

# YOUR GUIDE TO Selling



## Nashville Music City

### Your Consigning Journey : Graphic Overview



**Gather**



**Sort**



**Prep**



**Price**



**Drop Off**



**Get Paid**

## Welcome!

**Ready to be a JBF Nashville Consigning Rockstar? This Seller Guide is for you!**

If you're a First-Time Seller or have sold before, 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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**JBF Nashville Consignors helped thousands of families say...YES!**

As always, we are here to help! Call, text, or email me anytime with questions.  
Yolanda Prince, Owner | 615.707.7541 | yolandaprince@jbfsale.com

# What do Consignors Earn?



**Consigning with JBF is worth your time!**

**Average Consignor makes over \$400!**

**Consignors earn 60% less a \$15 consignor fee  
Team Members (4-Hour) earn 70%**

**...plus, consignors & team members get a FREE presale pass and a "guest" pass!  
Team Members shop first and the more shifts you help, the earlier you shop!**

## Frequently Asked Questions:

### What are the item requirements to participate?

- Minimum 25 qualified items
- Maximum 1500 qualified items

We suggest setting a goal of 150+ tags for the highest payout!

### What is a Power Seller and what are the requirements?

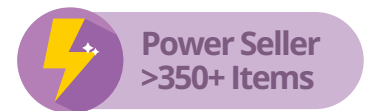
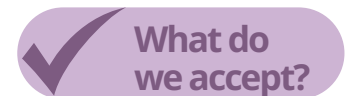
- Consignors with >350+ items are considered power sellers.
- Powers Sellers earn 55% unless all items are marked donate/discount or they help 2 shifts (one must be sort).

### What is the Perfect Consignor Designation?

- Consignors that have less than 5 documented rejected items, can bypass inspection after check-in.

### When do we get paid?

- Payouts will be emailed 2 weeks from pickup.



#### Consignor Coach Chantel

Text: 603-438-5147

Email: [clandon.nmc@jbfsale.com](mailto:clandon.nmc@jbfsale.com)



#### Facebook Consignor Group

Get support from our community of Rockstar Consignors



Follow us on [Facebook](#)



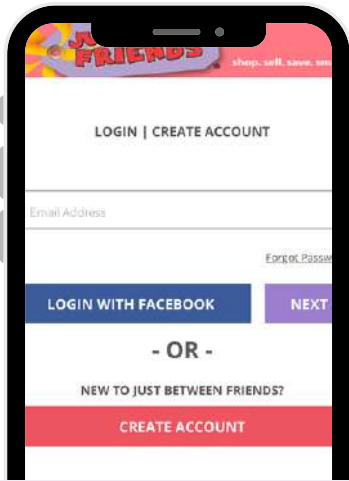
[nashvillemucicity.jbfsale.com](http://nashvillemucicity.jbfsale.com)



Follow us on [Instagram](#)

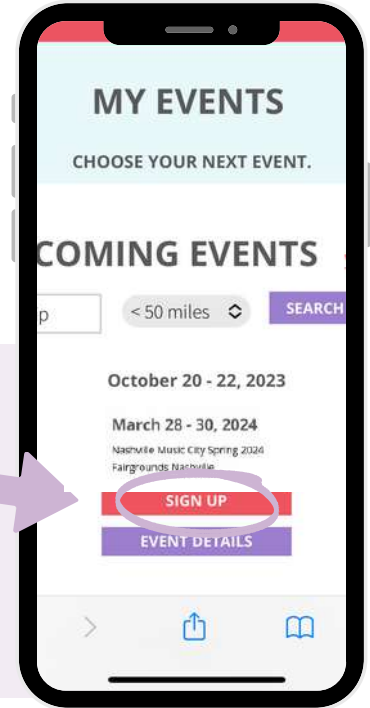


# How to Register



## 1 Become a Seller: Login or Create JBF Profile

LOGIN TO JBF



### Add Nashville Event

Click **SIGN UP** to add our Spring Sale and click Consignor  
This allows us to add your tags to our system

