

# YOUR GUIDE TO *Selling* with JBF Milwaukee

**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**



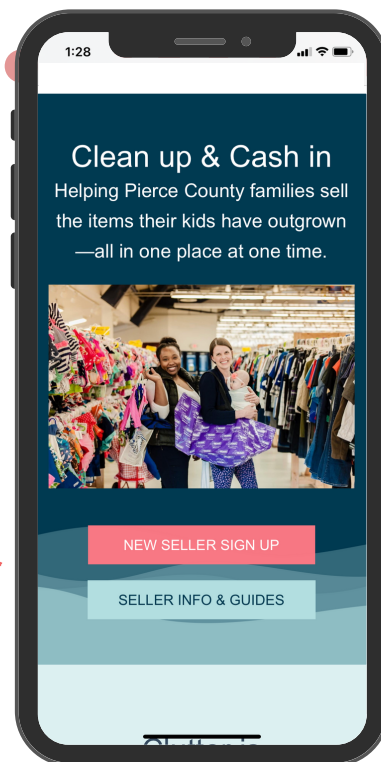
**Prep**



**Drop Off**

## First Things First: REGISTER

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



**Questions?** Join our Facebook Group for quick Q&A.  
<https://www.facebook.com/groups/821163181401366>

# 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 shoes at our Spring/Summer sale. Sell cold weather items 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 <b>\$10</b>	<b>\$1-2</b> <b>Value Brands:</b> 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"> <li>• new with tags</li> <li>• hot selling</li> <li>• like-new</li> <li>• large toys</li> </ul>
less than <b>\$20</b>	<b>\$3-6</b> <b>Standard Brands:</b> Carter's, Old Navy, Children's Place, Nike	<b>60-80% off retail</b>	Price a little lower for: <ul style="list-style-type: none"> <li>• infant clothing</li> <li>• play clothes</li> <li>• good condition</li> <li>• maternity</li> </ul>
more than <b>\$20</b>	<b>65-75% off retail</b> <b>Boutique Brands:</b> Crewcuts, Mud Pie, Matilda Jane	<b>Want to SELL Even MORE?</b> 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!

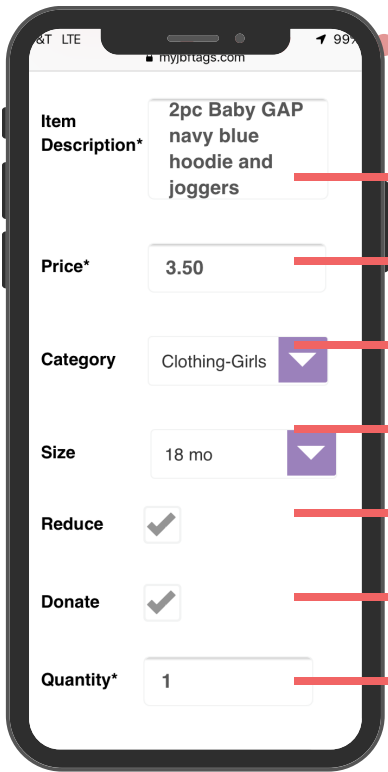
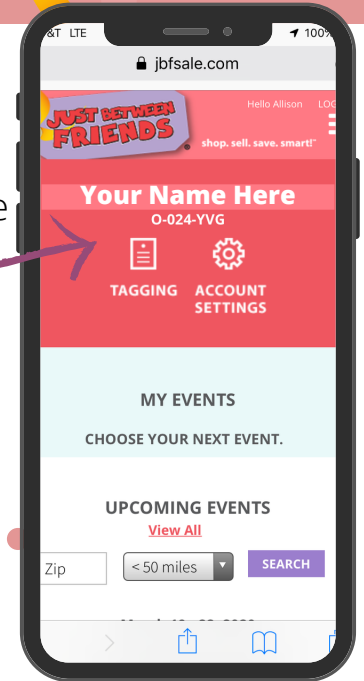
# STEP #3 Price



## 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.milwaukeecounty.jbfsale.com](http://www.milwaukeecounty.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

