

YOUR GUIDE TO *Selling* with JBF Aurora



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



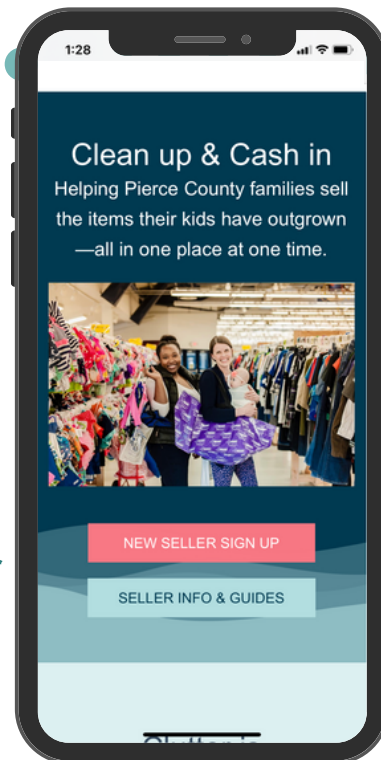
Prep



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.

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

We are an All-Season sale, however, warm weather clothing and shoes sell best at our March sale and cold weather items sell best at our August 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 \$10	\$1-2 Value Brands: Cherokee, Circo, Faded Glory, Garanimals	Toys Books Baby Gear Furniture Electronics Strollers + Joggers Sporting Goods	 <p>Price a little higher for:</p> <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	<p>Price a little lower for:</p> <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!

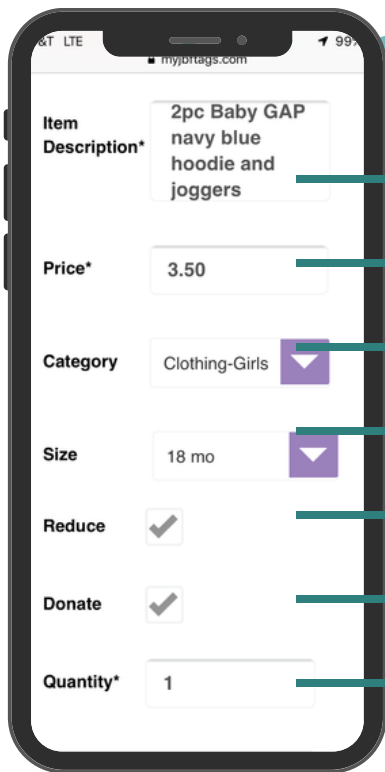
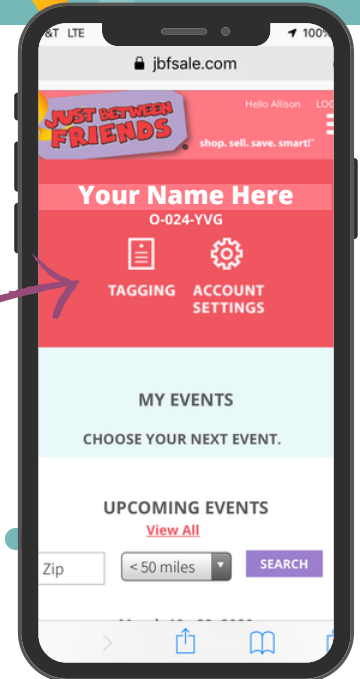
STEP #3 *Price*



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. www.aurora.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

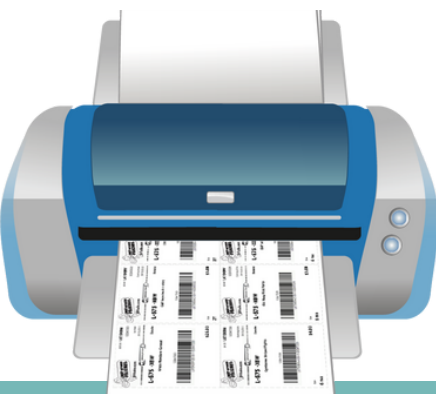
TIP! Talk-to-Text

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 "Event Info" tab for videos, tagging demos, tips, and more!

STEP #4 *Prep*



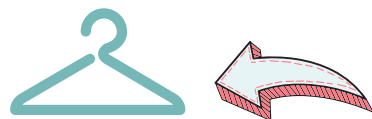
CLOTHING

Hanging & Tagging Clothing

Put clothing on a hanger. Bundle socks, infant mittens & hats, as well as accessories in clear bags. Attach JBF tag with safety pin or tagging gun to a seam or under a belt loop. Tape tags to bagged or large 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.



STEP #4 *Prep*



Bundling Onesies

Multiple onesies—that are all the same size—can be hung neatly upside down on a hanger. Use a tagging gun fastener or a safety pin pm a seam to connect all onesies together. Attach tag directly to the set .



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 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. Outfits and sets should be pinned together and then attached to hanger.

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.

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Seller Drop Off for JBF Aurora

TUESDAY | MAR 19 | 5PM- 8PM

WEDNESDAY | MAR 20 | 8AM- 11AM

ARAPAHOE COUNTY FAIRGROUNDS, WEST EXHIBIT HALL
25690 E. QUINCY AVENUE, AURORA, CO 80016

1

Plan for 60-minutes to drop off your items. Longer if you have 250+ items to drop off. Drive to Fairgrounds...Park...Enter...and **Check In**... you will be added to the Presale Tickets List at Drop-Off.

2

Your first stop will be Check-In. Bring one small tagged item with you for a fast check-in with our scanner. Then you can grab a rolling rack if you wish and go back and forth to your vehicle for unloading.

3

You will place all of your non-clothing items in specific Drop Zones or Areas on the sales floor. You'll hang all clothing in gender/size areas on the racks.

4

All items that a child sits in, is carried in, or sleeps in will need to 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.

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.



Aurora

Arapahoe Co Fairgrounds

ALL-SEASON SALE 2024

- TUE, MAR 19**
- General & Mega Consignor Drop-off | 5pm-8pm
 - Curbside Service Drop-off* | 3pm-8pm
*Optional and Additional Fee, Appointment Required
- WED, MAR 20**
- General & Mega Consignor Drop-off | 8am-11am
 - Curbside Service Drop-off* | 8am-10am
*Optional and Additional Fee, Appointment Required
 - Priority Shopping Wednesday*** | 2pm-8pm
*Ticket Required for Presale Priority Shopping Entry
 - 2:00p- 8:00p 24+ hour event Team Leads
 - 2:30p- 8:00p 18-23 hour event Employees
 - 3:00p- 8:00p \$20 Public Tickets, 12-17 hour event Employees
 - 3:30p- 8:00p \$15 Public Tickets, 6-11 hour event Employees
 - 4:00p- 8:00p \$10 Public Tickets, Consignors
 - 75 tickets every half hour 4:30pm, 5:00pm, 5:30pm, 6:00pm
 - 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
- THUR, MAR 21**
- Public Sale | 9am-7pm**
 - Second Consignor Drop-off | 4pm-5pm
*No Clothes, shoes, or books for 2nd drop off
- FRI, MAR 22**
- Public Sale, B2G1 Book Sale | 9am-7pm**
- SAT, MAR 23**
- Public Sale | 9am-4pm**
 - Power Hour 50% Off Sale*** | 6pm-7pm
*Special Ticket Required, also Consignors & Employees
- SUN, MAR 24**
- Public 50% Off Sale | 9am-2pm**
*Half Price on Items Tagged without Stars
 - Item Sort 3pm-10pm-ish
*Breakdown Employee Pick-up 10pm-ish
- MON, MAR 25**
- 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.