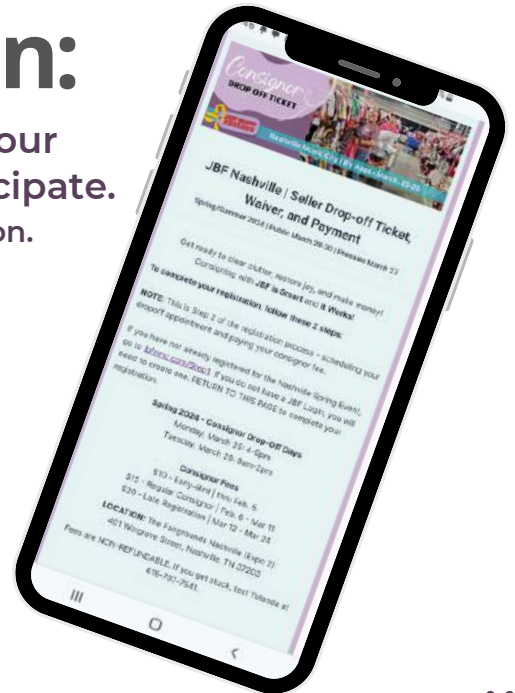
Nashville Music City  
Fairgrounds Nashville | March 28-30

## 2 Complete Registration:

Reserve your drop off appointment and pay your Consignor fee. This step is **REQUIRED** to participate. This holds your seller spot and completes your registration.

**Tip:** Have your JBF Consignor # handy. If you don't have one, go to step 1.

CLICK HERE



## Start Tagging! Site is open 24/7

Go to [myjbf-tags.com](http://myjbf-tags.com) to get started.  
Tags are good for 2 years.

# Rockstar Seller Mindset!



## What's our JBF Nashville Vibe?

We are raising the bar of what you should expect from a consignment sale!

- We believe that prioritizing **quality & price over quantity** is most important. We understand that as parents, time is our most valuable asset!
- For those reasons, shopping and selling at our events must be worth the time, energy, and gas! Therefore, **bring your best and do not tag items of poor quality**.
- **Price to Sell** (*without emotion*) - our shoppers are families like you, and the goal is to not bring it back home. What would you pay?
- **Prep your items with love**, as if presenting to a cherished friend. The better they look, the better they will sell.
- **Set a goal** to tag a minimum of 150 items. This is the sweet spot for most sellers!
- With anything worth doing, **embrace there is a learning curve!** If this is your first sale, focus on going through the process, learn from the results, and tweak!
- **Lean on your resources!** You're not alone, we're here to support you!

 <h3>Clean</h3> <p>Are items in great condition? Free of stains, rips, odors, pet hair.</p>	 <h3>Compliant</h3> <p>Have items been checked w/ safety &amp; recall guides.</p>
 <h3>Complete</h3> <p>Are all pieces included? All in working order with working batteries.</p>	 <h3>Current</h3> <p>Are items in current season &amp; priced correctly? 50-90% off retail prices.</p>

## The 4 Cs



- ## Prep
1. Presentation
  2. Reaps
  3. Enormous
  4. Profits

## Endowment Effect

- We tend to overvalue things we already possess.
- This can lead to overpricing.
- **Resist this urge** - remove emotion and price to sell.



## Understanding the Three Price Rule

1. You recognize its a great deal and grab it without batting eye!
2. You like the item, but its not a bargain. You put it to the side and walk around and think about it. You have to love it to buy it.
3. You realize this person is nuts or too emotionally tied to the item.

Trust your gut! What would you pay without hesitation?  
**That's the price!**



# Consignor Schedule



Make sure you **MAXIMIZE** all of your Consignor and Helper Perks! See [FAQs](#)

Consignors, Team Members, and Staff receive Presale Passes. Consignor that help make a higher percentage and shop even earlier (plus guest). See the schedule below to see your shopping time. Grab a **Helper Shift** [Here](#) or apply for **Seasonal Staff** [Here](#)

**Presale Passes:** Your link to claim your tickets will be sent digitally to fully registered sellers only (i.e. drop-off appt scheduled), closer to the event. Watch your emails!

SPRING/SUMMER 2024 - Public March 28-30 | Presale March 27  
Nashville Music City

THE FAIRGROUNDS NASHVILLE (Expo 2)  
401 Wingrove St, Nashville, TN 37203

Reserve your Drop-off Appt [HERE](http://jbfnmccom/sellyes): [jbfnmccom/sellyes](http://jbfnmccom/sellyes)

**TEAM MEMBERS**  
make up to  
10% more  
shop first!

**MONDAY**  
3/25

**CONSIGNOR  
DROP-OFF**  
4-9PM

Appointment  
required

**TUESDAY**  
3/26

**CONSIGNOR  
DROP-OFF**  
9-2PM

Appointment  
required

All Consignors who wish  
to participate **MUST**  
schedule a drop-off and  
pay the consignor fee.

