

YOUR GUIDE TO *Selling* with JBF Eastern Main Line

**JUST BETWEEN
FRIENDS**



Clean out & cash in!

Welcome!



Let's do this together!

If you've got kids... you've got clutter! At JBF you can sell all of your outgrown children's items in one place, at one time... AND earn top dollar!

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.

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Gather



Sort



Price



Prep



Drop Off

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JUST BETWEEN
FRIENDS

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Earnings!

Average consignors sell over \$350!

Consignors earn **60%** less a \$12.50 consignor fee

Pro Tip! Plan to Bring 150+ tagged items to maximize your earnings.

Team Members earn a paid hourly wage.

...plus, consignors & team members get a FREE
presale pass and a "guest" pass!

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Consignors bringing over 300 items and NOT donating their unsold items are considered "**power consignors**". Power consignors bringing 300 items are charged an additional \$30 fee, unless they work 2 hours during sorting (in which case the fee is waived). Consignors bringing 600 items are charged an additional \$60 fee, unless they work 4 hours during sorting (in which case the fee is waived). These sorting hours do not count as "team member hours".

A maximum of 900 items will be accepted per consignor number.

Thank you for helping to sort your items!

Consignor Schedule

JUST BETWEEN FRIENDS

SPRING SALE 2023

DROP OFF

Thursday, April 27

St. Matthias GYM

124 Bryn Mawr Ave, Bala Cynwyd

***2:00pm-7pm**

***appt required for drop off**

Entrance & parking is to the **left** of the Goddard School

We are accepting **ALL** the usual baby gear & spring and summer seasonal clothing. We are not accepting winter coats & snowsuits.

.....

TEAM MEMBER PRESALE SHOPPING

Friday, April 28

9:00am

*presales are adults only besides infants worn in a carrier (no strollers) and children age 12+. You may bring a guest and he/she does not need a ticket.

Entrance & parking is to the left of the Goddard School

.....

CONSIGNOR + GUEST PRESALE SHOPPING

Friday, April 28

10:00am

Consignors + guests

*presales are adults only besides infants worn in a carrier (no strollers) and children age 12+. You may bring a guest and he/she does not need a ticket.

Entrance & parking is to the left of the Goddard School

.....

50% OFF PRESALE

Saturday, April 29

3:30 - 6pm

Consignors + guests

You may bring a guest and he/she does not need a ticket.

.....

CONSIGNOR PICKUP

Sunday, April 30

5:45pm - 6:15pm * Consignors A-M

6:15 - 6:45pm *Consignors N-Z

*if **DONATING ALL** of your unsold items, Pickup not required.

**all items not picked up will be donated at 7:00pm to our charity partner

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STEP #1 Register

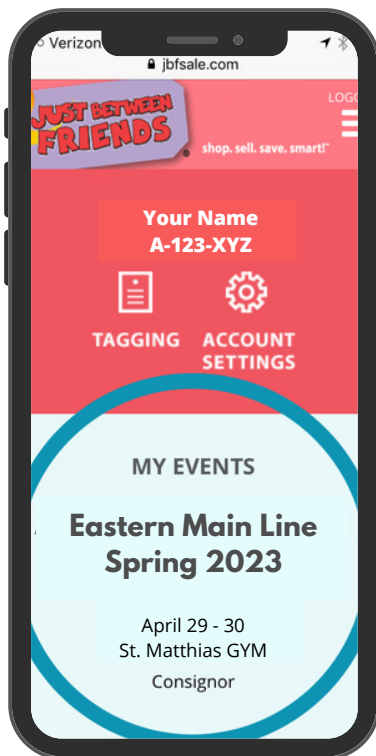
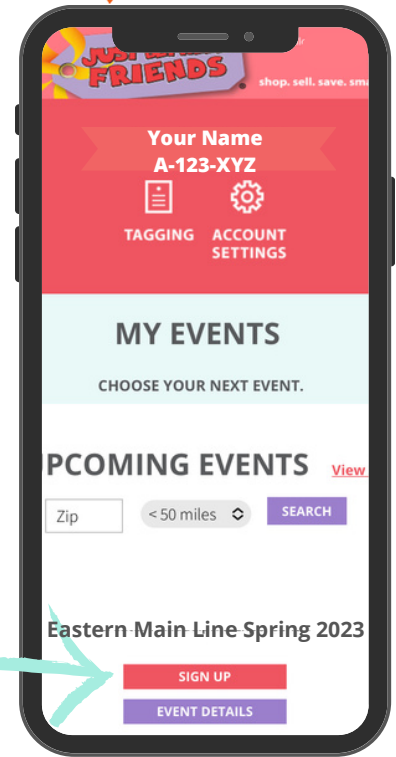


First Things First: REGISTER

Returning consignors, **CLICK HERE** to log in.