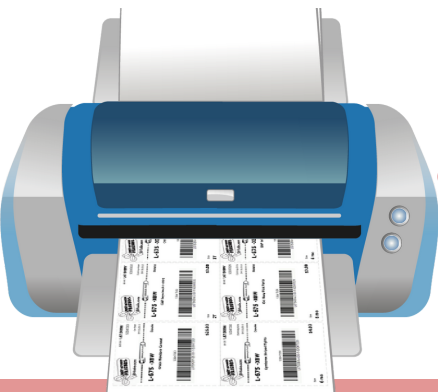
## TIP! Talk-to-Text

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:

- Plastic 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

**REMINDER: NO Wire Hangers. We allow plastic hangers which does include the ones you can get at say Old Navy.**

## 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



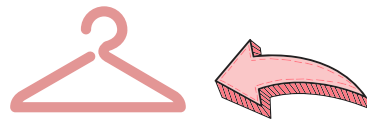
## CLOTHING

### Hanging & Tagging Clothing

Put all clothing on plastic hangers. Socks, infant mittens & hats, as well as accessories will be hung at the sale. Attach JBF tag with safety pin or tagging gun.

### Hanger Direction

Be sure the **PLASTIC** 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 plastic 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



## 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.



## 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 Plastic Hanger

Multiple items—that are all the same size—can be hung on a single plastic 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. Click here to sign up for a drop off time. <https://www.eventbrite.com/e/seller-registration-jbf-milwaukee-county-fall-2022-tickets-392885670617>

## Seller Drop Off for JBF Milwaukee

**THURSDAY | APRIL 13 4PM-7PM**

**WI. STATE FAIR/EXPO CENTER ~ 8200 W. GREENFIELD AVE, WEST ALLIS, WI 53214**

**1**

Plan for 60-minutes to drop off your items. Longer if you have 400 or more items to drop off. Drive to...Park...Enter...and **Check In!**

**2**

Your first stop will be Clothing & Shoe Inspection. Leave your clothing & Shoes here while you place all of your non-clothing items where they belong on the sales floor. Then, return to pick up your clothing & shoes. You'll place your shoes on the table by gender & size. Then hang your clothing in gender/size areas on the racks. **BY CONSIGNOR NUMBER. Example: B-023-YYY you will place them by the letter B.**

**3**

For your Large Items, place them where the signs are.

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

# Floor Map



Sometimes we have to move things around based on volume of items we receive.

# 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, A Place of Refuge  
Ministries. We have  
donation receipt for tax  
purposes just ask for one.



## Presale Shopping

Friday, April 14

Helpers 40 or more hrs. | 9AM

Helpers 20 or more. | 9:30AM

Helpers 12 or more | 10AM

Helpers 4 or more | 10:30AM

Platinum Shoppers | 11AM

SELLERS & guest | 12PM

Prime Time | 2PM

Expectant Parents | 4PM

Community Groups | 6PM



## Public Shopping

Saturday | 4/15 | 8AM-7PM

Sunday | 4/16 | 8AM-6PM

Monday | 4/17 | 10AM-6PM



## Half Price Presale

Sunday | 4/16 | 6PM-9PM

*Bring as many guests as you  
would like. Kids are welcome.*



## Public Half Price Day

Monday | 4/17 | 10AM-5PM

*Free admission!*



## 75% Donates Sale (Open to the Public)

Monday | 4/17 | 5PM-6PM



## Seller Pick Up

Tuesday | 4/18 | 5PM-7PM



# ITEMS WE DO NOT ACCEPT

Due to safety concerns/risks, the following items are not accepted at any JBF Sales.



## Masks



## Incline Sleepers

Due to risk posed to infants, incline sleepers can no longer be 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.



## Cribs made before June 28, 2011

All Cribs made before June 28, 2011 are no longer considered safe for infants—that includes all dropside cribs as they pose significant risks to infants. They cannot be sold or donated.

For cribs manufactured on or after June 28, 2011, a completed Crib Waiver is Required.