**WEDNESDAY**  
3/27

**ROCKSTAR  
PRESALES\***  
9:30-9PM

(Staggered Entry - upon entry,  
you can shop as long as  
you wish)

15hr+ Helpers & 1 Guest

9:30-9pm

8hr Helpers & 1 Guest

10-9pm

4hr Helpers & 1 Guest

10:30-9pm

Consignors & 1 Guest

2-9pm

\*no children under age  
12 unless infants worn  
or in a stroller.

Wagons encouraged!

**THURSDAY**  
3/28

**PUBLIC SHOPPING**  
10-8PM

(2ND CHANCE)  
DROP-OFF  
7-8PM

**FRIDAY**  
3/29

**PUBLIC SHOPPING**  
9-4PM

**HALF OFF PRESALE**  
4:30-8:30PM

(Items w/o a ★)

Team Members & 2 Guests

4:30-8:30pm

Consignors & 2 Guests

5-8:30pm

**SATURDAY**  
3/30

**PUBLIC HALF OFF**  
8-3PM

(Items w/o a ★)

**LAST DAY!**

**75% OFF\***  
**DONATES**

1:30-3:30PM

**TEAM MEMBERS &  
CONSIGNORS ONLY**

(items marked "D"  
for Donate)

**SORT**

**4-9PM**

includes Power Sellers

Sort Perk: You can take your  
items home if we finish!

50%  
OFF

**SUNDAY**  
3/31

**CLOSED**  
**EASTER**

**MONDAY**  
4/1

**FREE  
HANGER  
HOOKUP\***  
3-6pm

\*This gift is for  
JBF Nashville Consignors  
that plan to return to for  
the next season.

**CONSIGNOR  
PICK-UP**  
3-6PM

Items remaining after  
6:01pm will be donated  
to charity.



Team Members & Consignors  
have unlimited reentry during  
all public shop times!

**Presale & Public Shopping  
Tickets  
COMING SOON!**

**RSVP to FB Event!**



# Tagging Supplies



## Gather these supplies to make your prep faster:

- white cardstock
- hangers (any type)
- scissors
- safety pins
- saran wrap
- hole-punch
- zip-ties/ribbon/string
- clear self-sealing bags (Ziploc)
- clear packing tape
- painter's tape  
(for delicate surfaces like books)
- tagging gun (optional)
- paper cutter (optional)



## Tagging Gun 101

Using a Tagging Gun is **OPTIONAL**. Attaching tags incorrectly will cause damage & result in your item being rejected.

### Where to Attach Tags



Tag through the  
Manufacturer's Tag



Tag Through  
Inside Seam



Tag Through  
Sergers Seam or  
armpit



Tag Through  
**in-between**  
seam in armpit.  
rseam or armpit

### What to Avoid



Puncturing directly  
through fabric



It will damage  
item & leave hole



Attaching items together  
w/Tagging Gun



## Check all over your home!

### Bedrooms

- bedding + decor
- gliders + rockers
- sound machines
  - monitors
- swaddles + sleep sacks
  - clothing basics
- hair accessories

### Closets

- clothing + shoes
- diapers + new supplies
  - cloth diapering
  - step stools
- pillows + blankets
- backpacks + accessories

### Playrooms

- puzzles + games + toys
  - dress up + costumes
  - books + crafts
- educational + instruments
  - gaming systems
  - safety items

### Bathrooms

- diaper disposal systems
  - bath toys + supplies
  - newborn tubs
  - hooded towels

## WHAT WE ACCEPT SPRING LIST

CLICK HERE



### Large toys

- exersaucers
- doll houses + easels
- play kitchen sets
- tool bench play sets
- toy storage

### Furniture

- toddler beds + cribs
- dressers + bassinets
- swings + bouncers
- changing tables
- organizing, baskets

### Kitchen

- new pacifier + teether
- dishes + lunch boxes
- sippy cups + bottles
- high chairs + boosters
- bibs + burp cloths
- bottle warmer
- baby food makers
- bottle sterilizer + racks
- nursing accessories
- used closed-system pump

### Outdoor toys

- bikes + trikes
- scooters + skates
- ride-on toys + cozy coupes
- playhouses + slides
- sporting goods

### Garage

- strollers + car seats
- booster seats
- helmets + safety pads
- pool floaties + toys
- kid's sports equipment
- kid's luggage
- pack & play + wagons

## SPRING 2024 ITEM LIMITS & DON'T TAG LIST

### Keep | Toss | Sell

**Grab some totes and quickly decide what to keep, toss, or sell.**

**KEEP** the cherished 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 quality items that your kids have outgrown, no longer play with, never got to used - it's time to let go! Start with the large items (baby gear, outdoor toys, etc.) that take up space!



