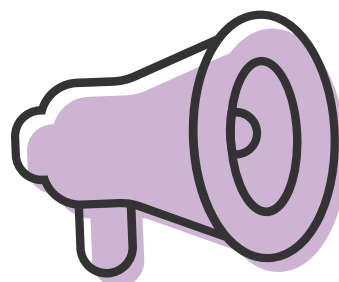




YOUR GUIDE TO *Selling* with JBF Eastern Main Line

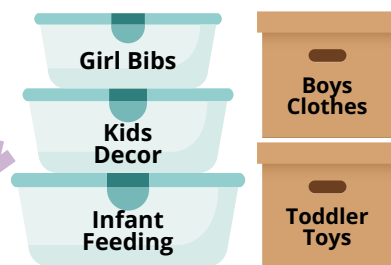
How does it work? >>>



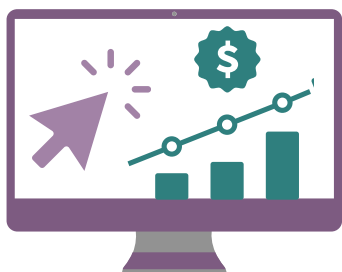
STEP 1: REGISTER & PRE-PAY CONSIGNOR FEE (\$12.50)



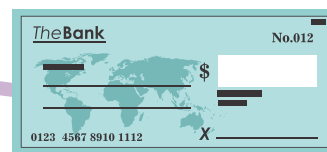
STEP 2: GATHER + PREP WITH THIS GUIDE



STEP 3: DROP OFF DURING APPT



STEP 4: VIEW YOUR SALES LIVE!



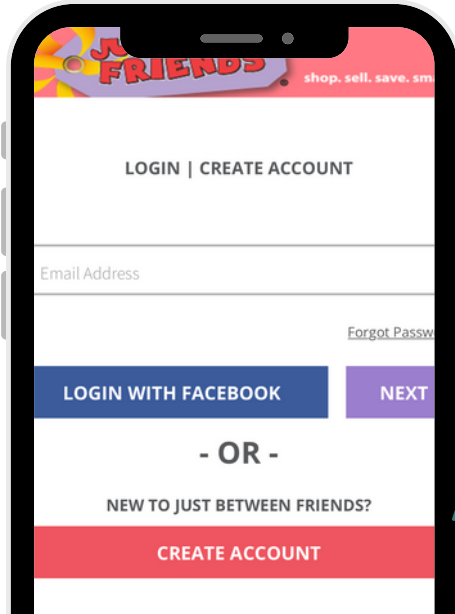
STEP 5: GET PAID 60% OF YOUR SALES

*Inspection & Battery fees will be deducted from consignor check

*Team members may earn up to 70% of sold items



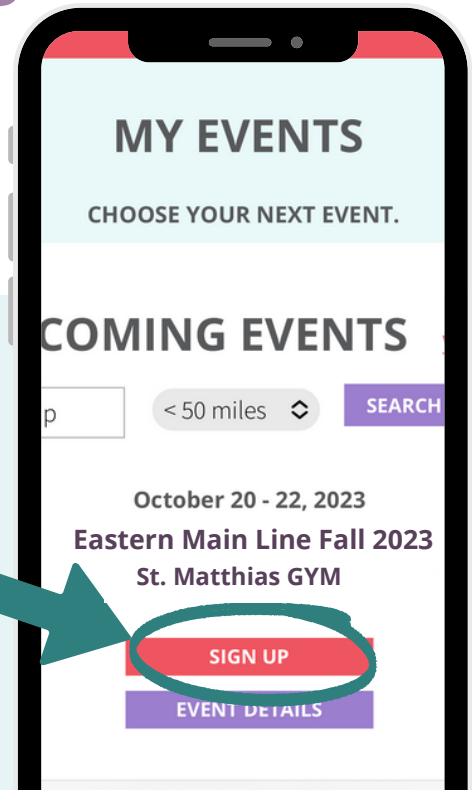
How to Register



Login at jbfsale.com

Returning
Consignors

New
Consignors



Add EML Event

Click **SIGN UP** to add our Fall Sale
This allows us to add your tags to our system

Eastern Main Line
St. Matthias GYM | Oct 20-22

Pay Consignor Fee & Schedule Appts



Pay Consignor
Fee (\$12.50)



View Terms
& Policies



Schedule Drop Off
& Pickup



Presale Passes
Given at Drop-off



easternmainline.jbfsale.com



[Consignor Community Group](#)



[Instagram](#)

Earn MORE!