New consignors, **CLICK HERE** to create a JBF profile.

Find our upcoming Eastern Main Line sale and click "sign up".



Ensure that you registered properly!

The upcoming sale should now appear under "my events".

After registering on the tagging website, you will receive an email with a LINK to make your drop off appointment & prepay your consignor fee!

STEP #2 *Gather*



Kids Grow Fast!

Sell your outgrown clothing, shoes, toys, books, games and so much more! Don't forget to check ALL OVER your home!



You will find graphics on the following pages about what we ACCEPT and what we DO NOT ACCEPT at the sale.

Remember that JBF sales are seasonal. We are only accepting spring & summer items at the April sale!

Check all over your home!

Bedrooms

- clothing + shoes
- lamps + rugs
- gliders + rockers
- boppies + monitors

Closets

- sheets + towels
- diapers + new supplies
- step stools
- pillows + blankets

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





OTHER ITEMS TO SELL ALL YEAR

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

FEEDING:

Plates, cups, utensils
NEW nipples & pacifiers
bottles with used
nipples removed,
manual breast pumps,
used breast pump
accessories (except
tubing must be new)



STUFFED ANIMALS:

Licensed character (like
Disney, etc) or
animated/ electronic
stuffed animals, Build-A-
Bear



BEDS/SLEEPERS:

Cribs & toddler beds
bed rails, co-sleepers
bassinets

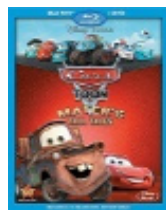


BOOKS:

Soft, board picture,
chapter, educational,
tween, homeschooling



DVDs: Children's &
family DVDs only
(Disney, PBS, etc)



"NO THANK YOU" ITEMS

X used underwear
X formula
X food
X medicine
X USED nipples
X USED pacifiers
X electric breast pumps
X USED breast pump tubing

X basic stuffed animals (like
a stuffed dog or bear)
X beanies babies/boos

X drop-side cribs
X all crib bumpers (including
mesh)
X baby wedges, dockatots
or anything not meeting the
AAP "safe sleep" guidelines
X full+ size beds & twin/full
mattresses

X adult books

X teen dvds
X adult content DVDs
X VHS tapes
X CDs

**Please ensure all items have working batteries and all
parts/pieces necessary for operation.
Please ensure items are clean complete and current!**

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



OTHER ITEMS TO SELL ALL YEAR

INFANT ITEMS

Carriers, boppy pillows, diaper bags, swaddlers, nursing bras, breast milk storage, infant safety items, baby monitors, diapers



TOYS

For infants - teens
electronics
sporting equipment



PUZZLES/GAMES/CRAFTS

wooden/cardboard puzzles
all pieces/parts present
boxed crafts only (no bags please)



ROOM DECOR

Children's room & bathroom decor
Mobiles, sound machines
Changing pads



POTTY/BATH

Clean potty seats
Diapering accessories
Baby bath tubs, towels



"NO THANK YOU" ITEMS

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

X items with stains (no matter how small the stain is)

X items with rips/tears/holes

X items with excessive fading or pilling

X items that are dirty, have scribble, etc

X items missing parts or pieces

X items not in full working order

X items that are very old/vintage

X outdated styles

X porcelain dolls

x happy meal and Dollar Store toys



OTHER ITEMS TO SELL - LARGE ITEMS ALL YEAR

These items are a "YES!" at any of our sales (and we sell 90% of these items)!

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

Theses items require a "large item claim ticket". See Consignor Guide for details.





ITEM LIMITS

JUNIORS

GIRLS' JUNIORS & YOUNG MENS'

We will accept clothing above size youth 18 in ONLY the following categories:

- Name-brand jackets
- Name-brand athleticwear (Nike, Under Armor)
- Name-brand jeans & khakis
- Name-brand button down dress shirts for boys
- Name-brand winter/holiday dresses for girls
- Name-brand sweaters

***note that we are NOT accepting regular long sleeve shirts for juniors, leggings, dress pants, and anything else that does not fall into the above categories (due to space constraints)

Must be a MALL teen brand like Hollister, Abercrombie, American Eagle, Aerie, Pink, Under Armor, Lululemon, etc. i.e.-stores you would find in the MALL.

