

YOUR GUIDE TO *Selling*

JBF Nashville Music City

**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. Be sure to check out the last page for a lot of helpful links! Like with everything new, there is a learning curve! We all started here! You will get better and better each time! All you have to do is just, get started!



Gather



Sort



Price



Prep



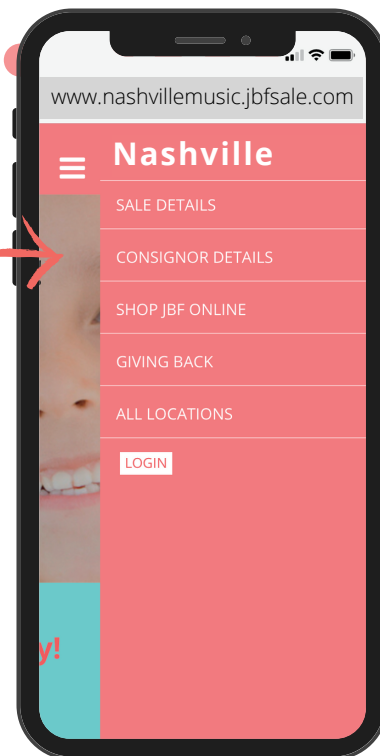
Drop Off

First Things First: REGISTER

Save your spot!

(1) Pre-register as a Consignor for our Nashville Event at <http://bit.ly/JBFLogin>, then check consignor.

(2) Schedule your drop-off and pay your consignor fee - <http://bit.ly/CONSIGNS21>



Questions? Join our Facebook Group for quick Q&A. <http://bit.ly/JBFRocks>
Overwhelmed? It's okay! Contact our Consignor Coach, Brittany via text at 615-693-1164

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.

Click the links for details on what we [Spring/Summer](#), [Mommy Mart/Daddy Depot](#).

Be sure to check out the updated guidelines for SS21!!

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 (see video [here](#)):

CLEAN

Presentation is everything! The newer it looks, the better it sells. Check carefully for stains, smells, 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 (less than 5 years old) 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?"

Note: See the last page of the guide for links to more pricing help!

Retail Price	JBF Clothing Price	Pricing Non-Clothing Items	Price a little higher for:
less than \$10	\$1-3 Value Brands: Cherokee, Circo, Faded Glory, Garanimals	Toys Books Baby Gear Furniture Electronics	 <ul style="list-style-type: none"> • new with tags • hot selling • like-new • large toys
less than \$20	\$3-6 Standard Brands: Carter's, Old Navy, Children's Place, Nike	Strollers + Joggers Sporting Goods 50-90% off retail	 <p>Price a little higher for:</p> <ul style="list-style-type: none"> • new with tags • hot selling • like-new • large toys
more than \$20	65-75% off retail Boutique Brands: Crewcuts, Mud Pie, Matilda Jane	Want to SELL Even MORE? Choose to REDUCE which allows your items to sell at 50% off during discount sale days.	<p>Price a little lower for:</p> <ul style="list-style-type: none"> • infant clothing • play clothes • good condition • maternity  <p>As a guideline, a good starting place for most non-clothing items is 30% of retail, then adjust price accordingly.</p>



Bundle Items to Save Time

As you are thinking about prices, consider creating sets or bundles. This is particularly effective with infant clothing and smaller size clothing. 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! Although not required, a good tip is to bundle enough items for a minimum price of \$3.