# Hot Sellers Incentive

**Want to make 100% of your first \$100?** You get the biggest bang for your effort when you sell these items with JBF! These bring shoppers through the door and they shop everything. Plus you get a nice boost to your check and you free up space in your home.

So, before you sell it off **one-by-one online**, in a **parking lot**, by the **backdoor**, or at a **yard sale** - bring it to JBF and you will get more!

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.



**100% ON YOUR 1<sup>ST</sup> \$100 IN SALES**

*Pick 4* →

JBF PICK 4: Earn 100%\* on your first \$100 earned  
Bring or more of the items listed below to qualify!

 Activity Center/ Jumper	 Bedside Sleeper or Bassinet	 Crib
 ExerSaucer	 Glider	 Car Seat, Convertible <small>*Backless Boosters Excluded</small>
 High Chair	 Kitchen	 Cozy Coupe
 Swing	 Mamaroo w/fix	 Pack-n-play
 Wagon <small>*Ride-In Only</small>	 Travel System/Stroller <small>*Umbrella Strollers Excluded</small>	
Large-Ride-on Toys (12V+)		Large-Outdoor Toys
		 Climber
		 Play House
		 Toddler Slide

\*Items that do not qualify: umbrella stroller, backless booster car seats, booster/clip-on high chairs, doorway jumpers, push walkers. Travel Systems count as 1 item.

All Items must meet JBF quality and safety standards and be priced according to JBF Guidelines  
PICK 4 100% payout is applicable to regular Consignors only (Valet bonus is capped at 85-90%)



**P.S. Clothes and toys are also great sellers, so don't forget those! However, the big items make for a nice bump to earnings and free up noticeable space in your home.**



## Why Inspecting Matters

Our mission is to redefine family expectations for consignment events. We aim to save families time and money by offering quality items at great prices.

Each consignor is tasked with inspecting their items at home to meet our quality and safety standards. We are your second set of eyes!

### Keep this in mind while you inspect your items:

#### Accepted





Items are  
**CLEAN**  
**NO STAINS**  
**NO HOLES**  
**NO ODORS**  
**NO EXCESSIVE WEAR OR PET HAIR**






#### No Thank You

Items are  
**NOT CLEAN,**  
has **STAINS,**  
has **HOLES,**  
has **ODORS,**  
**EXCESSIVE WEAR** or **PET HAIR**



- Is all clothing hung on hangers like a question mark? 
- Check items in a well lit area, next to windows works best 
- Or use a ring light or bright light while checking clothes 
- Wipe down and clean all items, including outdoor toys and baby equipment (you may need to remove covers and wash) 

- Test out all items requiring batteries & replace as needed 
- Plug in all items with a cord to verify they are working & include any adapters 
- For puzzles, games, and toys are all pieces included? 
- Are your items priced at 50-90% off retail. (Exceptions may apply for new items or large outdoor toys, or certain baby gear.) 

updated  
Fall 23

Perfect Consignor List  
[Click Here](#)

**Perfect Consignor Program** This program was designed to reward sellers who have 5 or less rejected items pulled during the event. This allows them to bypass inspection and saves time and resources. **Can I lose my Perfect Consignor Status?** Yes! As we continue you inspect throughout the entire sale week, you can lose your status for the next event, so continue to be diligent!



**Spring 2024 Reject fee: \$0.25 over 5**



Together, we ensure **ongoing inspections** during the event. If you **spot any overlooked items**, please pull the item and **alert a team member**. It is our intention to catch every item, but with over 80,000 items, we need your help. Remember, unacceptable items affect us all.

# Prep for Success!



**P** Presentation  
**R** Reaps  
**E** Enormous  
**P** Profits

## The better your items look, the better they will sell!

- Prep your items with love, as if you were presenting them to a cherished friend.
- A little bit of effort goes a long way. Shoppers will reward you for this by buying your things!



# 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. 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.

## JBF SAFETY MATTERS GUIDE

Please check out this handy guide that covers the most common recalls.



