



# Consignor Guide



HARRINGTON FALL 2025



# WHY JBF?

If you've tried selling all those outgrown items on social media or spending your whole weekend sitting outside to host a less-than-amazing yard sale, you know there's got to be a better way.

Families who sell with Just Between Friends earn more and sell more—all in one place, all at one time. Plus, you'll feel warm and fuzzy knowing you are helping so many local families who love finding great deals for their kids at the JBF sale!

## CONSIGNOR DETAILS

- Earn 60% on sold items with 599 or less in inventory
- Earn 55% on sold items with 600+ in inventory
- Get access to our JBF tagging system to create your own personalized JBF tags!
- Enter tags using a computer or smart phone
- Enter tags using "talk to text"
- Watch your sales live during the sale
- Receive check via email within 14 days of sales end
- May choose to reduce items for discount days
- May choose to donate unsold items to our partnering charities and local schools

[Register](#)



Click here to register for a consignor number and start tagging today!





Please bring us your **BEST** items  
**High Quality items = Happy Shoppers!**



## CLEAN

The newer it looks, the better it sells. Check carefully for stains and holes in clothing. Clean all items thoroughly.

## CURRENT

Sell items that are seasonally appropriate. Check the complete list of acceptable items below. Shoppers love current styles that are in fashion (we recommend less than 5-6 years old)

## COMPLETE

Be sure all parts & pieces are present before you tag items. This includes working batteries.

## COMPLIANT

Important Safety Guidelines apply to car seats, cribs, infant equipment & toys. Go to [cpsc.gov](http://cpsc.gov) to check for recalls! Check for recalls and be sure all safety straps are included.

### REQUIRED FORMS

[Crib waiver](#) (We only accept cribs manufactured after June 2011)

[Car seat waiver](#) (We only accept Brand new car seats in box)

### Item Limits:

- Junior - clothing is limited to 10
- Maternity - clothing is limited to 10
- Mommy Mart items- Must be New in Box



[Click to play video](#)



# CLOTHING SIZES & DROP OFF

When dropping off go to the **correct size** then look for **your consignor letter**.

SIZE TAG ON CLOTHING	DROP OFF HERE
newborn   preemie   0-3M, 0-6M, 0-9M	0 MO
3 months   3-6M	3 MO
6 months   6-9M   6-12M	6 MO
9 months   9-12M	9 MO
12 months   12-18M   12-24M	12 MO
18 months   18-24M	18 MO
24 months	24 MO
2   2T   2/3   2-4	2T
3   3T   3/4	3T
4   4T   4/5   4-6	4T
5   5T   5/6	5T
6   6X   6/7	6
7   7X   7/8	7
8   8-10   9	8
10   10/12	10
12   12/14	12

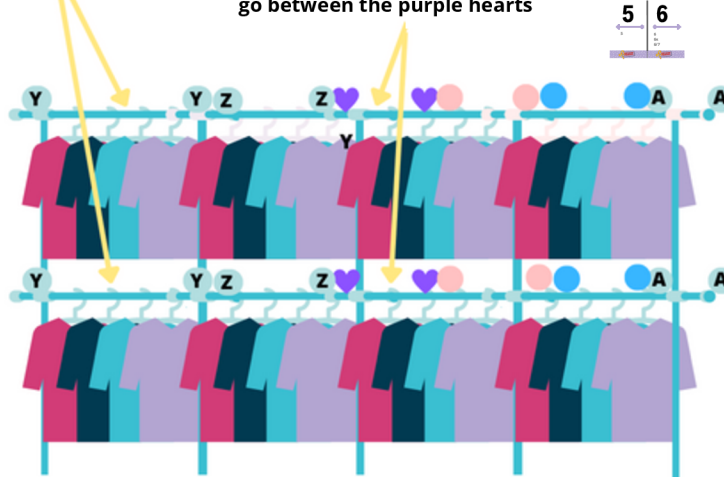
GIRLS	JUNIORS
L   14   14/16	14
XL   16   16/18	16
XXL   18   18/20	18
	XS   00-2
	S   3-5
	M   7-9
	L   11-13
	XL   15-17

BOYS YOUTH	MENS	WAIST	CHEST
L   14   14/16		14	
XL   16   16/18		16	
XXL   18   18/20		18	
	XS	26-28"	32-34"
	S	28-30"	34-36"
	M	31-33"	38-40"
	L	34-36"	42-44"

## CONSIGNOR LETTER PLACEMENT

Example: Size 5 Consignor Letter "Y"  
Goes here

Items Marked Donate  
go between the purple hearts



Ignore Pink and Blue dot sections- These are for VIP Taggers





# CLOTHING

# FALL

**See Item Limits: Please bring your best hanging clothing items**

Long-sleeve Shirts,  
3/4 Sleeve Shirts, Onesies,  
Long-sleeve Dresses,  
Sweaters, Sweatshirts,  
Short Sleeve Sweater  
Dresses, Sweater Vests



Leggings, Sweatpants,  
Jeans, Dress Slacks,  
Winter Skirts (Corduroy)



Fleece & Cotton Footy  
Pajamas/Sleepers,  
Wearable Blankets /  
Sleepsacks, Short / Long  
Sleeve Shirt & Pant Sets



Dress & Casual Shoes,  
Sneakers, Rain Boots,  
Hiking Boots, Snow Boots,  
Slippers, Lined Crocs,  
Dance Shoes & Cleats



Winter Jackets,  
Fleece Zips, Raincoats,  
Winter Accessories  
(25 tag limit)s



Winter Holiday Apparel &  
Costumes, Sports Uniform  
Apparel, Dancewear,  
Fan Gear (any length)..



Swimsuits for indoor  
fall swim class



## NO THANK YOU ITEMS

There are some items we know do not sell well at the fall sales.