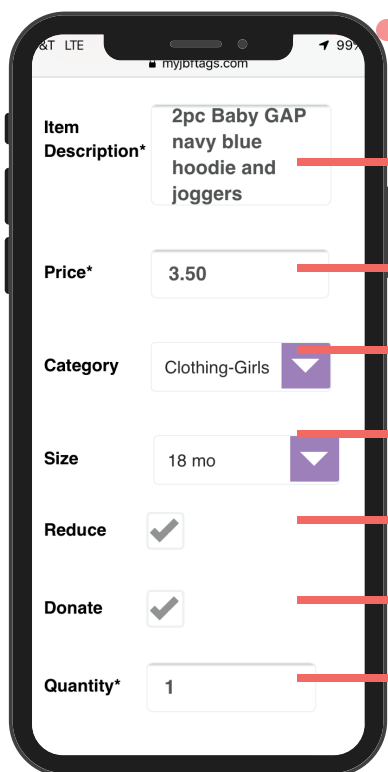
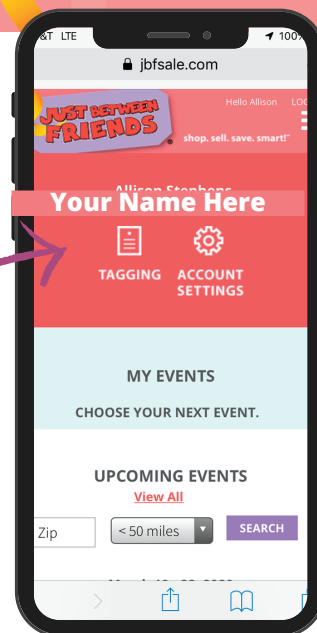
STEP #3 Price



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.myjbftags.com
2. Login
3. Click on TAGGING



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 (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

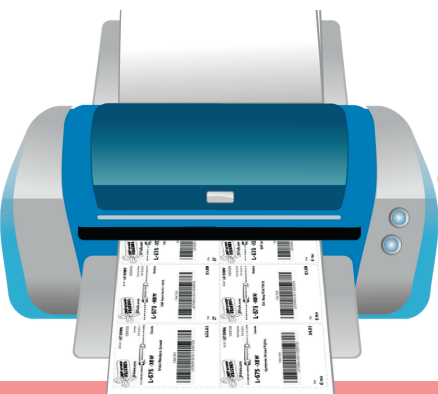
TIP! Talk-to-Text

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. Weight 65lb to 69lbs works best. Tags print 9 per page.



Questions? Join our Facebook Group for quick Q&A. <http://bit.ly/JBFRocks>
Overwhelmed? It's okay! Contact our Consignor Coach, Brittany via text at 615-693-1164

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. Tip: You can sort the printed tags by the tag number so they will be in the order you entered. **Note** - see the last page for links to tagging videos!



Gather these supplies to make your prep faster:

- hangers
- clear self-sealing bags (zip-loc)
- ribbon/string
- zip-ties
- packing tape & painter's tape
- clear (saran) wrap
- scissors
- safety pins or tagging gun
- hole-punch

TOYS & GEAR

Two important things to remember:

- Make sure the tag is attached securely with a good description. (this helps us match it if tag gets detached). Use packing tape or **blue painters tape on delicate finishes, like books**.
- Make sure all pieces are secured together (won't separate; tape bags closed)



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STEP #4 *Prep*



Large items with multiple pieces

Change the quantity to 4 (or however many tags you need). Leave tag #1 as is, then cross out the barcode and price on the other tags with a black sharpie. Then write on all the tags (1 of 4, 2 of 4, etc. Attach one tag to each piece of your big item.



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.



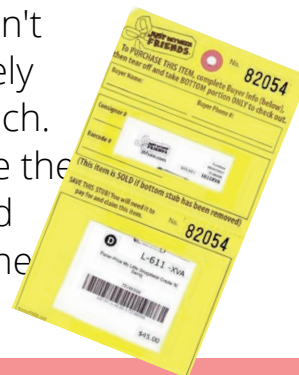
Small toys with multiple parts

Locate all the pieces and bag them up - seal the bag with packing tape and attach the tag to the bag.



Big Items and Baby Gear (strollers, etc)

If you have large items, at drop-off we will provide you with yellow claim tickets. Don't overtape you tag or bring them separately since you will have to remove and reattach. See example to the right! During the sale the shopper rights their name at the top and tears off the bottom portion to take to the cashier.