*****department store brands (Target, Old Navy, Kohl's) and regular men's/women's clothing will NOT be accepted.** We will not accept items outside of these categories (like regular tshirts, etc). We are limiting Juniors to the hottest sellers due to space constraints.

SPRING



Short-sleeved items:
onesies, shirts, dresses



Shorts, skirts, capris
summer dresses
jeans



Lightweight summer
pajamas and sleepwear



Sandals, rain boots
shoes, Crocs, flip flops
water/swim shoes



Sweatshirts
lightweight jackets
summer accessories



Swimsuits and
accessories



Fan gear
dress-up/play outfits
Easter & 4th of July
attire



NO THANK YOU ITEMS

- X USED underwear
- X stained clothing
- X holes in clothing
- X adult clothing
(*maternity accepted, 10 tag limit)
- X adult accessories
- X adult shoes

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

**Save these items for our
Fall/Winter Sale:**

- X camp/school shirts
- X fleece pants
- X fleece pajamas
- X winter pajamas
- X fleece Sleepers
- X snow boots
- X winter jackets
- X gloves
- X winter gear
- X Fall Holiday clothing
- X Christmas clothing

[Website](#)



[Smart Seller Group](#)



[Instagram](#)



ITEMS WITH SAFETY CONCERNS

Due to safety concerns/risks, the following items are not accepted or restricted. See details below..



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. Download crib waiver [HERE](#).



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.



Car Seats

- Must have 1 full year of use left before expiration
- Must include waiver AND manual for each component (i.e. car seat and base need separate manuals and waivers even if sold together)
- Find the car seat waiver [HERE](#)

Supplies



You will need a few basic supplies to get started!

All of these supplies can be found at office supply stores, craft stores, the Dollar Store, or use the clickable Amazon links below!



• • • • •
WHITE CARDSTOCK Get on Amazon [HERE](#). Also found at Office Supply & Craft stores!

TAGGING GUN OR SAFETY PINS Tagging gun on Amazon [HERE](#). Please read the Tagging Gun Guidelines [HERE](#) to ensure you do not damage your items!
Safety pins on Amazon [HERE](#). Also found at craft stores, Walmart & the Dollar Store.

HANGERS We accept any type of hangers!
Many stores will give them away for free - Old Navy, Carters, etc
Dry cleaners recycle them
Ask friends/family
Purchase 10/\$1 at Walmart

PRINTER Use your own printer or print at Staples, shipping stores, or the local library!

DOLLAR STORE SUPPLIES



STEP #3 *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.

SELL the items that meet these 4 C's:

CLEAN, (no stains, rips, pilling, excessive wear, smoke/pet odors) **COMPLETE**,
(no missing pieces) **CURRENT**, (no outdated styles, appropriate season)
COMPLIANT! (no recalls, all safety straps present)

Examples of items we are NOT able to accept:



STEP #4 Price



We recommend pricing at 1/3 of retail!

Shopper-focused pricing - Ask yourself, "What price would make me buy this item without hesitation...and brag about my bargain to my friends?"

<u>Examples:</u>	Bargain Brands	Mall Brands	Boutique Brands
PJs	\$2-3	\$3-4	\$5+
T-shirts	\$1-2	\$2-3	\$4+
Jeans	\$2-3.50	\$3-5.50	\$6+
Dresses	\$2.50-4.50	\$3.50-6	\$6-8+
Sneakers	\$3-6	\$4-7	\$8+

Bargain brands = Cat & Jack, Garanimals, Cherokee, etc (retail \$4-10)

Mall brands = Carter's, Children's Place, Department store brands (retail \$6-15)

Boutique brands = Crewcuts, Mudpie, Janie & Jack



Price **HIGHER** for:
new with tags, big kids/juniors sizes



Price **LOWER** for:
baby sizes under 12 mo, maternity

Pricing TIPS:

- ✓ Create sets or bundles. Put outfits together if they were purchased 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!
- ✓ Price nonclothing items (toys, books, games) at 1/3 of retail price!

