ul>  |
| more than<br><b>\$20</b> | <b>65-75% off retail</b><br><b>Boutique Brands:</b><br>Crewcuts, Mud Pie,<br>Matilda Jane | <b>Want to SELL Even MORE?</b><br>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!

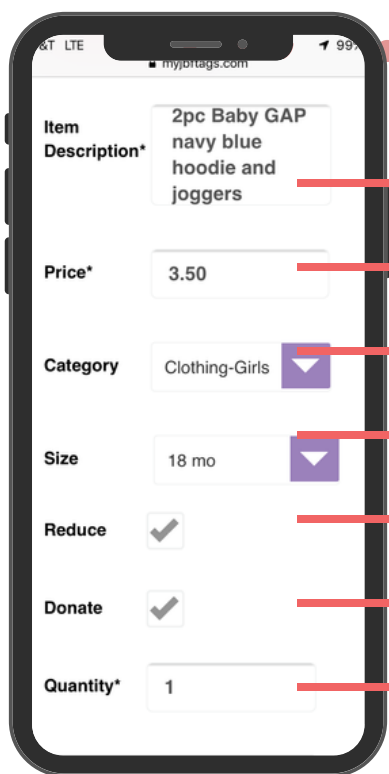
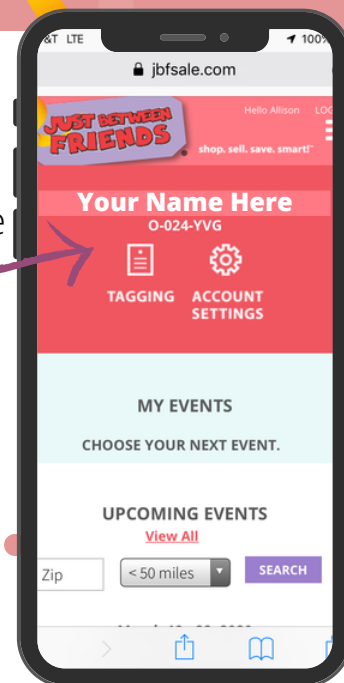
# STEP #3 *Price*



## 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.

1. [www.bocaraton.jbfsale.com](http://www.bocaraton.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

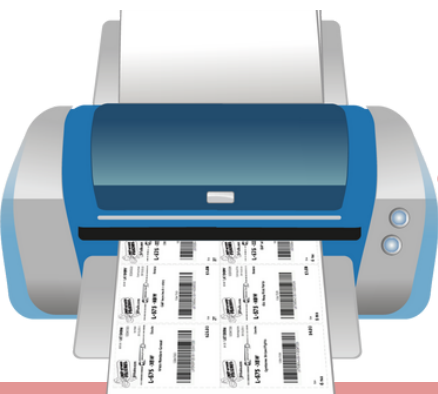
## TIP! Talk-to-Text

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.





# 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



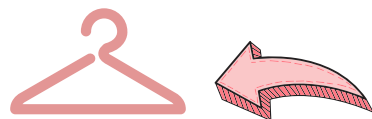
## CLOTHING

### Hanging & Tagging Clothing

Put 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, encouraged, to bundle items into sets. Secure pieces to hanger using safety pins or zip-tie hangers tightly together so outfit remains together as a set. Note on the tag how many pieces are in the set. *Such as, "3 PCS Long Sleeve Flannel, Matching Fleece Vest, and Gap Jeans"*

### 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 with random tagging gun holes will not be accepted.







# ITEMS WE DO NOT ACCEPT

Due to safety concerns/risks and appeal, the following items are not accepted at JBF Coral Springs.



## Breast Pumps

Due to concerns of cleanliness, and not enough sales of breast pumps and accessories, they will no longer be sold.



## Incline Sleepers

Due to risk posed to infants, incline sleepers are no longer accepted at Just Between Friends sales. A notice was provided by the CPSC on November 11, 2018 in which these sleepers were deemed unsafe after repeated incidents of infant suffocation.