SAFETY  
GUIDE



## CPSC RECALL SEARCH

As a Seller, it is your responsibility to check all of your items for recalls. For the most up-to-date info recall info - visit the CPSC site.



RECALL  
SEARCH



## CAR SEATS: WAIVER REQUIRED

**All Car Seats must be checked for recalls.** A completed **Car Seat Waiver is required** for all car seats and booster seats.



CAR SEAT  
WAIVER



## 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.**



CRIB WAIVER

## 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.

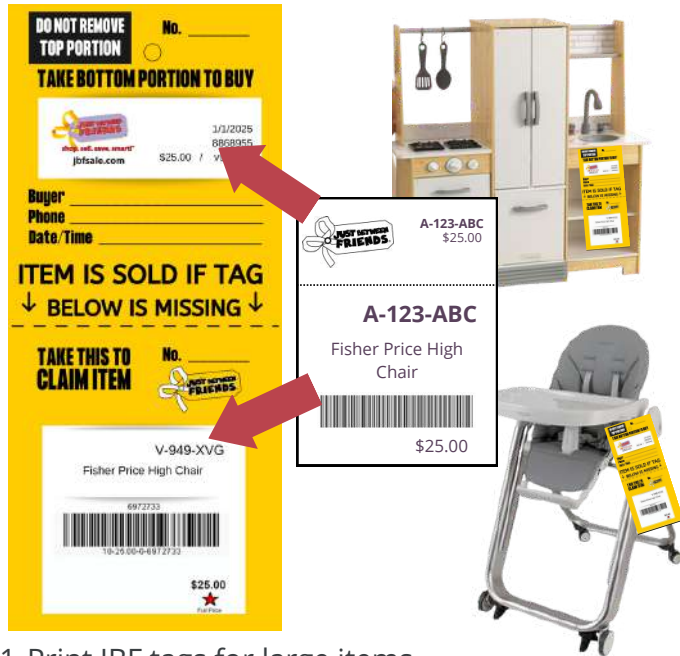
For all other items marketed or intended to provide a sleeping accommodation for an infant up to 5 months of age, the product must have a stand, meet stability requirements, and have a side height of at least 7.5 inches. **All other infant sleep products are not accepted for resale at JBF.**



For recall questions, please post your question in our [FB Consignor Group](#) or text our local JBF Nashville Recall Specialist, Valerie, at 615-512-1312.

# How to Prep & Tag

## Large Items & Equipment



**Why do we use Yellow Tags?**  
For items larger than will fit in an IKEA bag, during the sale, the shopper writes their name at the top and tears off the bottom portion to take to the cashier.

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!



### Large items with multiple pieces

- Count your pieces and adjust the tag quantity. For ex., this set has 4 pieces.
- Leave tag #1 as is with the price of the set - attach this to your largest piece.
- Then, *on the remaining tags*, **cross out the barcode and price on the other tags with a black sharpie.**
- Next, with sharpie, write on all the tags (1 of 4, 2 of 4, etc.)
- Attach one tag to each piece of the set. Secure the pieces together, if possible.

### We CANNOT Accept any Dirty Items

All baby gear (including pack n plays), cribs, furniture must be clean & assembled at drop-off.

Please do not bring dirty, broken, or recalled items due to space and our charity partner cannot accept them either.



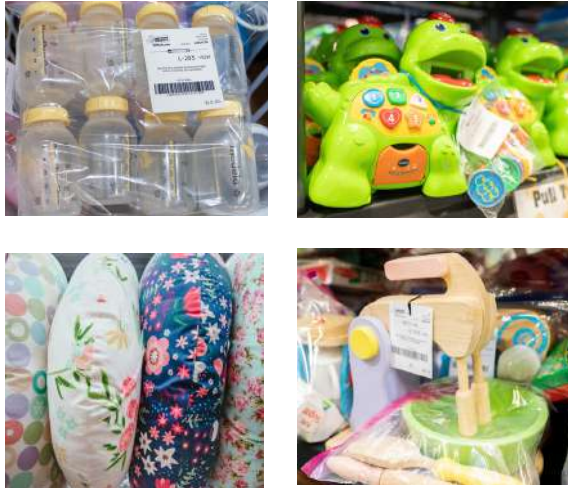
Please bring only clean items or dispose accordingly.

**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



#### Small toys with multiple parts

Locate all the pieces and bag them up - seal the bag with packing tape and attach the tag to the bag. Make sure items are clean (and dry) in the bag.