STEP #4

Creating Tags

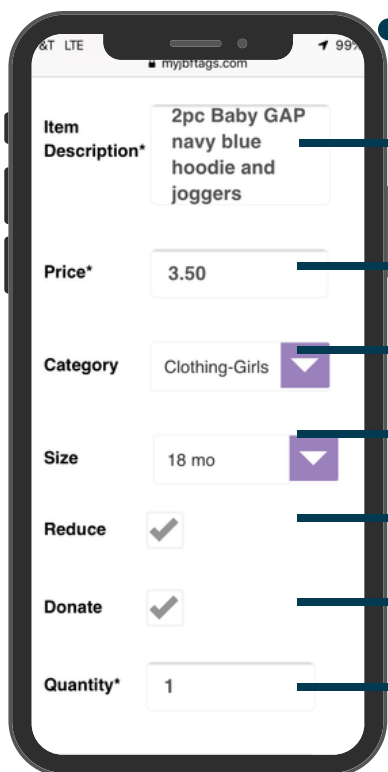
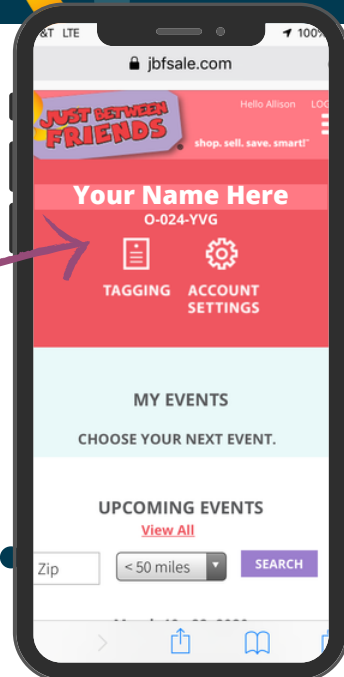
JUST BETWEEN FRIENDS



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.myjbftags.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 reduce on 25% off and 50% off 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



How Reducing & Donating Helps Your Items Sell!

TIP! Talk-to-Text

If you are entering tags on your mobile device, use talk-to-text to go even faster.



Printing Tips!



Printing your tags:

Print tags on 8.5"x11" **white cardstock (not regular paper)**

Tags automatically print 9-per-page.

1. Select checkboxes next to the tags that you want to print.
2. Hover over "print tags" and select "PDF".
3. ***once printed tags cannot be altered without REPRINTING them!

NOTE: if you are printing from a mobile device you will have to print in HTML format. We DO NOT recommend printing in HTML format as it creates scanning issues at the register (tags are a little smaller)

You can also download the PDF of tags and take to Staples, a shipping store, or your local library for printing. Bring your own cardstock to save \$\$!



Printing trouble?



Is your Adobe PDF up to date? You can download the latest version for FREE!

Printing works best in FIREFOX. Try a different web browser!

When using a Mac, you may have to download tags first, then print from the download. Try Google Chrome if you are using a Mac

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.

TOYS & ITEMS WITH LOOSE PIECES



- Tag is attached securely with lots of tape or a zip tie + tape
- All pieces secured together in a ziploc bag. Bag taped shut
- Must have all pieces and must have working batteries!



STEP #5 Prep



CLOTHING



Hanging & Tagging Clothing

All clothing should be hung (besides onesies & sleepers up to 24 months, which can be bagged in a ziploc. We recommended hanging though!)

Hanger should look like a "?"

Tag should be attached in the upper left corner, or the manufacturer's tag if using a tagging gun



Tagging Gun

If you use a tagging gun to attach JBF tags, only puncture the manufacturer's tag or an inside seam (at the neckline or left armpit) so that you do not damage the fabric.



STEP #5 *Prep*



CLOTHING & ACCESSORIES



Creating Outfits & Bundles

It's okay to bundle items into sets.

All items on a hanger must be the same size

Hang one item on the hanger, then secure pieces to hanger using safety pins.



Bundling in Bags

Multiple onesies—that are all the same size & **stain-free!**—can be folded neatly and placed in a bag. Tape bag closed and securely tape the tag to the outside.

Same with **socks & accessories** like hairbows & infant mittens. Lay items flat & squeeze the air out of the bag. Tape closed. Attach tag securely.
Bigger accessories like a baseball cap do not need to be bagged. Just attach the tag with a safety pin or tagging gun!

STEP #5 *Prep*



SHOES



Shoes

Shoes should be in like-new condition with no scrapes, worn toes, dirt or scuff.

Attach shoes together securely with a zip tie or curling ribbon.



STEP #5 *Prep*



BOOKS, GAMES, PUZZLES & CRAFTS

Tape

Only use painter's or masking tape on books, games, puzzles so that the cover is not ripped when the tape is removed.

Bundling Books

We recommend selling books singly BUT if you have books of the same author or theme, you can bundle them together using a ziploc bag or curling ribbon

Games, Puzzles, Crafts

Ensure all pieces are present. Crafts must be sold in boxes; no bagged crafts please.