## Crib Bumpers

All types of Crib Bumpers are no longer considered safe for cribs. These will not be accepted or sold at Just Between Friends Sales. You are welcome to sell the rest of the crib set.



# ITEM LIMITS

**MATERNITY CLOTHING**



**20**

**BOOKS**

**NO COOKING BOOKS**



**NO  
LIMIT**

**SHOES**

**NO FLIP FLOPS**



**NO  
LIMIT**

**HATS**

**NO SUN HATS**



**10**



# ITEM LIMITS

## SOCKS

Includes up to



# 20

Pairs

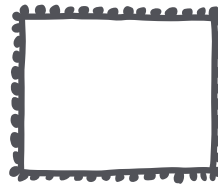
## ART & CRAFTS

This does not include FULL kits



# 20

## MOMMY MART



# NO

### ITEM LIMIT:

500 tags per Consignor

Helpers that help with sort Monday evening get to bring **UNLIMITED** items.  
(Except for above limits)

Tag means if you have three items together with 1 tag that is 1 tag.

Large items such as bikes, cribs, walkers, doll houses...etc, that does not count towards your item limit. You can bring **UNLIMITED** large items.

# Consignor Guidance



## WHAT TO SELL

### ITEMS BY CATEGORY



# Milwaukee County

MELINDAHERBERT@JBFSALE.COM |

FACEBOOK.COM/JBFMILWAUKEE



# WHAT TO SELL CLOTHING

# ALL SEASONS

Short and long-sleeved items: onesies, shirts, dresses



Leggings jeans shorts, skirts



All pajamas sleepers sleep sacks



Shoes, rain boots Crocs, sandals



Spring Jackets, coats sweatshirts, light sweaters accessories



Swimsuits lifejackets



**All Helmets must be less than 5 years year old.**

## NO THANK YOU ITEMS

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

To those items, we say "no thank you" for NOW.

- X Spring sale NO winter hats.
- X Fall sale NO sun hats.

X Spring sale NO winter boots.

X Fall sale NO Flip Flops.







# 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



NEW nipples, pacifiers  
bottles with nipples  
removed



**NO**  
stuffed animals  
unless they do  
something.



Soft infant toys WITH  
sound/rattle



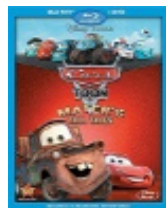
Cribs, toddler-twin  
beds, bedrails,  
bassinets ..  
ALL baby equipment  
must be  
less than 10 years old.  
Sticker should be attached  
on the item with the year.



BOOKS: Soft, board  
picture, chapter  
educational, tween



DVDs: Rated  
G, PG, PG-13 only



## NO THANK YOU ITEMS

There are some  
items we know we  
cannot sell, no  
matter what the  
season due to safety  
concerns.

- X formula
- X food
- X medicine

- X USED nipples
- X USED pacifiers
- X USED underwear

- X basic stuffed animals
- X basic soft baby toys

- X drop-side cribs
- X crib bumpers
- X baby wedges

- X cookbooks
- X adult self-help books

- X R-rated DVDs
- X adult content DVDs
- X VHS tapes





# 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 meet safety standards. Please check for recalls and be sure all safety straps are included.



# 75% OF DONATES/HALF PRICE TAGS

**MONDAY, APRIL 17**

**5PM-6PM**

**SHOP THE 75% OFF DONATE SALE.**

**ALL TAGS THAT ARE MARKED TO GO  
HALF OFF AND BE DONATED WILL BE 75%  
OFF.**

If you wish to pick up your unsold items after you shop the 75% off sale you are welcome to do so. This is NOT mandatory! Let us know at the register as you are checking out if you wish to grab your items.