Become a Team Member



Become a Retail Sales Specialist



Consignor Referrals



Shopper Referrals



Join the Team!



Earn 100% of your First \$100

Your 4 items must be clean, compliant with our Safety & Recall standards & all 4 items **MUST SELL**. To be eligible, check in your 4 items at "Large Items" at Drop Off.



Bring **FOUR** of the items listed to earn an **EXTRA BONUS** on your consignor check!

**CRIB
HIGH CHAIR
SIT IN BABY WALKER
SIT IN EXERSAUCE
SIT IN JUMPAROO
MAMAROO**

**STROLLER
STROLLER WAGON
CAR SEAT
PACK & PLAY
BASSINET
BEDSIDE SLEEPER**

**BABY SWING
RIDE ON MOTOR CAR
FULL SIZE PLAY KITCHEN
FULL SIZE OUTDOOR
PLAYHOUSE**

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

Gather 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
- 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



FALL 2023 ITEM LIMITS

MATERNITY CLOTHING



10
TAGS

BEDDING & BLANKETS



10
TAGS

PLUSH TOYS



10
TAGS

MOMMY MART



10
TAGS



Why Inspecting Matters

It is our mission to provide quality and safe items for our shoppers. **Every consignor is responsible for inspecting each item before Drop Off** to ensure they follow our quality and safety standards below:



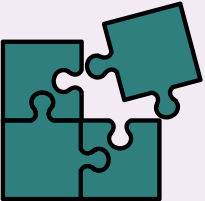
Clean

All items in great condition. Free of stains, rips & odors



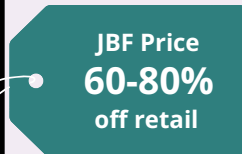
Compliant

All items have been checked w/ safety & recall guides



Complete

All pieces are included & in working order



Current

All items are in current season & priced appropriately

"No Thank You" Items:



Be sure follow these JB F standards and inspect your items closely, you'll be charged **\$.50** per pulled item.



JBF Safety Standards

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, [CLICK HERE](#)**



Top Safety Alerts

View **FULL**
Safety Guide
HERE



Visit our website for full safety guide: <https://easternmainline.jbfsale.com/how-to-sell>

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

Safety Matters



CAR SEATS: WAIVER REQUIRED

All Car Seats must be checked for recalls before selling at JBF. www.cpsc.gov/Recalls A completed **Car Seat Waiver** is required for all car seats and booster seats.



CRIBS: WAIVER REQUIRED

All Cribs made before June 28, 2011 are no longer considered safe for infants. For cribs manufactured on or after the date above, a completed **Crib Waiver** is Required.

Click
HERE
to Print
Waivers

INFANT SLEEP PRODUCTS

JBF accepts cribs, bassinets, cradles, bedside sleepers, and play yards that meet current Safety Standards set by the Consumer Product Safety Commission and JBF quality/condition standards.

For all other items marketed or intended to provide a sleeping accommodation for an infant up to 5 months of age, the product must have a stand, meet stability requirements, and have a side height of at least 7.5 inches. **All other infant sleep products are not accepted for resale at JBF.**

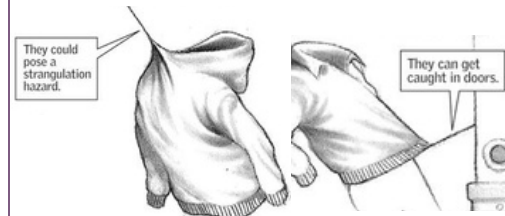


HIGH CHAIRS



High chairs must have all original straps and buckles

DRAWSTRING SAFETY



Upper Outerwear WAIST Drawstrings should be 3-inches or shorter and sewn to garment at mid-point so string cannot be pulled to one side.
Upper Outerwear NECK Drawstrings should be removed completely.

Clothing Accepted

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



Leggings, long pants, jeans, skirts



All pajamas swaddles, sleep sacks



Shoes, boots, rain boots, snow boots
Crocs, cleats



Jackets, coats sweatshirts
sweaters, snow pants



Winter clothing, sports uniform clothing basics, accessories (hats/gloves)



ALL holiday outfits costumes fan gear, dress up..