## VHS Movie Tapes

These tapes have no appeal to our customers. Remember not to sell rated R movies either.



## Crib Bumpers

All types of Crib Bumpers are no longer considered safe for cribs. If you include bumpers with crib sets, they will be removed so that the set can still be sold.

**DROP OFF ITEMS AT CORAL SPRINGS GYM ON OCT 5, 2022**



# STEP #4 *Prep*



## Bundling in Bags

Multiple onesies—that are all the same size—can be folded neatly and placed in a bag.

Attach tag directly to the bag (or inside bag). Always tape bag closed.



## 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.

If shopper cannot see items, they will not buy.



## 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 zip tie (through a belt loop) to attach pants/skirts to hangers.

Or zip tie 2-3 hangers together, must be same kind.

## 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. *Drop off appointment required.*

## Seller Drop Off for JBF Coral Springs

### CORAL SPRINGS GYMNASIUM NE CORNER, ROLL UP DOOR

1

Plan for 45-minutes to drop off your items. Longer if you have 250+ items to drop off. Park then grab a rolling rack to take back to your car. Enter... **Check In**. No items are taken out through the inspection area. Rejects are taken out front door when you leave.

2

Your first stop will be **Inspection**. All clothing items and shoes will be inspected extra closely. Then put all your own items in their proper location and hang all clothing in gender/size areas on the racks.

3

All items that a child sits in, is carried in, or sleeps in will be inspected at our **Safety & Recalls** Station. These items must be clean! Car seats usually expire when 5 yrs old.

4

For your strollers, car seats, cribs, large furniture and high-dollar purses, you will attach a **Yellow Ticket** to the items which makes it easier for shoppers to purchase your items during the sale.

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

# JBFC Consignor Car Seat Waiver (Please use One per Car Seat)

Car Seat Model: \_\_\_\_\_ Serial # \_\_\_\_\_

Date on Car Seat: \_\_\_\_\_

**Thank you for your commitment to safety!**

| Car Seat Safety Checklist Questions   | Circle answer and follow instructions.                              |  |
|---|---|--|
| 1. Are you the original owner of the seat?  | Yes – Continue  | No – <b>Destroy Car Seat</b>   |
| 2. Does the seat have a label with the date of manufacture and the model name/number?   | Yes – Continue  | No – <b>Destroy Car Seat</b>   |
| 3. Is the car seat expiration date one year or more from now?   | Yes – Continue  | No – <b>Destroy Car Seat</b>   |
| 4. Has the seat been recalled for a safety defect?  | Yes – Continue to #4b   | No – Continue to #5  |
| 4b. Has the defect been remedied?   | Yes – Continue to #5  | No – <b>Destroy Car Seat</b> or Remedy then Continue   |
| 5. Has the seat been involved in any vehicle crash (even a minor one)?  | Yes – <b>Destroy Car Seat</b>                                       | No – Continue  |
| 6. Are there any cracks, bends, or breaks in the plastic shell?   | Yes – <b>Destroy Car Seat</b>                                       | No – Continue  |
| 7. Is the metal frame rusted, bent or broken?   | Yes – <b>Destroy Car Seat</b>                                       | No – Continue  |
| 8. Do you have a copy of the manufacturer's instructions?   | Yes – Continue  | No – Obtain new instructions, then Continue  |
| 9. Does the seat have all of its parts including harness straps, harness clip, seat cover, tether, padding, shield and bolts? | Yes – Continue  | No – <b>Destroy Car Seat</b> or Obtain replacements, then Continue   |
| 10. Are the harness straps worn or frayed and/or have the straps ever been washed in a washing machine?                       | Yes – <b>Destroy Car Seat</b> or Obtain replacements, then Continue | No – Continue  |
| 11. Have the car seat and/or straps been cleaned only per the manufacturer's instructions?                                    | Yes – Continue  | No – <b>Destroy Car Seat</b> or Contact Manufacturer to verify integrity has not been compromised, then Continue |
| 12. Does the buckle or any other metal part show signs of rust?   | Yes – <b>Destroy Car Seat</b> or Obtain replacements, then Continue | No – Continue  |
| 13. Is the car seat clean with no visible stains, holes, or tears?  | Yes – Continue  | No – Clean and repair or <b>Destroy Car Seat</b>   |
| 14. When buckled, does the mechanism lock securely and remain locked when in use?   | Yes – Complete bottom portion to consign car seat                   | No – <b>Destroy Car Seat</b> or Obtain replacements then complete bottom portion to consign car seat             |