#### Large Toys with multiple parts

Locate all the pieces and bag them up. Then seal the bag with clear packing tape and secure it the the larger it with tape or zip tie it. Secure the tag to the bag.



## Non-Clothing Items on Hangers



Bedding  
Blankets  
Swaddles  
Curtains

Baby Carriers  
Baby Wrap/Sling  
Shopping Cart Covers  
Backpacks

Hooded Towels  
Diaper Bags  
Carseat Covers  
Burp Cloths

## Books, Puzzles, Games

Accepted

No Thank You

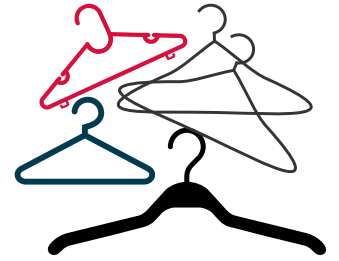


# How to Prep & Tag



## Clothing

Most all clothing should be on a hanger. **We accept all types of hangers.** Make sure it is the appropriate size for what you are hanging. Infant hangers work best for NB to 5T, and adult hangers for everything else.



Hangers are facing like "?"



**Attaching tags w/ Tagging Gun: (optional)**  
To item tag or right armpit seam



Use safety pins to attach sets to the hangers

**Attaching tags w/ Safety Pins:**  
To upper right side of clothing



Tags have description, size & JBF Price on white cardstock

### Where to get hangers?

This is a commonly asked question. **Walmart or Dollar General** have them fairly cheap at \$1.50 for 10 wire hangers or \$5.50 for 30 plastic ones. You can purchase hangers from Yolanda at \$0.10 per hanger and pickup in Hermitage (text 615-707-7541). You can ask for hangers at the register at **Old Navy** (they typically trash these). Check FB Marketplace or FB **buy/nothing groups**. Ask **dry cleaners**.

**Hanger Hookup** For future needs: JBF Nashville makes hangers available for free during pickup for sellers who plan to return and sell with us for the next season.



**Reminder** - Tagging guns are awesome and help save time attached tags, but never tag directly through clothing, but in the manufacturers tag or seams. See [HERE](#) for examples. **Tip:** Practice on an old piece of clothing first.



## Clothing (continued)



### Hanging Pants

This method will prevent pants from sliding on the hangers.

Lay corners of pants over the hanger. Pin through the corner and around the back of the hanger.



### Hanging Multiple Bottoms

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.



### Creating Outfits

It's a good idea to bundle items into sets whenever you can, especially infant clothing and smaller sizes. (Busy parents LOVE this!)

Secure pieces to hanger using safety pins and then zip-tie hangers tightly together so outfit remains together as a set or pin the bottoms to the back of the top.



### Pinning Multiples

Multiple onesies—that are all the same size—can be pinned together as a set on one hanger. To do, hang the first one then use a safety pin to connect all onesies together.

**Although not pictured in this example**, try to insert the pins through the seams of the clothes, so it doesn't damage the clothing.



### Accessories

Items sell best when they are hung. However, some items are best bagged in clear bags such as bundle sets of socks, hair accessories, infant mittens, etc. Display them neatly, so shopper can visually inspect and attach tag to the bag.





## Shoes

Shoes must be in **like-new condition**.

Our shoppers are very picky about shoes, so we have to be also. We cannot accept dirty or scuffed shoes, so inspect your shoes for signs of wear.

### Accepted



### No Thank You



#### PRO TIP: Baby Shoes

You can use a zip-tie to connect the shoes and the tag. Try to avoid bagging shoes unless no place to connect and absolutely necessary.

## Tagging Demo: Shoes



#### Note: High-Value Shoes

For shoes valued at \$20 or more, please notify us during drop-off at the Shoe Zone, so that we can secure them properly.

