

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

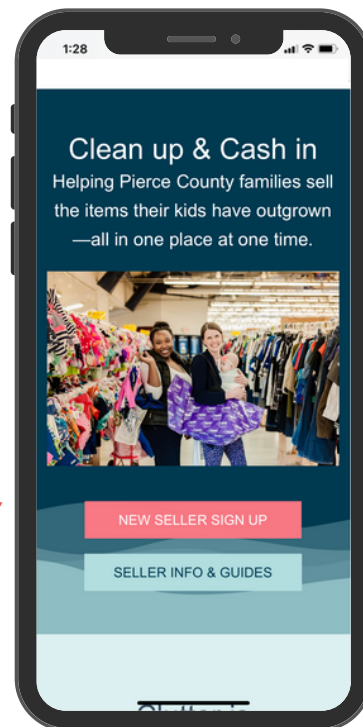


Drop Off



First Things First: REGISTER

Save your spot by registering as a Consignor for our Coral Springs event. This step allows us to send you important emails and to add your items to our system. There are no upfront fees.



Questions? Join our Facebook Group for quick Q&A. facebook.com/groups/1005980872807393

STEP #1

Gather



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.

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

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



STEP #2 Sort



Keep | Toss | Sell



KEEP

It's okay to **KEEP** the items that you just aren't ready to part with yet! We have all been there and it's okay to hold onto those special items.

TOSS

TOSS the items that are too well-loved (stains, missing pieces, or are not working). Shoppers are wanting to buy pre-loved items with life still in them for their families to love.

SELL

Your "**SELL**" pile is your extra cash!!! You can start gathering for our sale anytime! **Pro Consignor Tip:** Keep an empty box or tote in your child's closet or play room to gather your "sell" items as they outgrow them.



STEP #3 *Inspect*



Inspect

The 4 C's: Our Quality & Safety Standard for Consigning

This is a crucial step as a Consignor. Even though we inspect your items at Drop Off, it's very important that each consignor carefully **inspects each item utilizing these four standards**. Grace will be given for the first 3 pulled items, but after 3, you'll be charged \$.25 per item. It's our mission to provide quality and safe items for our shoppers.



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

Inspect: Clean



Wash & Clean ALL Items

The newer it looks, the better it sells. A quick wash, or wipe down might be all it takes to get your items sale ready! Shoppers want to buy items in great condition for their family to use and enjoy!

Wash all clothing, bedding, and cloth items on equipment. Wipe down all non clothing items and clean shoes thoroughly. Magic Erasers work really well on shoes!



ITEMS TO DOUBLE CHECK:

ALL SHOES
BOTTOMS & SOCKS
OUTDOOR TOYS
BABY/INFANT TOYS
PACK & PLAYS
HIGH CHAIRS & BOOSTERS
STROLLERS
CARSEATS & BOOSTERS
POTTY CHAIRS
SIT IN BOUNCERS
BABY WALKERS



STEP #3

Inspect: Complete



Check all Items are Complete

Go through items to make sure all pieces are together. Check all toys and games and **replace any batteries** to prevent battery supply fees (\$1/battery at sale) IF you have an item that is missing a piece and can still be used without that piece, please make sure you note it very clearly on the item and tag for shoppers to see. **Items that are missing crucial pieces will be pulled off the sales floor.**

TOYS & GEAR TO DOUBLE CHECK:

PUZZLES
GAMES
CRAFTS

FEEDING SUPPLIES
LG EQUIPMENT
BABY EQUIPMENT

TOYS
FLASH CARDS
EDUCATIONAL ITEMS



STEP #3

Inspect: Compliant



Safety Matters

Just Between Friends is dedicated to keeping families safe. That's why we want you to have up-to-date information on safety and recalls for items you're still using and for items you want to sell at JBF.

As a Seller, it is your responsibility to check all of your items for recalls. If an item is recalled, it cannot be sold at JBF. If you've installed the recall repair, it is safe to use and sell at JBF.

For the most up to date recall information, visit <https://www.cpsc.gov/Recalls>



TOP 10 SAFETY ALERTS



Bumbo Seats



Chico Polly High Chairs



4moms MomaRoo & RochaRoo



Summer Infant Baby Bather



Boppy Lounger



Infantino Infant Carriers



All Crib Bumpers



All Incline Sleepers



Macleran Strollers



B.O.B. Strollers

For our full Safety Guide, visit <https://bocaraton.jbfsale.com/how-to-sell>

For the most up to date recall information, visit <https://www.cpsc.gov/Recalls>

STEP #4

Pricing Guide



Shopper-Focused Pricing

Ask yourself, "What price would make me buy this item without hesitation...and brag about my bargain to my friends?" We want you to have the **highest sell thru rate!** If you have questions about pricing, reach out to our consignors on our Community FB Group!