CLOTHING INSPECTION:

All clothing and shoes will go through inspection.

Please make sure to inspect ALL clothing and shoes before drop off to prevent "No Thank You" fees for items pulled.

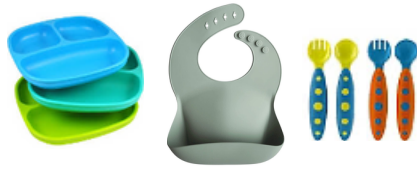
NO THANK YOU ITEMS:

- X USED** underwear
- X DIRTY** shoes
- X** weighted sleep sacks (nested bean, dream, etc.)
- X** stained clothing
- X** holes in clothing
- X** overly worn clothing
- X** adult clothing (maternity accepted)
- X** adult accessories
- X** adult shoes
- X** school/spirit shirts
- X** club/camp shirts



Non-Clothing

FEEDING: Plates, bowls
sippy cups, lunch box
bib, burp cloths



NURSING: NEW nipples
NEW pacifiers
bottles with nipples
removed, nursing items



BEDDING: Crib, toddler
& twin bedding
baby blankets



ARTS & CRAFTS: new
play dough/slime,
complete craft kits
unused & complete
craft supplies



PUZZLES: Wooden,
knob, floor, family
**MUST HAVE ALL
PIECES INCLUDED**



BOOKS: Soft, board
picture, early readers
kid series, chapter
educational, tween
parenting books,



DVDs: Family movies
rated G, PG, PG-13 only



GAMES: Video & family
games **MUST HAVE ALL
PIECES INCLUDED**

NO THANK YOU ITEMS:

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

- X formula
- X food
- X medicine
- X USED open-system breast pumps
- X pumps provided by insurance
- X USED pump tubing
- X USED nipples
- X USED pacifiers
- X infant sleep products that are not
compliant with safe sleep (pg 15)
- X boppy loungers
- X drop-side cribs
- X ALL crib bumpers
- X baby wedges/sleep positioners
- X full+ size beds and bedding
- X puzzles or games with missing
pieces
- X adult books / adult cookbooks
- X self-help books
- X R-rated or adult content DVDs
- X VHS tapes or CDs
- X adult crafts/incomplete craft kits
- X used craft supplies
- X designer bags/items



Mommy Mart

Item Limit: 10 Tags



Kitchen: New/Like New Items

Kids Room & Nursery Décor

Current & Complete



Storage: Baskets & Organizers



Decor: Like New, Current & Trendy



Decor: Like New, Current & Trendy



Gifts: New & Unused Beauty, Bath, Hair Items, & Candles



Gifts: New/Like New Baby Shower Gifts

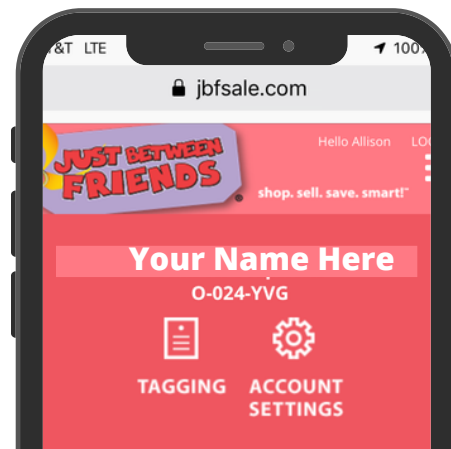
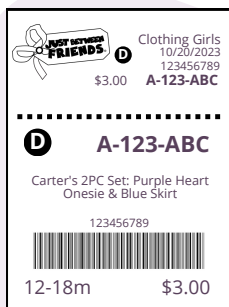
Safety First: All items must meet safety standards. Please check for recalls and be sure all safety straps are included.

How to Create Tags

Where to Create Your Tags

Tagging Page is available 24/7!

1. jbfsale.com
2. Login
3. Click on **TAGGING**



What to Include

MUST Include: Brand Logo, Color, Print, Number & Type of Item

Choose best fitting category or leave blank

Check here to allow item to be 50% off on Half-Price days

Use if you have exact duplicate items

Screenshot of the myjbftags.com mobile app showing the tagging form with fields for Item Description, Price, Category, Size, Reduce, Donate, and Quantity.