STEP #4 *Prep*



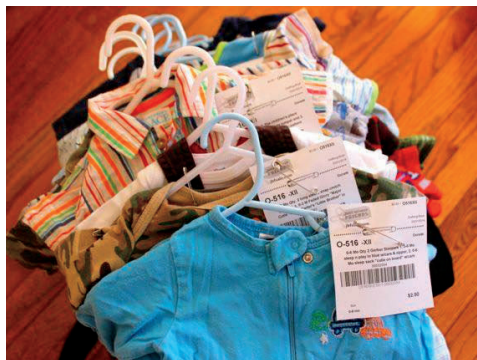
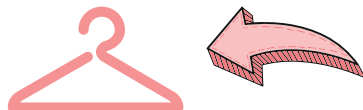
CLOTHING

Hanging & Tagging Clothing

Most all clothing should be on a hanger. We accept all types of hangers. Infant hangers work best for NB to 5T, and adult hangers for everything else. Bundle socks, infant mittens & hats, as well as accessories in clear self-sealing bags. Attach JBF tag with safety pin or tagging gun.

Hanger Direction

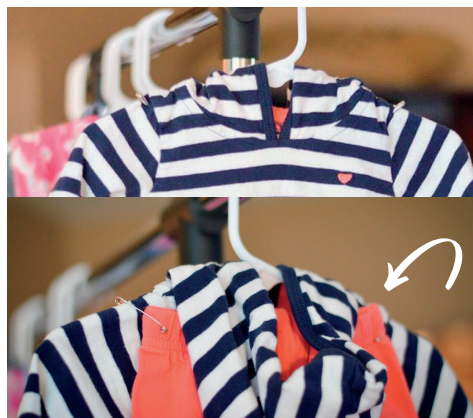
Be sure the hanger hook opens to the left, like a question mark "?". Attach JBF tag to front or right side of item.



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, pin the bottoms to the back of the top.



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. Tagging in between the seam under the armpit is another good place.



STEP #4 *Prep*



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.



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.



Accessories

Items sell best when they are hung (we have special accessory clips). 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 see well and attach tag to the bag.



Hanging Multiple Items on a Hanger

Multiple items—that are all the same size—can be hung on a single hanger. Use a safety pin or tagging gun fastener (through a sturdy waistline) to attach pants/skirts to hangers.

STEP #4 *Prep*



Shoes

Shoes must be in like-new condition. We have to be very picky about shoes because the families that shop are! We cannot accept dirty or scuffed shoes, so inspect your shoes signs of wear.

Make sure they are completely clean, even the soles. A toothbrush for the grooves and a magic eraser work wonders.



Baby Shoes

You can use a zip-tie to connect the shoes and the tag. If there is no place to connect the, you can put them in a plastic bag and tape the tag to the back so the shoes can be easily seen.

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.

Seller Drop Off

(By appt.- [Schedule Here](#))

**Rivergate Mall | 1000 Rivergate Pkway,
Goodlettsville, TN 37072**

Come in through breezeway entrance between the old Macy's and old Jumpstart. You will see JCPenney on the left. Once you enter the mall, go left and we are in the 3 stores past Sports Seasons. (Map coming)

THURSDAY, MAY 6 | 9AM-7PM
FRIDAY, MAY 7 | 4PM-9PM

1

Plan for 45-60-minutes to drop off your items. Longer if you have 250+ items to drop off. Park...Bring one tagged item...and **Check In**. You will receive your Presale Tickets! More specific details will be posted in the FB consignor group closer to drop-off.

2

Your first stop will be Clothing Inspection. Leave your clothing items there while you place all of your non-clothing items where they belong on the sales floor. Then, return to Clothing Inspection to pick up your items. You'll hang all clothing in gender/size areas on the racks.

3

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.



That's It! You're Done!