To those items, we say "no thank you" for NOW—but please check SPRING page list of items when you CAN sell these.

X Short-sleeve Dresses  
(unless winter holiday appropriate)

X Sleeveless Shirts  
X Tank Tops

X Short Sleeve Shirts  
**EXCEPTION:** School  
Uniforms Sports Jerseys  
Clothing Bundled with Fall  
/Winter clothing.

X Free Camp Shirts /  
Outdated Year  
Clothing  
(ex: "Thanksgiving  
2018")

X Shorts  
X Capris  
X Summer Skirts/ Dresses

X Pajamas with Shorts

X Flip Flops  
X Swim Shoes  
X Sandals  
X Summer Accessories



# JUNIORS CLOTHING

# FALL

- Absolutley NO Womens Clothing in JUNIORS
- Mens S-L Accepted in Juniors ONLY for Teen Boy Styles



**We want to maintain the best quality and brands for our shoppers AND ensure the biggest return for our consignors.**

We have a limited amount of time at drop off and limited space for the teen section on the sales floor! Please READ and UNDERSTAND the brands that we will NOT accept at this time! **LIMIT: 10 Tags Per Consignor**

## Acceptable Items:

We WILL ACCEPT sports apparel and trendy current teen brands. Some examples of current teen brand trends from the following retailers:



## No Thank you Items

We will NOT ACCEPT clothing designed and marketed for adult Women or adult Men.

Examples from the following brands:

chico's ANN TAYLOR LOFT J. Jill JONES NEW YORK alfred dunner HAGGAR® Brooks Brothers KASPER

Any big box store-owned brands from Walmart, Target, or Kohls - this includes:

SONOMA GOODS FOR LIFE APT. 9 WESLEY a.n.d. TIME2TRU. nobo George.

(and other big-box store brands)

Brands sold at big box stores by designers geared towards teens such as Lauren Conrad or Justice are an exception.

Just because your teen wore it, does not mean that JBF will automatically accept it for resale.

## MATERNITY ONLY

**NO other  
Adult CLOTHING is Allowed**

## Maternity items Limit

10 items

\*Must be priced \$10 or Less





# TOYS

## Acceptable Items:

## No Thank you Items

### TOYS

- Disney (Potato Head, Toy Story, Frozen, Monsters Inc)
- Legos/Playmobile/Duplos/Mega Bloks
- K'Nex
- Superheros
- Action Figures
- GI Joe & Army
- Ninjas
- Minecraft
- Roblox
- Fortnite
- CARS
- GeoTrax
- Thomas the Train
- Race Tracks
- Matchbox & Hot wheel's
- Remote Control Vehicles
- Vehicles
- Dinosaurs
- Hex Bugs
- Pirates
- Swords
- Masks
- Guns/ Nerf Guns
- Castles
- Wood Blocks
- Lincoln Logs
- Kitchen Accessories
- Cooking
- Play Food
- Gardening
- Vacuum & Cleaning
- Dr. Kits
- Cash Registers
- Electronic Learning Toys
- Lite Brite
- Magic
- Etch A Sketch/Magna Doodle
- Little People
- Farms

- Sesame Street
- Elmo
- Muppets
- Blues Clues
- PJ Masks
- Electronic Learning Toys
- My Little Pony
- Horses
- Littlest Pet Shop
- Hello Kitty
- Gabby's Dollhouse
- Lalaloopsy
- Bratz Dolls
- Barbie
- American Girl
- Dolls & Accessories
- Disney Princesses
- Misc. Princesses
- Easy Bake/Girl Gourmet
- Fidgets

### INFANT TOYS

- Rattles
- Soft Toys
- Pull Toys
- Infant Balls & Sports
- Infant Phones
- Infant Trains
- Infant Cars
- Drive & Stear
- Hammering & Pounding Toys
- Infant Musical Toys
- Busy Ball Popper
- Infant Light Up Toys
- Shape Sorter
- Infant Blocks
- Stacking Cups
- See & Say
- Jack in the Box
- Pop Up Toys
- Popper Push Toy
- Busy Gears
- Busy Beads
- Laugh & Learn
- Learning Cubes

**We do not accept Old Toys.**

**Most old toys are not up to safety standards and we are not allowed to accept them.**

- X Vintage Toys
- X McDonald Toys
- X Beanie Babies
- X Dollar store Toys
- X Overly used toys
- X Toys with Corroded Batteries
- X Toys with Missing Pieces



# NON-CLOTHING

## Acceptable Items:

## No Thank you Items

### INFANT FEEDING

- Pacifiers
- Teethers
- NEW Formula
- Bottles
- **NEW** Pump Accessories
- **NEW** Nursing Pads/Creams
- **NEW** Milk Storage

- Bottle Drying Rack
- Bottle Warmers
- Bottle Accessories
- Boppys & Covers

### FEEDING

- Plates
- Sippy Cups
- Utensils
- Snack holders
- Lunch boxes
- Placemats
- Hook on chairs

*Travel High chairs go in large item and need claim tickets*

**X** Formula Samples

**X** Medicine

*\* **Bottles can have nipples but they must be stain free and have no bite marks. Please sterilize before drop off.***

### BEDDING

#### ALL BEDDING MUST BE ON HANGERS

- Bassinet & Pack N Play Sheets
- Crib Sheets & Comforter sets
- Toddler Sheets & Comforter Sets
- Twin Comforter Sets *\*Must have characters on them*
- Mattress Covers
- Changing Pad Covers

- Children's Decorative Pillows *\*Must have characters on them*
- Kids Character Pillows only
- Crib Mobiles/Mirrors/Toys
- Lovies
- Receiving Blankets
- Blankets
- Sleeping bags