PRO TIP: Talk-to-Text

Set price (60-90% off)

Indicate size for clothing & shoes

Check here to donate item if unsold

Tips for a Perfect Tag

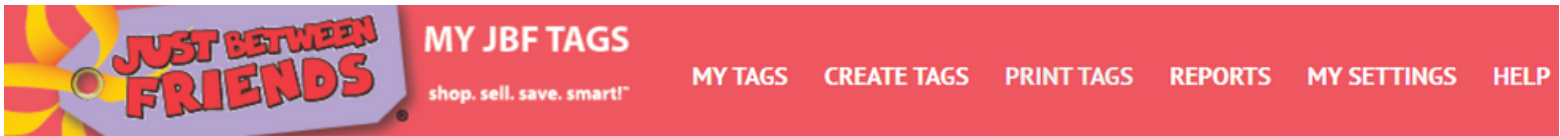
- Use white **CARDSTOCK**
- Enter an accurate description
 - Brand , Logo & Color
 - Number & Type of Item
- Enter correct size
 - Clothing & Shoes
- Regular paper tags will fall off
- Vague or no descriptions prevent us from matching any lost & missing tags
- Wrong or no sizes will prevent shoppers from buying items





Print Your Tags

1. Select Tags to Print
2. Go to Print Tags on Menu Bar
3. Use the PDF format
4. Tags print 9 per page



Print tags in Portrait mode
on 8.5"x11" **white cardstock**

PDF (9 TAGS PER PAGE)

HTML (9 TAGS PER PAGE)



Tagging Supplies

- white cardstock
- hangers
- scissors
- zip-ties
- clear bags (zip-loc)
- clear tape & painter's tape
- clear (saran) wrap
- safety pins
- hole-punch
- tagging gun (optional)

Click [HERE](#)
for a Tagging Supply
Video



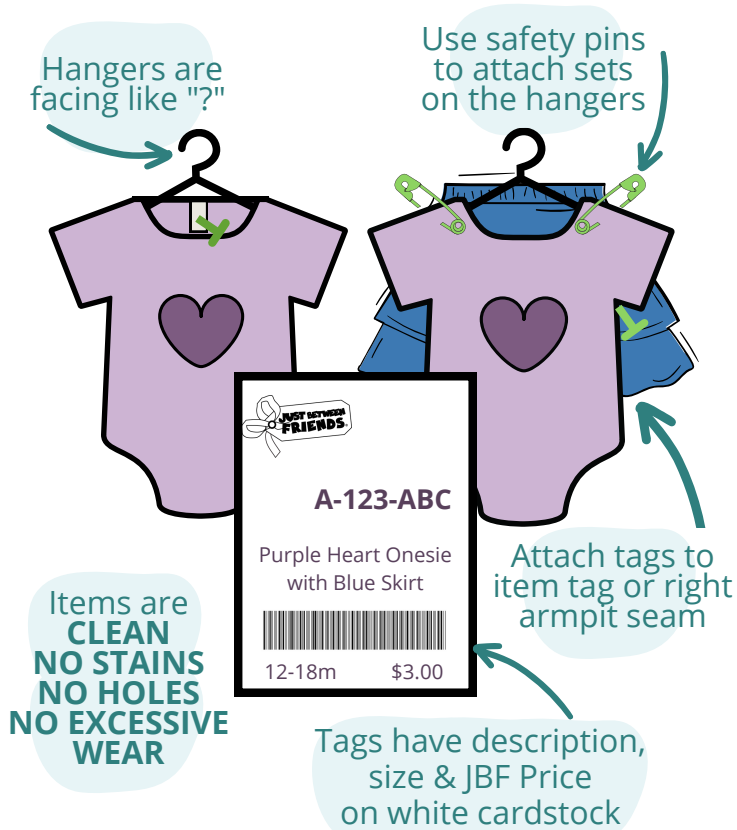
Many supplies can be found at
the Dollar Store, Walmart,
Amazon, etc.