Peg puzzles can be wrapped with plastic wrap and taped closed (see photo)



STEP #5 *Prep*



BEDDING & BLANKETS

Sheets & Receiving Blankets

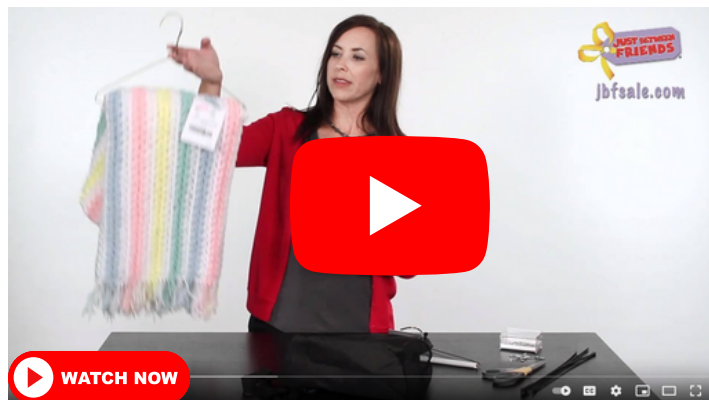
Can be bagged in a ziploc or rolled up and tied with a ribbon. Please check for stains!

Blankets

Baby blankets or throw blankets can be draped over a hanger and pinned underneath so it doesn't fall off (see video)

Bedding

Larger bedding sets can be placed in an XL ziploc or bedding bag (you can find bedding bags at the Dollar Tree!)



STEP #5 Prep



D-I-Y Large Item Claim Tickets

Items that are too large to carry around require a "claim ticket". [Click here](#) to download the file, then follow the directions below.

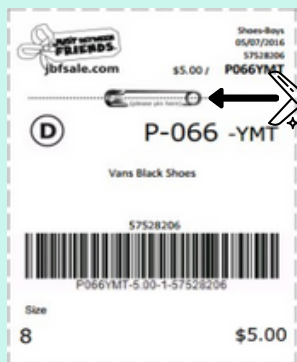
Items that require a claim ticket include: baby equipment, strollers, pack n plays, furniture, outdoor toys like bikes and sandboxes, activity tables, walkers, jumpers, kitchens, vanities, cozy coupes, toy organizers, easels, train tables, shopping carts, ride on toys, car seats, bassinets, or any items of similar size!

1

Print claim tickets on white cardstock
[\(LINK\)](#)

2

Cut off one claim ticket (they print 3-per-page)



3

Cut price tag along dotted line

4

Staple top part of price tag to top of claim ticket, and bottom of price tag to bottom of claim ticket



STEP #6

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.

Seller Drop Off for JBF Eastern Main Line

Thursday, 4/27, 2:00pm-7pm

ST. MATTHIAS GYM | 124 BRYN MAWR AVE

BALA CYNWYD

ENTRANCE & PARKING TO THE LEFT (& BEHIND) OF THE GODDARD SCHOOL

BRING YOUR ITEMS IN A WAGON/ROLLING TOTES FOR EASIER DROP-OFF

RESERVE YOUR DROP OFF APPOINTMENT ON THE WEBSITE

- 1** Plan for 45-60-minutes to drop off your items. Longer if you have 250+ items to drop off. Drive to...Park...Enter...and **Check In!**
- 2** You will place your clothing on the racks by size and gender. The more organized you are, the easier drop off will be!
- 3** You will place non-clothing items in "drop zones". These are general categories like "boys toys", "girls toys", "infant toys", "puzzles", "games", "crafts", etc. We will place items out on the shelves for you.
- 4** For your Large Items, ensure your large item claim ticket is already attached! This will save you time so you can drop and go!

That's It! You're Done!

During the Sale



Make time to
SHOP



MAKE SURE YOU GET THE BEST
DEALS FOR YOUR FAMILY! CHECK
THE SCHEDULE [HERE](#)



Watch Your Consignor Check Grow

You can view your sold items! Log in to your JBF Profile, click on TAGGING, then choose REPORTS.

Consignor checks are sent via EMAIL 2 weeks after the sale ends.



Power Sellers

Consignors bringing over 300 items and NOT donating their unsold items are considered "power consignors". Power Consignors bringing 300 items are charged an additional \$30 fee unless completing a 2-hour sorting shift for every 300 items. Power Consignors bringing 600 items are charged an additional \$60 fee unless completing a 4-hour sorting shift, in which case the fee is waived. Power consignors bringing 900 items+ are charged an additional \$90 fee, unless completing a 4-hr sort shift + a 4-hr drop-off/ sale shift.



If you choose to donate your unsold items, they are distributed to help local families through our Charity Partner. You'll receive a donation receipt for tax purposes.