- X** Full+ Sized Mattresses
- X** Queen, Full Sized Comforters
- X** All Crib Bumpers (including mesh bumpers)
- X** Cribs manufactured **before 6/2011**
- X** All Inclined sleepers
- X** Dock-a-tots
- X** All Co-sleepers
- X** Sleep Wedges

### SAFETY & HOME

- Home Safety (Outlet Covers, Locks, Detectors)
- Baby Monitors
- Night Lights
- Thermometers
- Shopping Cart Covers
- Baby Care
- Saftey Harnesses

**X** Humidifiers

### DIAPERING

- Diapers
- Cloth Diapers
- Swim Diapers
- Pull Ups
- Baby Wipes
- Travel Wipe containers
- Diaper Pail Refills
- Diaper Organizers
- Diaper Covers
- Accessories
- Changing Pads & Covers

*Diaper Pails & Potties go in large item area and need claim tickets*

- X** Cloth Diapers with stains
- X** Used container of Wipes

### TUBBY TIME

- Wash Cloths
- Hooded Towels
- Bath Towels
- Bath Supplies
- Toy Holders
- Bath Toys

*Bath Tubs go in Large item area and need claim tickets*





# NON-CLOTHING

## Acceptable Items:

## No Thank you Items

### STROLLER & CAR SEAT ACCESSORIES

- Sun Shades
- Car mirrors
- Car Seat Toys
- Car Seat Covers
- Stroller Toys
- Stroller Accessories

- Stroller Bags
- Adapters
- Stroller Travel Accessories
- Cup Holders

### ELECTRONICS

- Video Games
- Video Game Consoles
- Handheld Games
- Cases

- Kids Computers
- Vtech
- Leap Frog Electronics & Books

- X All Cassette & VHS Tapes
- X NO DVD's
- X No Music CD's

*\*High Value items need a claim ticket and go into the Security Cage\**

### SPORTING GOODS-

- Gear
- Balls
- Roller Skates
- Helmets
- Bike Accessories
- Snow Toys
- Cleats & Shoes

**\*\* All these items can be placed under hanging items**

### THESE MUST BE ON HANGERS

- Sports Uniforms
- Sports Bags

### SPORTING JERSEYS

- Sports Jersey's are hung with clothing.

### DANCE & GYMNASTICS

- Tap Shoes
- Ballet Shoes

**\*\* Tap and Dance shoes can be placed under hanging items**

### THESE MUST BE ON HANGERS

- Dance Dresses
- Gymnastics outfits
- Leotards
- Recital Costumes

### COSTUMES

- Accessories
- Masks
- Dress up Accessories

### THESE MUST BE ON HANGERS

- Costumes

*All non-hanging items are placed under costumes in Bins*



# NON-CLOTHING

## Acceptable Items:

## No Thank you Items

### BOOKS

- Children's Story Books
- Activity Books
- Homeschool
- Specialty Subject Books
- Parenting/Maternity
- Sound/Musical/Audio Books
- Libros en español
- Chapter Books
- Pop Culture
- Infant Books

- X Cookbooks
- X Magazines
- X Adult Books

### ARTS & CRAFTS

- Art Supplies
- Paint
- Play-doh
- Crayola Kits
- School Supplies
- Coloring
- Crafts
- Scrapbooking
- Albums
- Sand
- Holiday Crafts
- Beads & Jewelry
- Party Supplies
- Science & Learning
- Etch-a-sketch & Magna Doodle
- Lite Brites

### GAMES

- Board Games
- Educational Games
- Memory Games
- Cards & Dice
- Flash Cards

### PUZZLES

- Puzzles
- Wooden Puzzles

**\*\*Games and Puzzles must have all pieces included.**

***Do not tape over wooden puzzles pieces. Use Saran Wrap or a bag to cover the puzzles to protect the images.***

### STUFFED ANIMALS

- Disney
- Pillow Pets
- Bluey
- PJ Masks
- Paw Patrol
- Disney Cars
- Minecraft
- Mario/Luigi/bowser
- Sonic
- Mickey & Minnie
- Disney Princess
- Winnie the Poo
- Sesame Street
- Puppets
- Pokemon
- Squishmallows
- Unicorns
- Blues Clues
- Sponge Bob

All Stuffed Animals must be on this list or they will not accepted.  
**LIMIT 5 per consignor**

### ACCESSORIES

- Hats
- Belts
- Gloves
- Scarves
- Socks
- Kids Purses
- Hair Accessories
- Watches
- Bibs Burp Cloths
- New Underwear only
- Leggings & Tights
- Bagged Onesies (Plain) Onesies with prints should be hung.
- Swaddles

- X Used Underwear





# NON-CLOTHING

## Acceptable Items:

## No Thank you Items

### MOMMY MART

**We will accept the following items for mommy mart (and ONLY these items due to space limitations):**

- Small Appliances
- Serve ware, Cookware, Bakeware
- Dishtowels & potholders
- Cake Pans
- Candles
- Canisters
- Rae Dunn Items
- Pampered chef & Tupperware
- Thirty One
- Baskets (Longaberger, Picnic, Pottery Barn)
- Purses (tag limit 3)

\*\* All Glassware should be in a box. No loose glassware!

**\*We are looking for Stylish items that are less than 5 years old\*\***

**\*MAXIMUM 10 items per consignor**

**\*\*All items should be NEW IN BOX\*\***

- X Jewelry
- X Makeup
- X Lotions
- X Perfume
- X Body Wash
- X Shoes
- X Frames
- X Linens
- X Throw Pillows
- X Scrap booking
- X Scarves
- X Clocks
- X Wall Art
- X Cleaning Products
- X Pet Items
- x Candles
- X \*\*NO Glass items, Unless they are in a box. Must have photo.