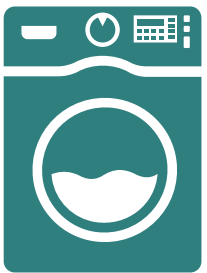
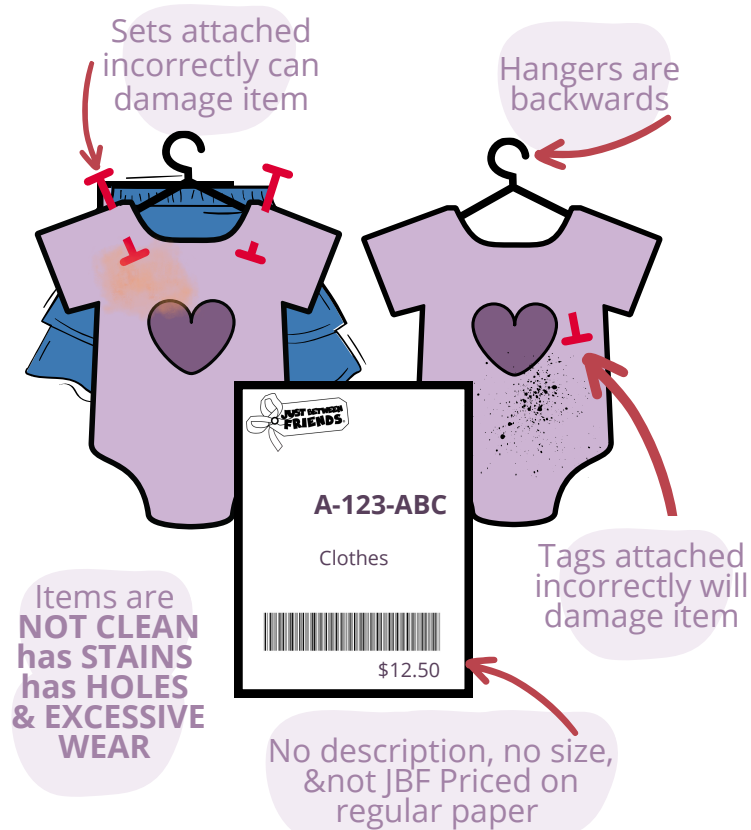
How to Prep & Price

Clothing

Accepted



No Thank You



Is it clean?
Is it safe?



Is it priced correctly?

Retail Price	less than \$10	less than \$20	more than \$20
JBF Price	\$1-2 Value Brands: Cherokee, Circo, Cat & Jack, Garanimals	\$3-6 Standard Brands: Carter's, Old Navy, Children's Place, Nike	60-80% 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

How to Prep & Price

Shoes

Accepted



Shoes are
CLEAN
no stains,
no tears
& clean
soles



PRO TIP: Use
Magic Erasers
to clean the
rubber soles



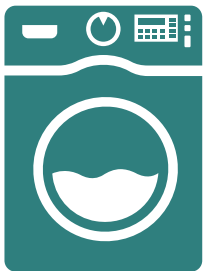
No Thank You



Shoes have
excess wear
& have tears



Shoes have
dirt, stains and
dirty soles



Is it clean?
Is it safe?



Is it priced
correctly?

Retail Price	less than \$10	less than \$20	more than \$20
JBF Price	\$2-3 Value Brands	\$4-8 Standard Brands	60-80% off retail Boutique Brands

Want to SELL Even MORE? Choose to REDUCE, which allows your items to sell at 50% off during discount sale days

Non-Clothing Items

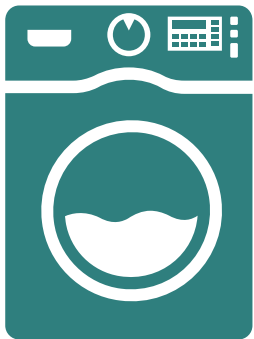
Accepted



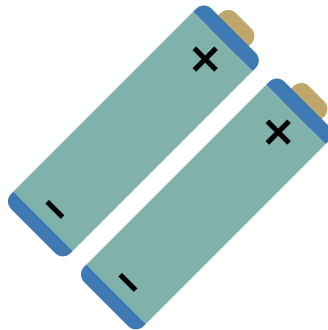
No Thank You



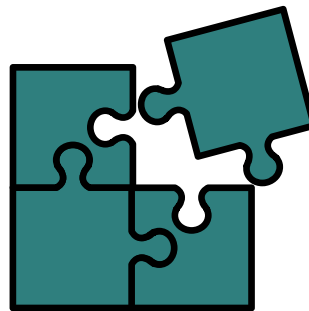
Questions while you inspect your items:



Is it clean?
Is it safe?