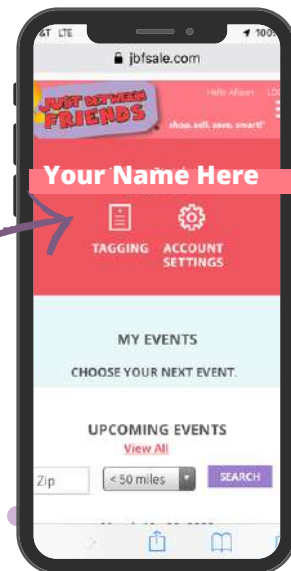
# Creating Tags



## Where to Create Your Tags

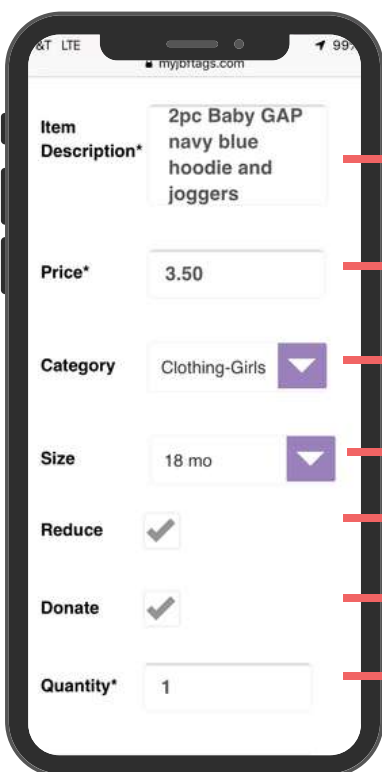
Now that your items are inspected and bundled, it's time to log in to your JBF Profile and enter your tag data.

1. [myjbftags.com](http://myjbftags.com)
2. Login
3. Click on TAGGING



## JBF [Online](#) Tagging Video

## JBF [Mobile](#) Tagging Video



## Creating Tags

Include brand, colors, number of pieces included. This is very important incase your tag gets detached from your item and we need to match it up. We cannot sell items without a tag.

You choose the price

Choose the category that fits best! This really helps us allocate adequate space in our floor layout.

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. Do not copy and make duplicate tags. Use the quantity button or enter a new tag.

## TIP! Talk-to-Text

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



## Print Your Tags (Tags print 9 tags to a page)

Print tags on 8.5"x11" **white cardstock**. Weight 65lb to 69lbs works best.

No printer? No problem! Click the post [HERE](#) in our FB Consignor Group with details on how to *easily* print your tags with our discount at Office Depot!



# Pricing for the Win!



## Shopper-Focused Pricing Review: Understanding the [Three Price Rule!](#)

In general - if you price items at 1/4 to 1/3 of what the retail price is (AND mark your items for discount and donate - you will win...BIG \$!

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

VIDEO  
Pricing Tips

Detailed  
Pricing Guide

VIDEO  
Why Discount?

Retail Price	JBF Clothing Price	Pricing Non-Clothing Items	
less than <b>\$10</b>	<b>\$1-3</b> <b>Value Brands:</b> Cherokee, Circo, Faded Glory, Garanimals	Toys Books Baby Gear Furniture Electronics	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	Strollers + Joggers Sporting Goods <b>50-90% 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.	As a guideline, a good starting place for most non-clothing items is 30% of retail, then adjust price accordingly.



### Bundle clothing Items to Save Time and Make More

Bundling (pairing or grouping items together) is particularly effective with infant clothing and smaller sizes. Put an outfit together, set of same-size onesies, or bag 6 pairs of socks together. Shoppers love it, and you only have to create one JBF tag!

Although not required, a good tip is to bundle enough items for a minimum price of \$3.

**Want to SELL Even MORE?**

Choose to REDUCE, which allows your items to sell at 50% off during discount sale days



# Earn More!



Nashville Music City

JBF's community events are made possible by a group of passionate peeps!

Helper FAQs



Become a Team Member



Become Seasonal Staff



Helper Presale Schedule



Earn more and be a part of the excitement!

## Referring a Friend to Sell is Simple!\*



Get \$10

**Option 1:** Refer a friend by simply sharing the drop-off link [jbfmcc.com/sellyes](http://jbfmcc.com/sellyes). There's a field in the form that asks for the consignor that referred them. Nothing further is required. After payouts are issued, you'll receive **\$10 Amazon Card**.



Give \$5, Get \$10

**Option 2:** Request a personalized link to share on social platforms. When your is used, they'll receive **\$5 off** their registration. After payouts are issued, you'll receive **\$10 Amazon Card**.

**Request a Custom Referral link**



\*To qualify for \$10 Amazon bonus, they must be a newbie seller to JBF Nashville, drop off at least 25 acceptable items. Encourage them to get started, and let's all win at selling!