### CHILDREN'S ROOM DECOR (ONLY)

- Lamps
- Character or Kids Themed Wall art
- Rugs
- Large Letters
- Clocks
- Curtains
- Brand new LED lights



X Adult Room Decor

**ALL ITEMS MUST BE FOR CHILDREN'S ROOMS. THESE ITEMS MUST HAVE CHARACTERS OR KIDS COLORS AND PATTERNS**

### MISC ITEMS:

**ALL OF THESE MUST BE ON HANGERS**

- Suitcases
- Baby Carriers
- Diaper Bags
- Children's Backpacks
- Johnny Jump-ups



# HOT SELLERS

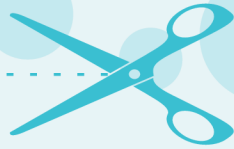
**Safety First:** All items must meet safety standards. Please check for recalls and be sure all safety straps are included.

**Claim Tickets:** Large items need to have claim tickets attached at drop off.

## Shoppers LOVE these items!





 137874867  
 A123BCD  
 \$4.50  
 ★ D  
 Shoes - Girls  
 05/22/2024  
 (place pin here)  
**A-123-BCD** D  
 Carters Pink Sparkly Sneakers  
  
 Size/Type 137874867 Full Price  
 5 \$4.50



# CLAIM TICKETS

SAVE TIME AND PRINT FROM HOME OR  
GET THEM AT DROP OFF




Staple to Top


 137874867  
 A123BCD  
 \$4.50  
 ★ D  
 Shoes - Girls  
 05/22/2024  
 (place pin here)


 To PURCHASE THIS ITEM, tear off and take BOTTOM portion ONLY and check out.  
 Attach top of stub here  
 This item is claimed if bottom stub has been removed  
 TEAR THIS OFF TO CLAIM  
 You will need it to pay for it before you pick up the item  
**Claim Ticket**  
 Attach JBF barcode here


 A-123-BCD D  
 Carters Pink Sparkly Sneakers  
  
 Size/Type 137874867 Full Price  
 5 \$4.50

Staple to Bottom


 To PURCHASE THIS ITEM, tear off and take BOTTOM portion ONLY and check out.  

 137874867  
 A123BCD  
 \$4.50  
 ★ D  
 Shoes - Girls  
 05/22/2024  
 (place pin here)  
 This item is claimed if bottom stub has been removed  
 TEAR THIS OFF TO CLAIM  
 You will need it to pay for it before you pick up the item  
**A-123-BCD** D  
 Carters Pink Sparkly Sneakers  
  
 Size/Type 137874867 Full Price  
 5 \$4.50

It should look like this

If you use tape- Do not tape over the barcodes





# VIDEO TUTORIALS

How to tag  
*Clothing*



How to tag  
*Shoes*



How to tag  
For each  
*Season*



How to tag  
*Books*



How to tag  
*Toys*



First Time  
*Consignor*  
Tips



TOP TIPS



## Onesie Rule

Onesies should be bundled!  
To save on costs and tags



Hang up Bedding



## Bedding

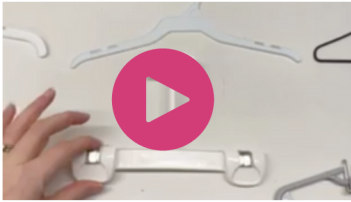
All Bedding Should be  
Hung up

# Watch these Quick Video Tutorials

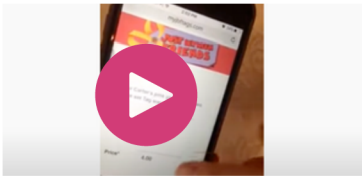
## Click to Play



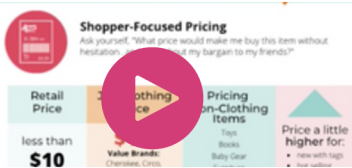
## Taggings Supplies



## Hangers



## Talk to Text



## Pricing

**Video Tutorials Cont.**  
**Press the Pink play button to view the video**

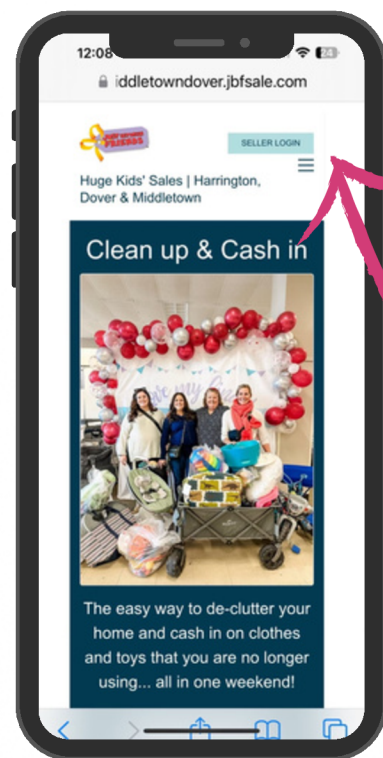


# REGISTER

## First Things First: REGISTER

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

**Go to** [Harringtondover.jbfsale.com/sell](https://harringtondover.jbfsale.com/sell), and then click "seller login"  
Find the event and click "Sign up"



### UPCOMING EVENTS [View All](#)

Zip  <50 miles

**Sept 10-14**  
**Harrington Fall 2025**  
Delaware State Fairgrounds

[SIGN UP](#)

[EVENT DETAILS](#)

## Ensure that you registered properly!

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

### MY EVENTS

HARRINGTON FALL 2025  

**Sept 10-14, 2025**

Delaware State Fairgrounds

Consignor

[EVENT DETAILS](#)

[CONSIGNOR DETAILS](#)

[CONTACT ORGANIZER](#)

[HELP AT THE SALE](#)

# CONSIGNOR DROP OFF TICKETS

You will need to purchase a drop off ticket for each sale. They are \$15. However you can get the early bird rate of \$12.50 if you register early. We will [email](#) before each sale season when the early bird tickets go on sale.