Does it work &
have batteries?



Are all pieces
included?



Is it priced
correctly?

Want to SELL Even MORE? Choose to **REDUCE**, which allows your items to sell at 50% off during discount sale days

How to Prep & Price

Non-Clothing Items on Hangers



Swaddles

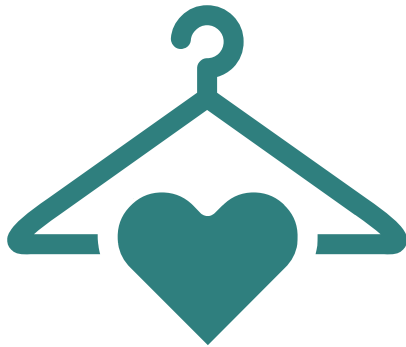
Baby Carriers
Baby Wrap/Sling

Diaper Bags
Backpacks

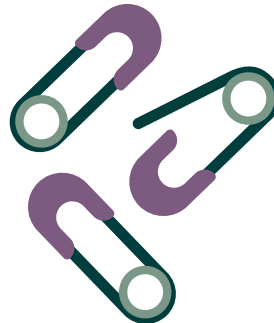
Questions while you inspect your items:



Is it clean?
Is it safe?



Is the hanger
a question mark?



Is it attached
correctly



JB Price
60-80%
off retail

Is it priced
correctly?

Want to SELL Even MORE? Choose to REDUCE, which allows your items to sell at 50% off during discount sale days

Books, Puzzles, Games

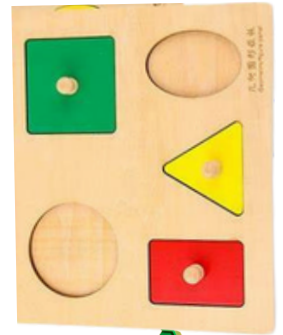
Accepted



Use Painter's tape on books & game boxes



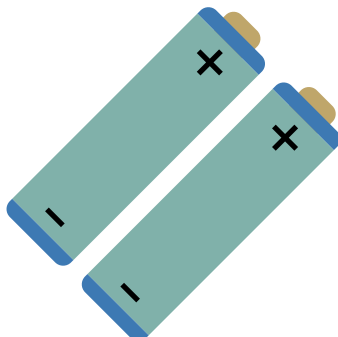
No Thank You



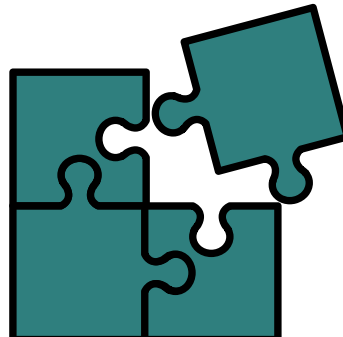
Questions while you inspect your items:



Is it clean?
Is it safe?



Does it work & have batteries?



Are ALL pieces included?



JB Price
60-80%
off retail

Want to SELL Even MORE? Choose to REDUCE, which allows your items to sell at 50% off during discount sale days

Large Items & Equipment

DO NOT REMOVE TOP PORTION
TAKE BOTTOM PORTION TO BUY

No. _____
1/1/2025
8868955
jbfale.com \$25.00 / vs

Buyer _____
Phone _____
Date/Time _____

ITEM IS SOLD IF TAG BELOW IS MISSING

TAKE THIS TO CLAIM ITEM

No. _____
V-949-XVG
Fisher Price High Chair
6972733
10-25-00-0-6972733
\$25.00

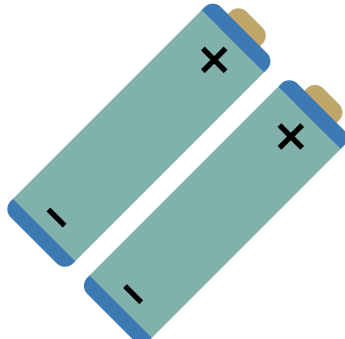


1. Print JBF tags for large items
2. Wait to attach - Keep them separate
3. Add tag to Yellow Ticket @ Drop Off
4. Attach Yellow Ticket to item!