**Earn 100% of your First \$100**



Consignor Support Group



[nashvillemuccity.jbfsale.com](http://nashvillemuccity.jbfsale.com)



Instagram





## Let's Get Your Items Packed Up

You did it! Here's how to organize your tagged items for Drop-Off:

Pack clothes by gender/size and organize other items by category, i.e., books, games, toys etc., for a speedy drop-off.

### ZONE CATEGORIES

#### ACCESSORIES

(separate by gender)

Socks/Stockings

Hair accessories

#### CLOTHING

Boys

Boys Boutique

Girls

Girls Boutique

Infant/Toddler

Swim

Pretend Play

Teen

Maternity

#### BOOKS

#### FEEDING

#### FURNITURE

#### POY

#### SHOES

Boys

Girls

#### MOMMY MART

#### DAWDYDEPOT

#### TOYS

Boys

Girls

Infant/Toddler

#### YELLOW TAGS

Baby Gear Furniture

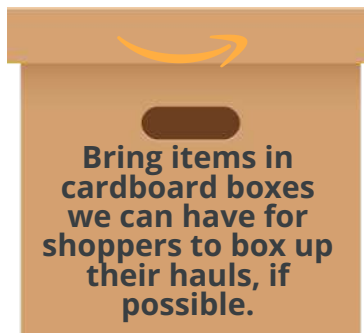
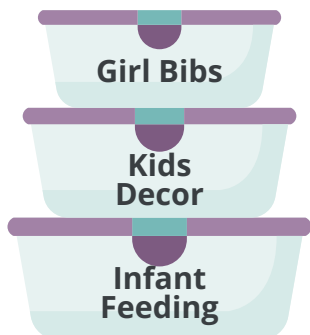
Large Toys

UPDATING

Drop-off Checklist



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





## Spring 2024 | Consignor Drop-off (Appointment Required)

CLICK HERE



MONDAY, March 25 | 4pm - 9pm  
TUESDAY, March 26 | 9am - 2pm

### Fairgrounds Nashville (Expo 2)

401 Wingrove St, Nashville, TN 37203

For GPS: use 1813 Nolensville PIKE, Nashville, TN

- **Drop-Off Preparation:** Plan for 45-60 minutes (longer if you have 250+ items). Park, bring one tagged item, and check in at the front desk. We'll send additional details closer to the event in our Sale Week Guide.
- **Clothing Inspection:** This will be your first stop and you'll leave your clothing items here. Next, you'll arrange put out your non-clothing items on the sales floor in each zone (category location). Inspectors may spot check your loose items also before you leave that area.
- **Item Pickup and Hanging:** After you have finished placing non-clothing items, please **return to Clothing Inspection to pick up your clothing.** You'll hang all clothing by gender/size on the racks.
- For your **Large Items** (*won't fit in a large Ikea bag*), you will attach a yellow ticket to the items which makes it easier for shoppers to purchase your items during the sale. Tip: Keep tags for large items in a baggie to make it easier to attach to the yellow tag.



#### Unsold Items Pick-up

April 1, 3 - 6pm

At 6:01pm, unpicked up items will be donated to our Charity Partners, ThriftSmart & Book'em.



Checks will be emailed 2 weeks from pickup





## Yolanda Prince

JBF NASHVILLE MUSIC CITY  
OWNER/EVENT COORDINATOR



yolandaprince@jbfsale.com



615-707-7541

### Oh, What the Heck, Go for it Anyway! ~ Florencia Andres

With any new experience, there is always a learning curve. But, you have to start!

- Give yourself time to learn, tweak, and improve with each event.
- Price to sell (without attachment). What would you pay and not think twice? **That's the price!**
- Bring your best items! Don't waste energy and time on poor quality items.
- **PREP ~ Presentation Reaps Enormous Profits** (hang clothing properly, inspect and freshen up items. Make sure they are in great condition.
- You are selling to parents, just like you! Give out good and you will get it back!
- Help at the event to have fun, feel involved, and make the most money.



**JBF is a community event designed with you in mind - we want you to win!**

### Additional Resources!



#### Consignor Coach Chantel

Text: 603-438-5147

Email: clandon.nmc@jbfsale.com



#### Facebook Consignor Group

Get support from our community of Rockstar Consignors



Main JBF Nashville Website  
[nashvillemusiccity.jbfsale.com](http://nashvillemusiccity.jbfsale.com)



Follow us on Facebook



Follow us on Instagram



### Questions about your drop-off appointment:

- Before the sale, Brittany, 615-693-1164
- Sale Week, Grace R., 479-926-1558