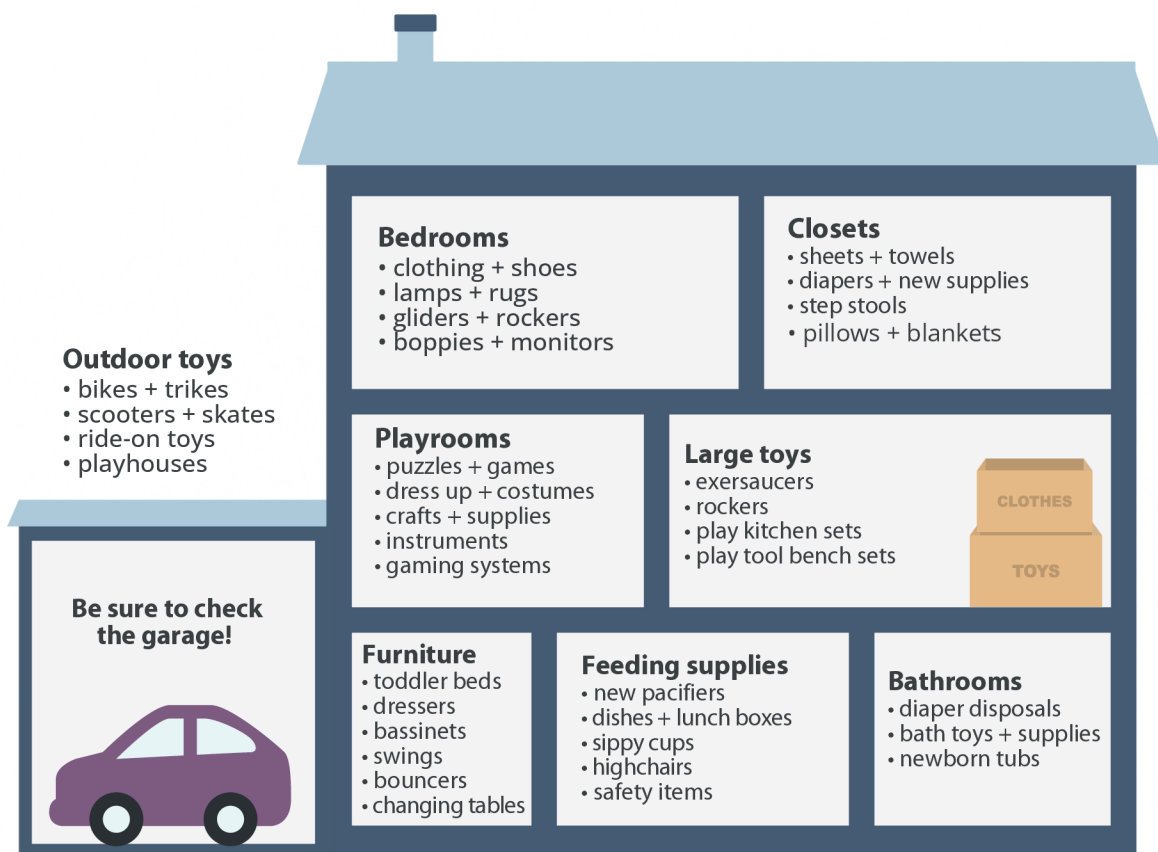


# GATHER

## 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.



# 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).



# PREP

## Maximize Profits

- Bundle Completed Sets
  - Choose to Reduce
  - The better they look, the better they sell
- ↳ Iron wrinkles, button buttons, and snap snaps



## Gather these supplies to make your prep faster:

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

[Buy Supplies Here](#)



# TOYS & GEAR

## Two Essentials:

- Tag is attached securely (won't fall off) &
- All pieces secured together (won't separate; tape bags closed)







# PREP

## CLOTHING



### Hanging & Tagging Clothing

Put most clothing on a hanger. Bundle onesies, 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 of item.



### Hanging pants

Use pant hangers if you have them. If not-pin pants to the top rail of the hanger



### Creating Outfits

It's okay to bundle items into sets.

Secure pieces to hanger using safety pins and then zip-tie hangers tightly together so outfit remains together as a set.



### Tagging Gun

If you use a tagging gun to attach JBF tags, only puncture the garment tag or an inside seam at the collar. (not the armpit) so that you do not damage the fabric. **If you puncture the fabric, items will be rejected and there is a per item fee of .25 for "no thank you" items.**



**Safety Pins:** Do not pin an item to another item.

Rather hang one item and then pin second item to the top rail of the hanger





# PREP



## Bundling in Bags

Multiple onesies—that are all the same size—can be folded neatly and placed in a bag. Place JBF tag inside and tape bag closed.



## Accessories

Use clear bags to bundle sets of socks, hair accessories, infant mittens and hats. Display neatly so shopper can see well. Place JBF tag inside and tape bag closed.



## Hats

Simply attach JBF tag to hats using a safety pin or tagging gun. No need to use a bag.



## Hanging Multiple Items on a 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.

**Items MUST BE the same size.**

EX: 12 mo and 12mo **not** 12mo and 12-18m



# ITEMS WE DO NOT ACCEPT

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



## Single use Breast Pumps

We will accept hospital grade, closed system pumps that are approved for multi users only!

- new in package pumps can be sold as long as they still have the hygiene seal.
- tubing/flanges with the hygiene seal still intact can be sold.
- used flanges and tubing cannot be sold.
- pumps older than 5 years cannot be sold.