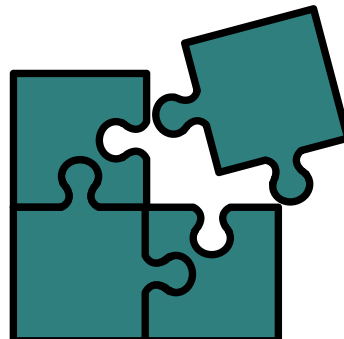
Questions while you inspect your items:



Is it clean?
Is it safe?



Does it work &
have batteries?



Are all pieces
included?



Is it priced
correctly?

Want to SELL Even MORE? Choose to REDUCE, which allows your items to sell at 50% off during discount sale days

Organizing Your Items



Let's Get Your Items Packed Up

You did it! Here's how to organize for Drop Off:

Girls Clothing Categories

Top Rack

Bottom Rack

Onsie

Tops

Outfits

Sleep

Bottoms

Dresses

Coats



Boys Clothing Categories

Top Rack

Bottom Rack

Onsie

Tops

Outfits

Sleep

Bottoms

Coats

Snow suits



Clothing order may change slightly depending on consignor inventory*





Let's Get Your Items Packed Up

You did it! Here's how to organize for Drop Off:

BOOK CATEGORIES

Soft
Board
Picture
Touch & Feel
Sound
Disney
Holiday
Religious
Early Reader
Series
Junior Chapter
Parenting

BABY TABLE CATEGORIES

Nursing
Feeding
Safety
Bath
Potty
Bedding
Towels

BABY HANGING CATEGORIES

Carriers
Covers
Diaper Bags

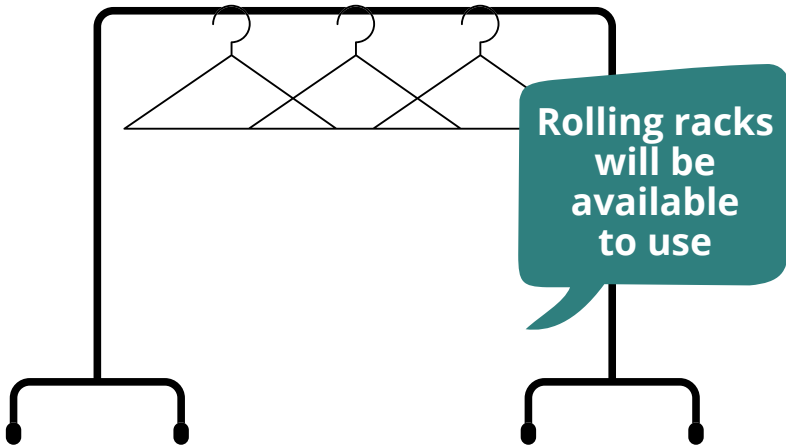
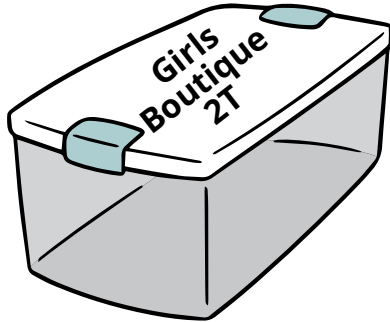
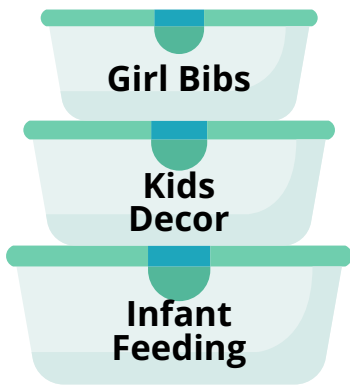
TOY CATEGORIES

Infant
Montessori
Vtech/Leap
Musical
Dolls
Disney/Pixar
TV Characters
Pretend Play
Animals
Building
Super Hero
Vehicles



Organizing Your Items

PRO TIP: Label Totes, Boxes & Bags for a faster Drop Off



PRO TIP:
Bring a
Wagon or
rolling tote



*on a first come, first served basis

Please note: We are not able to store any personal totes or containers at the venue. Boxes, bags, and totes are subject to checking upon exiting the building. We want to keep your items safe & secure!