**Please bring your photo ID along with you!!**

**We encourage everyone to take advantage of these great deals and getting your items early. If you plan to grab your items during this time no need to sign up for a pick up time.**

# IMPORTANT LINKS:

**Pay your Consignor Fee, Schedule  
your Drop Off & Pick Up Time and  
Sign your Consignor Waiver:**

<https://www.eventbrite.com/e/seller-registration-jbf-milwaukee-county-spring-2023-tickets-528942801157>

STARTING February 12th at 10am



**MELINDA  
AND  
MELISSA**

**CONTACT US WITH  
QUESTIONS:**

[melindaherbert@jbfsale.com](mailto:melindaherbert@jbfsale.com)  
[melissamonsoor@jbfsale.com](mailto:melissamonsoor@jbfsale.com)

# 100% OF YOUR FIRST \$100



## Shoppers Want to Buy YOUR Large Items!

Bring any 4 of these listed large items and you can earn 100% of your first \$100 sold. To be eligible, at drop off show the employee your four items. Fill out our "100% of \$100" form. Your 4 items must be clean and compliant with our Safety & Recall standards.



**STROLLER**  
**CARSEAT**  
**CRIB**  
**PACK-N-PLAY**  
**BASSINET**  
**BEDSIDE SLEEPER**  
**HIGH CHAIR**

**EXERSAUCCER**  
**BABY SWING**  
**SIT IN JUMPAROO**  
**MAMAROO**  
**FULL SIZE PLAY KITCHEN**  
**FULL SIZE OUTDOOR PLAY HOUSE**

Items that do not qualify: umbrella stroller, booster car seats & bases, booster high chairs, clip on high chairs, portable high chair, doorway jumpers/swings, push walkers.



Milwaukee County

# Seller Spring 2023 Schedule

- APRIL 13** ● Consignor Drop-off |  
4pm-7pm \*By Appointment
- APRIL 14** ● Regular Price Presale Friday  
Sellers Shop 12pm-9pm  
You and one guest (guest can be any age) **MUST Consign 50 or more items to shop the presale.**
- APRIL 16** ● Consignor Half Price Presale 6PM-9PM (bring as many guests as you would like) Kids are welcome!!  
\*Half Price on Items Tagged without Stars
- APRIL 17** ● 75% Off Sale 5pm-6pm  
\*Items Flagged for Donation & half price  
Item Sort 6pm-10pm  
If we are 90% or more done you can take your unsold items home with you.
- APRIL 18** ● Finish Item Sort 10am-4pm  
Consignor Pick UP 5pm-7pm

\*\*Items not Picked up by 7pm will be donated



PLEASE TEXT US if you have any questions during the sale.  
Melinda 1-414-243-4371  
Melissa 1-414-736-9146

# Milwaukee County

## Spring SALE HOURS

 *Presale Day!*

 *Public Opening Day!*  


*Half Price Day!* 

**Friday 4/14/2023**  
**PRESALE DAY**

**SATURDAY 4/15/2023**  
**OPEN TO THE PUBLIC**

**MONDAY 4/17/2023**  
**50% OFF\* SALE**

(Tickets Required)

( Tickets Recommended)

(Tickets Recommended)

**9:00 am**

Helping 40 or more hrs.

**9:30 am**

Helping 20 or more hrs.

**10:00am**

Helping 12 or more hrs.

**10:30am**

Helping 4 or more hrs.

**11:00am**

PLATINUM SHOPPING

**12:00 pm**

SELLERS

**2:00 pm**

PRIME TIME

**4:00 pm**

Expectant Parents

**8:00 am - 7:00 pm**

Open to the Public  
\$3 entry fee or FREE with ticket!

**SUNDAY 4/16/2023**  
**OPEN TO THE PUBLIC**

(Tickets Recommended)

**8:00 am - 6:00 pm**

**SUNDAY 4/16/2023**  
**50% OFF\* PRESALE**

Tickets Required

**6:00 pm - 9:00 pm**



**10:00 am-6:00 pm**

Open to the Public

\*Items without a star on the tag are an ADDITIONAL 50% off!

**MONDAY 4/17/2023**  
**75% OFF\* SALE**

(Tickets Recommended)

**5:00 pm - 6:00 pm**

Open to the Public

\*Items without a star & a D for donate on the tag are an ADDITIONAL 75% off!

**6:00 pm - 9:00 pm**

Community Presale  
(must qualify)