## We will accept these models:

Lansinoh: Signature Pro, Affinity Pro  
Lucina: Melodi One  
Medela: Lactina, Symphony  
PJ's: Comfort, Bliss  
Rumble Tuff: Serene Express Duo  
Spectra: M1, S1, S2, Dew 350

Ameda: Elite, Platinum, Ultra  
Ardo: Calypso, Carum  
Bailey: Nurture III  
Freemie: Freedom, Equality  
Hygeia: EnDeare, EnJoye



## Incline Sleepers

Due to risk posed to infants, incline sleepers can no longer be accepted at Just Between Friends sales. A notice was provided by the CPSC on November 11, 2018 in which these sleepers were deemed unsafe after repeated incidents of infant suffocation.



## Cribs made before June 28, 2011

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

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



## Crib Bumpers

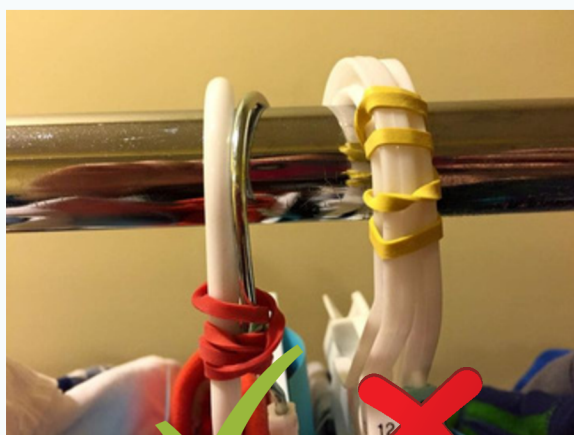
All types of Crib Bumpers are no longer considered safe for cribs. These will not be accepted or sold at Just Between Friends Sales.





## TIPS & TRICKS

When creating a set you can tie them together with curling ribbon or rubber bands. But put the ribbon and bands at the bottom so the items can still move on the clothing rack



Backpacks, diaper bags, baby carriers should be placed on a hanger and zip-tied securely to the hanger



You can bag "like" items together to save time. And use saran wrap to display puzzles.



For drop off- keep sizes separate by alternating sides for each size or put them in bags.







# PRICE

## We recommend pricing at 1/3 of retail!

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

Examples	Value Brands	Standard	Boutique Brands
PJs	\$2-3	\$3-4	\$5+
T-shirts	\$1-2	\$3-4	\$5+
Jeans	\$2-3.50	\$4-6	\$7+
Dresses	\$2.50-4.50	\$3.50-6	\$6-8+
Sneakers	\$3-6	\$4-7	\$8+



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



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

### 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 non-clothing items (toys, books, games) at 1/3 of retail price!

## Examples of Brands

### Value

- Cat & Jack
- Just One You
- Genuine kids
- Child of Mine
- Circo
- Cherokee
- Gerber
- Oshkosh
- Faded Glory
- Garanimals

### Standard

- Nike
- Under Armour
- Adidas
- Gap
- Polo
- Ralph lauren
- Vineyard Vines
- Children's Place
- Crazy 8
- H&M
- Zara
- Toms
- Stride Rite
- Justice
- Carter's
- Old Navy

### Boutique

- North Face
- Patagona
- Crew Cuts
- Mini Boden
- Tea Collection
- Mini Melissa
- Hanna Anderson
- Giggie Moon
- Persnickety
- Jelly the Pug
- Matilda Jane
- Livie & Luca
- Mud Pie

[Need more help? Watch our Pricing video HERE](#)

## Start Tagging

# CREATE TAGS

- You **MUST** select the appropriate CATEGORY. **All tags must have a category.**
- Enter the SIZE
- Be as **DESCRIPTIVE** as possible in case the tag falls off (so we can match it back up)
- Add your price
- Check the **REDUCE** box if you would like your items reduced on discount days. (50-75% off)
- Check the **DONATE** box if you would like your items donated after the sale.

Category	Size/Type	Description	Price	Reduce	Donate	Quantity
Clothing-Girls	2T	Gymboree Pink and white Zebra top with Pink leggings, 2PC set	4.50	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	1



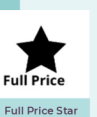
### Reduce Option \* Recommended

Check box if you would like your items reduced on discount days. (50-75% off)  
For higher sell-through, we recommend you reduce all items.



### Full Price Option

This will cause the "Full Price" STAR to print on your tag.

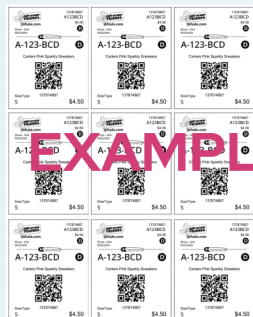


Consignors

**Sell More**  
when they  
**Reduce & Donate**



Tag from your computer or phone!



**EXAMPLE**

### Print Your Tags

Print tags on 8.5"x11" white cardstock.  
Tags print 9 per page.

### TIP! Talk-to-Text

If you using a mobile device, you can use talk-to-text.