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Overwhelmed? It's okay! Contact our Consignor Coach, Brittany via text at 615-693-1164

Team Members

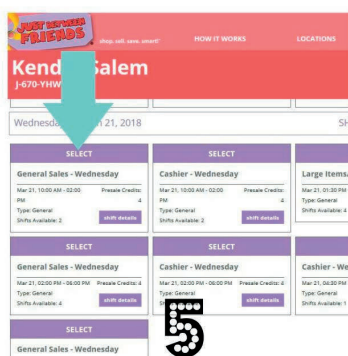
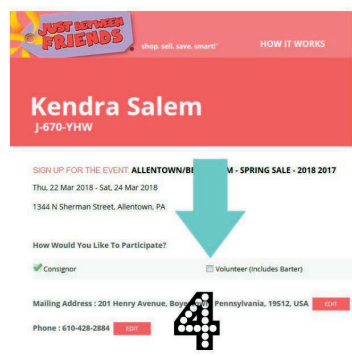
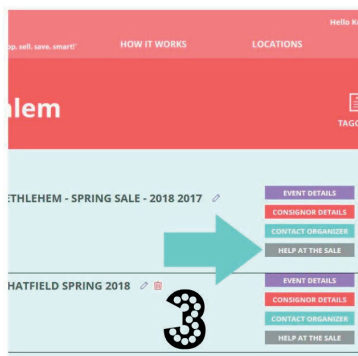
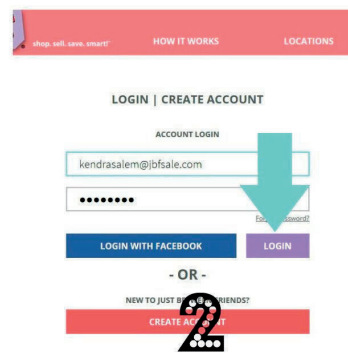
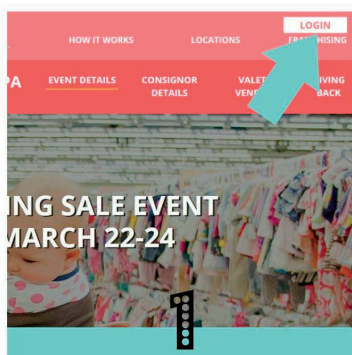


IT PAYS TO HELP! Team Members shop earliest at the Presales and earn up to 10% more on their payout!

These sales take an army of helpers! We have shifts to fit everyone's schedule and it is a lot of fun! Help us provide amazing customer service while getting everyone's items sold! Most shifts are 5-hrs and it takes your earnings from 60% to **70%** and earlier shopping. The more you help, the earlier your presale shopping time.

If you would like to know more information about helping at the events and all the perks, go to <http://bit.ly/JBFPerks>.

Grab your favorite shift ([Login](#))
Click "Help at the Sale"



Got Team Member Questions or need help finding a shift? Contact our Team Member Liaison, Ashley, at 731-676-6267

Questions? Join our Facebook Group for quick Q&A. <http://bit.ly/JBFRocks>

Consignor Schedule



Make sure you maximize all of your Consignor and Helper Perks!

This calendar includes all the important drop-off dates, and also the Presale shopping times. Mark your calendars! Consignors have unlimited re-entry on **ALL** shopping days after their **May 10, 3-pm** shopping time, with the exception of Presales that are noted for Team Members (unless you sign up to help)! You can access this schedule anytime at <http://bit.ly/SS21CS>

If you would like to know more information about helping at the events and all the perks, go to <http://bit.ly/JBFPerks>