## In order to sell a car seat please read, verify and sign the following:

I am the original owner of the car seat that I am selling through Just Between Friends Children's Consignment Sales Event and verify that it has never been in an automobile accident, has not been broken in anyway, has all of its parts, contains the identification label and is 1 year or more from expiration. I verify that the car seat has not been recalled to the best of my knowledge and if so, has been corrected to meet Motor Vehicle Safety standards. I verify that the car seat has all its harness straps, harness clip, seat cover, padding, shield and bolts and that the locking mechanism locks securely.

Signature \_\_\_\_\_

Date \_\_\_\_\_

Print Consignor Name \_\_\_\_\_

Consignor Number \_\_\_\_\_



## Consignor Crib Checklist - One for each crib consigned

|    |   |   |   |
|----|---|---|---|
| 1  | Was the crib manufactured on or after June 28, 2011?  | <input type="checkbox"/> Yes – continue to 4                                | <input type="checkbox"/> No – continue                                      |
| 2  | Was the crib manufactured between July 23, 2010 and June 28, 2011?                            | <input type="checkbox"/> Yes – continue to 2b                               | <input type="checkbox"/> No – continue to 3                                 |
| 2b | Do you have a certificate of compliance from the crib manufacturer or original crib retailer? | <input type="checkbox"/> Yes – attach a copy to this form and continue to 4 | <input type="checkbox"/> No – obtain a certificate of compliance or DESTROY |
| 3  | Was the crib manufactured before July 23, 2010?   | <input type="checkbox"/> Yes – DESTROY                                      | <input type="checkbox"/> No – answer questions 1-2b and continue            |
| 4  | Is the date of manufacture on the crib?   | <input type="checkbox"/> Yes – continue                                     | <input type="checkbox"/> No – DESTROY                                       |
| 5  | Has the crib been recalled?   | <input type="checkbox"/> Yes – continue to 5b                               | <input type="checkbox"/> No – continue to 6                                 |
| 5b | Has the crib had the manufacturer approved recall fix?  | <input type="checkbox"/> Yes - continue                                     | <input type="checkbox"/> No – acquire the fix or DESTROY                    |
| 6  | Do you have a copy of the manufacturer's instructions?  | <input type="checkbox"/> Yes – continue                                     | <input type="checkbox"/> No – obtain instructions                           |
| 7  | Does the crib have all of its original parts?   | <input type="checkbox"/> Yes – continue                                     | <input type="checkbox"/> No – obtain all parts or DESTROY                   |
| 8  | Do you know the history of the crib?  | <input type="checkbox"/> Yes – USE CRIB!!                                   | <input type="checkbox"/> No – DESTROY                                       |

Consignor Name \_\_\_\_\_ Cons. # \_\_\_\_\_

Date on Crib \_\_\_\_\_

Model # \_\_\_\_\_

Serial # \_\_\_\_\_

**In order to sell a crib, please read and sign the following:**

\_\_\_\_ I am the owner of the crib that I am selling through Just Between Friends Children's Consignment Sales Event and verify that the crib was not manufactured prior to July 23, 2010. I have attached an original copy of the manufacturer or retailer's certificate of compliance if the crib was manufactured between July 23, 2010 and June 28, 2011. I verify that the original manufacture date is on the crib.

Signature \_\_\_\_\_

Date \_\_\_\_\_