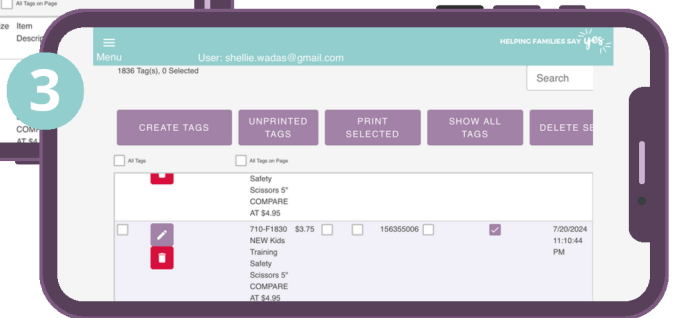
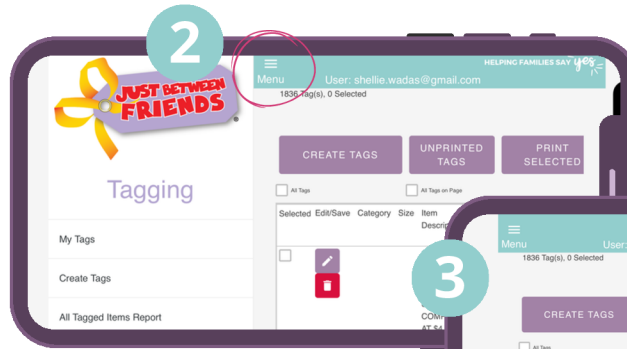
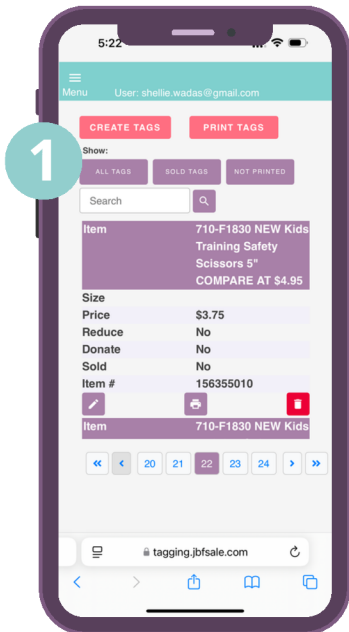


# TAGGING TIPS

## View the Full Site:

- 1 Rotate your Phone to Landscape
- 2 Click on the "Menu" button to minimize the menu and see more of the tagging screen.
- 3 Use all of the functions the same as the desktop site.

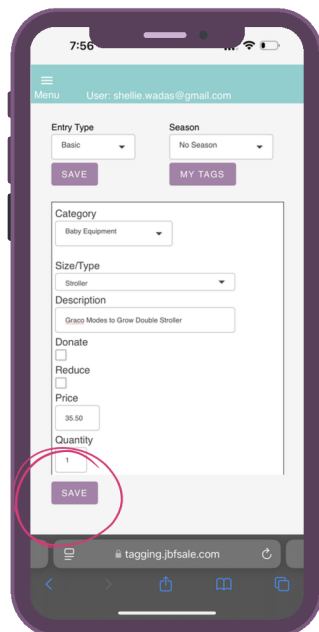
Rotate your phone!



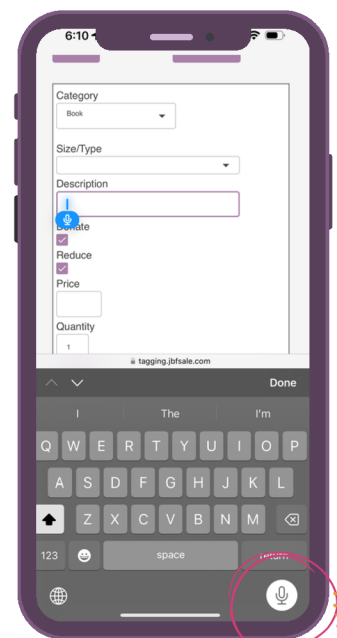
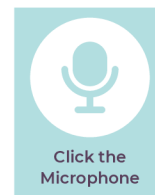
Zzzzz

**Save before Sleep:**  
We get it, we're moms too. Being interrupted a million times a day is what we do!

If your phone goes to "lock screen", you will have to **RELOAD** your tagging site. **SAVE** your tags before your phone goes to sleep!



**Talk to Text:**  
Did you know you can talk to text? Place your cursor in the description box. When your keyboard pops up, click the Microphone.

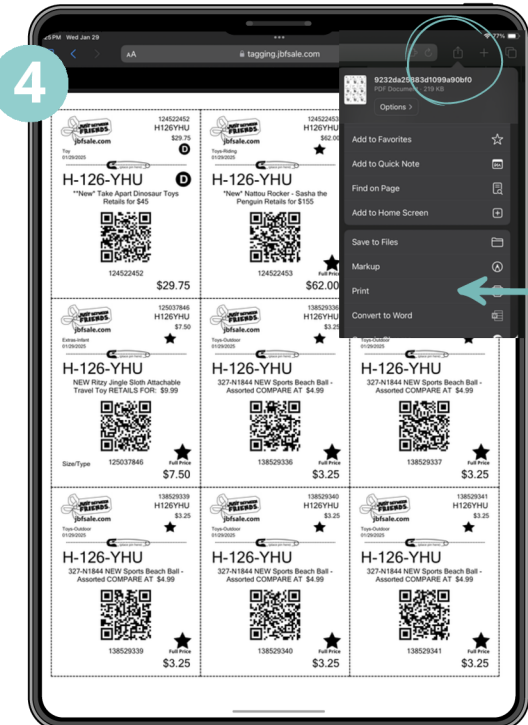
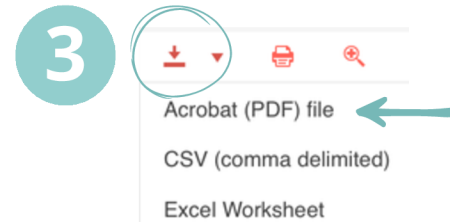




# TAGGING TIPS IPAD PRINTING

## Tags too small?

Follow these instructions to print your tags to a PDF file IF your tags appear too small in your print preview.