Consignor Drop Off

October 19th

BY APPOINTMENT ONLY

ST. MATTHIAS GYMNASIUM

124 BRYN MAWR AVE. BALA CYNWYD, PA 19004

1

Check In:
Show QR & 1 Tag to scan



2

Clothing:
Place by gender,
size, & category

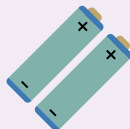


3

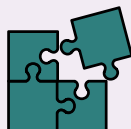
Non Clothing:
Place items in labeled sections



Is it clean?
Is it safe?



Does it work &
have batteries?



Are ALL pieces
included?



Is it priced
correctly?

4

**Large Item Tickets,
High Value Items,
Recall & Safety Checks**



5

Check Out:
Sign consignor waiver,
Pick up presale pass &
referral cards



I survived
Fall Tagging





Sale Week

CONSIGNOR SCHEDULE - FALL 2023

Wednesday Oct 18	Thursday Oct 19	Friday Oct 20	Saturday Oct 21	Sunday Oct 22
Unload & Set Up 6:30pm-8:30pm Truck Unload, Fixture & Sales Floor Set-up *If you're able to Help for these 2 hours a special incentive will be given. Contact Alaina directly for details (alainazsido@jbfsale.com) HUSBANDS WELCOME TOO!	Drop Off & Set Up 9:00am-12:00pm Sales Floor Set Up 9:00-10:00am Express Drop-off *w/fee 12:00-2:00pm Power Consignor Drop-off *Express Drop-off w/fee 2:00-7:00pm Consignor Drop-off	Presale 9:00am Team Member Shopping 10:00am Consignors + Guest 12:00-8:00pm Public Presales **Wear Your JBF Team Shirt for your shift** Close at 9:00pm *Mid-Sale Drop Off: *TENTATIVE - DEPENDING ON CONSIGNOR INVENTORY LARGE ITEMS/GEAR ONLY	Half Price Presale 3:30-6:00pm Consignors + Guest Shop Team Member + Guests 6:00-8:00pm Public Presale Shopping Close at 9:00pm <div> ★ *Items WITHOUT a star on the tag are an <u>ADDITIONAL</u> 50% off! ★ </div>	Sort & Pick Up 12:00pm Pre-Sort 1:00pm-5:40pm Sort & Pick-up Prep 5:45pm-6:45pm Consignor Pick Up Items not picked up by 7:01pm will be donated to our charity partners *If we finish early, we will make an announcement in our FB Smart Seller Group *If you work the ENTIRE sort shift & we finish early, you will be permitted to pick-up your items upon finish

Questions?
 EMAIL ALAINA 24/7 AT: alainazsido@jbfsale.com
 DURING SALE WEEK FOR URGENT QUESTIONS, TEXT: 267-332-1084
 FOLLOW US: [@jbfeasternmainline](https://www.facebook.com/jbfeasternmainline)

1

TAGGING

 Login to your tagging profile at myjbftags.com



3
 Select the percentage you make at your sale and sale fee.

4
 Lastly, click "Run Report" to see what you've made!

Select your percentage:

☐ 40%
 ☐ 45%
 ☐ 50%
 ☐ 55%
 ☐ 60%
 ☐ 65%
 ☐ 70%

Select your sale fee:

☒ \$0.00
 ☐ \$10.00
 ☐ \$11.00
 ☐ \$12.00
 ☐ \$12.50
 ☐ \$13.00
 ☐ \$14.00
 ☐ \$15.00

How to check my sales:

Consignor Pick Up

October 22nd

5:45PM-6:45PM

ST. MATTHIAS GYMNASIUM

124 BRYN MAWR AVE, BALA CYNWYD, PA 19004

1

Check In:
Complete consignor waiver



2

Clothing:
Pick up all clothing by
your consignor number



3

Non Clothing:
Pickup all items sorted by
your consignor number



4

**Check Missing Tags,
"No Thank You" &
Pulled Recall/Safety items
DOUBLE CHECK ALL
ITEMS MATCH YOUR
CONSIGNOR NUMBER**



5

Check Out:
Items will be double
checked before leaving
the building. Submit
completed pickup list!



**Donating to our Charity
Partner? There is no need
to arrive for Pick Up**
Thank you for giving back to our community!

**Items not picked up by
7:01pm will be donated**



**Checks will be
emailed before
November 5th**





Contact Info



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**JBf EASTERN MAIN LINE
OWNER/EVENT COORDINATOR**



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