Consignor Schedule

SPRING 2021 | JBF Nashville Music City

THE RIVERGATE MALL, 1000 Rivergate Pkwy,
Goodlettsville, TN 37072

UPDATED
4.16.21

THURSDAY 5/6	MONDAY 5/10	TUESDAY 5/11	WEDNESDAY 5/12	FRIDAY 5/14	SATURDAY 5/14	SUNDAY 5/16
CONSIGNOR DROP-OFF 9-7PM Appointment required	ROCKSTAR PRESALES 11-7PM Tiered Entry - once you enter you can shop as long as you wish Team Leaders 11-7pm 15hr Helpers 12-7pm 10hr Helpers 12:30p-7p 3-5hr Helpers 1-7pm VIP Backstage 2-7pm Sidekick Pass 2:30-7pm Consignors + (1) 3-7pm	ROCKSTAR PRESALES (CONTINUED) 11-7PM Early Access Tickets 11-2pm (timed entry) ----- COMMUNITY PRESALES 2PM-7PM (timed entry) (2ND CHANCE) DROP-OFF 6-7PM	PUBLIC SHOPPING 11-7PM (3RD CHANCE) DROP-OFF 6-7PM THURSDAY 5/13 PUBLIC SHOPPING 11-7PM	PUBLIC SHOPPING 25% OFF 11-8PM (Items w/o a *) ----- HALF OFF PRESALE 4-8PM (Items w/o a *) Team Members + (2) Guests 4-8pm Consignors + (1) 4:30-8pm Rockstar Presales 5-8pm Super Savers 5:30-8p	PUBLIC SHOPPING 50% OFF 10-8PM (Items w/o a *) ----- 75% OFF TEAM MEMBER ONLY PRESALE 5-8PM (Items marked "D" for Donate) TL, Sort, 10Hr 5-8pm 3-5Hr, Buddy Pass 6-8pm	PUBLIC SHOPPING 75% OFF 12-3PM (Items marked "D" for Donate) MONDAY 5/17 CONSIGNOR PICK UP 5-7PM 4pm HANGER HOOKUP

All Consignors who wish to participate
MUST schedule a drop-off and pay
their consignor fee
<http://bit.ly/CONSIGNS21>



ALL Registrations & tickets
<http://bit.ly/JBFEvents>

Helpers & Consignors have
unlimited reentry during all public
shop times!
Consignor Payouts will be sent via
eCheck 2 weeks after the event.

Questions? Join our Facebook Group for quick Q&A. <http://bit.ly/JBFRocks>

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 Facebook & IG Posts on social of the Event!

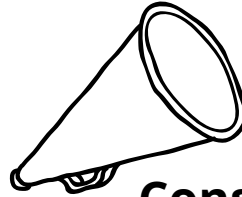
Share Free Tickets (Opening Soon)

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
Partners, ThriftSmart & Book'em.
You'll receive a donation receipt
for tax purposes.



Consignor Pep Talk!



Any additional advice for consignors?

Yes! With any new experience, there is
always a learning curve.

- Give yourself time to learn, tweak,
and improve with each event.
- Price to sell (without emotion).
- Bring your best!
- Remember, presentation is
everything (make sure your items are
hung on appropriately, everything
smells fresh and 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! Let's Rock it! Yolanda**

You Can Do It!

Helpful Links



Shopper-Related



Facebook Event RSVP
<http://bit.ly/SS21RSVP>



ALL Eventbrite Tickets
<http://bit.ly/JBFEvents>

Consignor Sign-ups



Step 1 - Pre-register as a Consignor <http://bit.ly/JBFLLogin>

Step 2 - Schedule Drop-off & Pay fee
<http://bit.ly/CONSIGNS21>

Team Member Shifts, click "help at sale"
<http://bit.ly/JBFLLogin>



Facebook Consignor Group
<http://bit.ly/JBFRocks>

Valet Tagging Service



Register as a Valet Consignor
(We tag it for you) (CLOSED)
<http://bit.ly/SS21Valet>



You Can Do It!

Consignor Tips



What We [Accept For Spring Mommy Mart/Daddy Depot](#)



[Login to Tagging Site](#)
ALL [JBF Tagging/Prep Videos](#)

JBF [Online](#) Tagging Video

JBF [Mobile](#) Tagging Video



JBF [Full Pricing Guide](#)
[Pricing Tips Video](#)

[Oldie but Goodie](#) Pricing Guide

Drop-off Related

These forms are needed for drop-off



[Drop-off Checklist](#)

[Car Seat Waiver](#) (if selling car seat)

[Crib Waiver](#) (if selling crib)

Questions? Join our Facebook Group for quick Q&A. <http://bit.ly/JBFRocks>