## iPad Printing Tips

- 1 Select the Printer
- 2 IF your tags appear too small on the print preview, you will need to "Print to PDF"
- 3 Select Download; Acrobat (PDF) file
- 4 Print tags from PDF file in new window





# DROP OFF

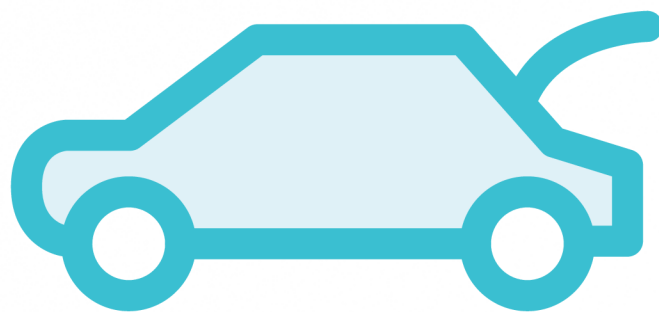
## You did it!

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.

- 1** Plan for 60-minutes to drop off your items. Longer if you have 250+ items to drop off. Drive to...Park...Enter...and **Check In**...you will receive your Presale Tickets!
- 2** Grab a Rolling rack and start putting items out on the sales floor. You'll hang all clothing in gender/size areas on the racks.
- 3** For your Large Items, you will attach a claim ticket to the items which makes it easier for shoppers to purchase your items during the sale.

*Items will be inspected during drop off and pulled from the floor if they do not meet JBF standards. A fee of One dollar (1.00\$) per item fee will be assessed.*

# PICK UP



Pick up is after breakdown is complete. Specific times and dates will be announced for each sale. Your items will be collected and located in a few areas.

If you are donating all items you DO not need to come to pick up. The Charities come to the sale and pick up all donated items and they go directly to families in need.



# CONSIGNOR INCENTIVES



## Consignor Referral Bonus System

Refer your friends to sell at the sale and

**Earn \$5 Cash!**

Refer 1 Friend = \$5

Refer 2 Friends = \$10

Refer 3 Friends = \$15

Ect....

Referred consignors must be NEW, cannot be family and must consign a minimum of 15 items or more.

Referral bonus will be paid out to you upon sales end. **The payout will go to the bank account that you used to purchase your consignor ticket.**

*We will check to be sure the seller is brand new before the payout is made.*







Choosing the VIP service is a popular option for families with busy schedules. It can also be an option for those of you that just want to get items out of your home quickly.

# VIP Tagging Service

VIP taggers operate separately from JBF but provide a series of services. You earn 40% of your sales minus their supply fees. The VIP program is now open. Spots fill up quickly, so don't delay!

### Available Taggers



- Prepare (hang & tag)
- Inventory (enter and price tags into database)
- Tags (Attach all tags and claim tickets)
- Store
- Drop off
- Pick up

**\*\*Some taggers will do express drop off. (You tag all of your items and they will meet you at the sale and drop off your items for you.**



# DATES

## Important Dates

### HARRINGTON



Sept 10-14

DELAWARE STATE FAIRGROUNDS  
Dover Building & Exhibit Hall  
18500 S. Dupont Hwy, Harrington DE 19952

[f](https://www.facebook.com/middletowndoverjbfsale.com) [i](https://www.instagram.com/middletowndoverjbfsale.com) [Middletowndover.jbfsale.com](https://www.middletowndoverjbfsale.com)

Get TICKETS



SCAN ME!



Sell at this sale!



Tue

9

2p-9p

Consignor  
Drop off

Wed

10

9:30a-9p

ADULT ONLY  
**PRESALE**  
Until 7pm

Thur

11

9a-7p

Opening Day  
Shopping!

Fri

12

New Merchandise arrives!  
Consignors: 2nd Drop off



9a-7p Shopping & Events!

Sat

13

9a-4p



Character  
meet TBA

Sun

14

9a-4p

Discount  
Day  
Shopping!



Mon

15

3p-5:30p

Consignor  
Pick up

9:30a-9p Presale Limited Tickets

12:30p-9p

Consignors Presale

5p-9p

Expecting, Foster, Adoptive Parents  
& Grandparents 12m and under

6p-9p

Teachers, Military, Healthcare Workers,  
& Hometown Heros

7p-9p

Family Shopping Begins

10a-12p

Kids Crafting Corner

2p-7p

Book Sale | Buy 3 get 1 FREE!

10a & 11a

Character meet

4p-7p

Staff & Helper 50% off Presale

9a-4p

Consignors Presale

9a-4p

Presale Entry \$10

10a-4p

Presale Entry \$5

11a-4p

Free General Admission w/Ticket

2p-4p

Consignors Only 75% off sale





# SUPPORT

## CONSIGNOR FACEBOOK GROUP

Our Consignor group is a place for all consignors to talk about selling at the sales. It is filled with videos and graphics and posts that can help you sell successfully!

There is a great mix of new and expert consignors that help each other succeed! We are a local group of parents and grandparents so you may even know some of the members right away!



PLUS: We have lots of contests leading up to the sale. Like this one!

JOIN



## CONTACT ME!

Hi! My name is Eileen Cordero. I am the owner/coordinator for the Just Between Friends sales in Harrington, Dover & Harrington.

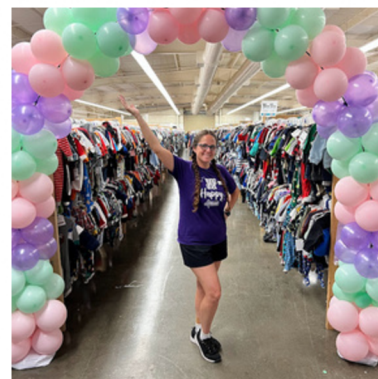
I have three sons that keep growing and a passion for helping families! They really go hand in hand!

I started JBF back in 2013 and I have not looked back.

I really enjoy teaching families how to financially recoup their investment with children's items.

I would love to help you get started!

**Email is always best. Facebook messages can get lost in the shuffle.**



✉ [EILEEN@JBFSALE.COM](mailto:EILEEN@JBFSALE.COM)