Retail Price	JBF Clothing Price	Pricing Non-Clothing Items	
less than \$10	\$1-2 Value Brands: Cherokee, Circo, Cat & Jack, 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: Janie & Jack, 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 #4

Pricing: Tags

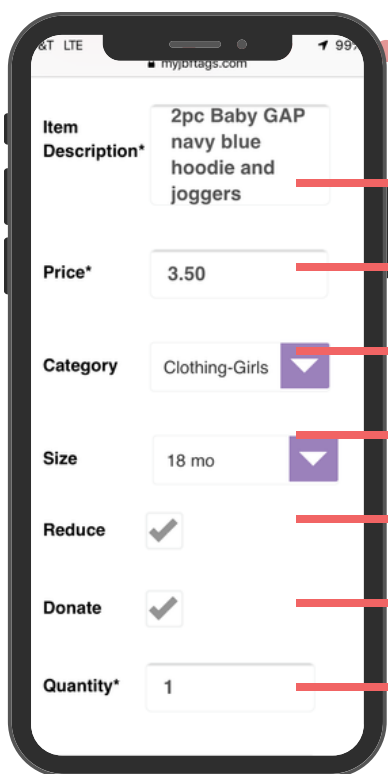
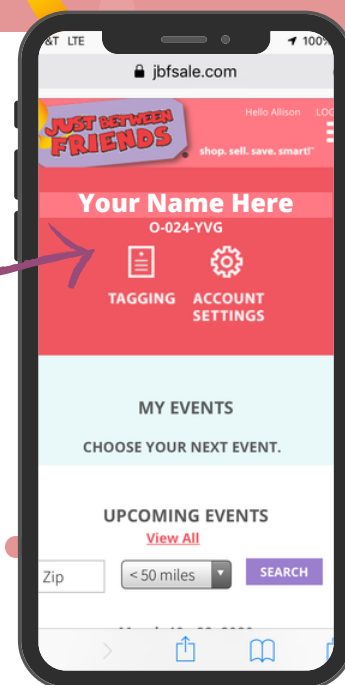
JUST BETWEEN FRIENDS



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/sell
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

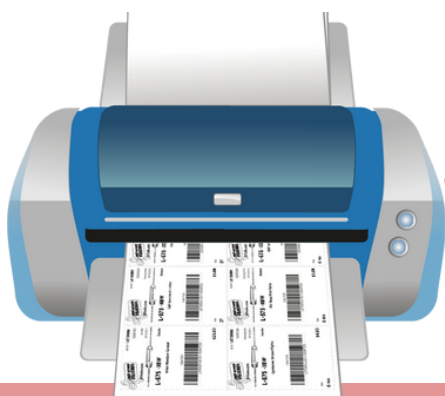
TIP! Talk-to-Text

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. Use the PDF format on Portrait mode. Draft mode works best.



Questions? Join our Facebook Group at facebook.com/groups/1005980872807393

STEP #5 *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, BABY SUPPLIES & GEAR

Tagging Essentials:

- Tag is easily visible and attached securely (won't fall off)
- All pieces secured together (won't separate; tape bags closed)
- **Pro Tip-** Use cardstock for smaller items for easy display. For the bows, we cut 2 pieces and clipped the bows to cardstock so shopper can easily see each bow.

Clearly Visible



Pieces Attached



Tag is Secured



STEP #5 *Prep*



CLOTHING

Hanging & Tagging Clothing

Put all clothing on hangers. We will hang all clothes organized by gender, then size. For girls 16 & up and Juniors, we will organize into categories (tops, pants, shorts, pajamas, dresses, etc.) for easy shopping.



Set hanger direction for all clothing like a question mark



Creating Outfits and pin to hanger or zip tie hangers together



Attach Tags on clothing tag or inseam with pin or tagging gun



All hangers need to face the right direction



Items will be damaged if you attach outfits with tagging gun



Fabric will be damaged if tagging gun is used incorrectly





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.

STEP #5 Prep



LARGE ITEMS

We provide **Yellow Claim Tags** for large items that might be too big or heavy for shoppers to carry with one arm. Yellow Tags will be available at Consignor Drop Off. **Make sure your price tag can easily be transferred to a Yellow Ticket.** Print extra tags with counts added to description (1 of 3, 2 of 3, 3 of 3) so shoppers know what belongs with your item.

**DO NOT REMOVE
TOP PORTION**

TAKE BOTTOM PORTION TO BUY



shop, sell, save, smart!
jbfsale.com

No. _____

1/1/2025
8868955
\$25.00 / v949xvg

Buyer _____

Phone _____

Date/Time _____

**ITEM IS SOLD IF TAG
↓ BELOW IS MISSING ↓**

**TAKE THIS TO
CLAIM ITEM**



V-949-XVG
Fisher Price High Chair

6972733



10-25-00-0-6972733

\$25.00
Full Price



Pro Tip- Keep your large item tags separate (do not attach to items) so you can easily create your Yellow Claim Tags at Consignor Drop Off.

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

TUESDAY, APRIL 18TH

CORAL SPRINGS GYMNASIUM

2501 CORAL SPRINGS DRIVE

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**... you will receive your drop off & sale instructions.

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!