

YOUR GUIDE TO

Selling

WITH JBF QUAKERTOWN | HATFIELD



Let's do this together!

If you're a first-time seller, or a returning consignor needing a refresh, you'll find everything you need to know—right here in this guide—to help you turn your outgrown kids items into CASH.



Gather



Sort



Create Tags

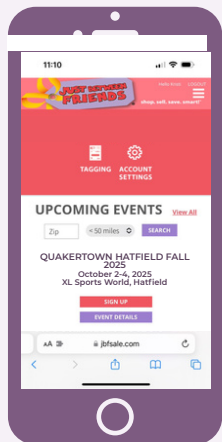


Price & Prep



Drop Off

[!\[\]\(3342c215b2a8b663596a81468d5dc314_img.jpg\) Watch This Quick Overview](#)



But, First Things First: REGISTER!

Save your spot by registering on jbfsale.com as a Consignor at the Just Between Friends Quakertown Hatfield event.



[!\[\]\(bff896c19919791b89ab521f039b410a_img.jpg\) Registration Walkthrough](#)

Second, Schedule Your Drop-off Time

Once you're registered on jbfsale.com, visit the link below to schedule your drop-off time, pre-pay for your consignor fee and see your pick-up date if you choose not to donate all of your items at the conclusion of the sale.

[Click Here](#)



Questions? Join our Seller Group [JBF Quakertown/Hatfield Consignor Group](#) for quick Q&A.



\$\$\$ Earnings \$\$\$

Quakertown / Hatfield

Average consignors sell over \$450!

Consignors earn **60%**

4-Hour Team Members earn **70%**

8-Hour Team Members earn **70%** AND a **\$30 bonus** in their consignor check

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



A maximum of 350 items will be accepted per consigner number for the Fall 2025 Sale. If you would like to bring more than 350 items, please contact JBFQuakertown@jbfsale.com for an application. Space is limited.

Questions? Email: JBFQuakertown@jbfsale.com



WHAT TO SELL CLOTHING

FALL

Item Limits: Please bring your best hanging clothing items which includes up to 5 girls and 5 boys junior sizes.
Max 2 tags for shoe sizes Adult 8+

3/4 Length or Long-sleeved items:
onesies, shirts, dresses

Exceptions for short sleeves: bundled onesies,
heavy winter dresses, athletic tshirts for sizes
6+, winter holidays and sports



Leggings, long pants, jeans
Athletic shorts size 6+,
skirts ONLY in heavy fabric
(corduroy or winter patterns)



All seasons of pajamas



Shoes, snow boots
rain boots
Crocs



Fall & winter jackets
winter accessories



Swimsuits for indoor
fall swim class



ALL holiday outfits
Halloween, Thanksgiving
Christmas, New Years
Easter...



NO THANK YOU ITEMS

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

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 shirts
X short-sleeve dresses
X camp shirts

X shorts
X skirts
X summer dresses

X adult clothing
X maternity clothing

X flip flops
X swim shoes
X sandals
X summer accessories



WHAT TO SELL OTHER ITEMS

ALL YEAR

Safety First: All items must meet safety standards. Please check for recalls and be sure all safety straps are included. Visit safety.jbfsale.com for requirements, car seat waivers, and product safety information.

Plates, cups, utensils



NEW nipples, pacifiers
bottles with nipples
removed



Licensed Character or
animated stuffed
animals, Squishmallows



Soft infant toys WITH
sound/rattle



Cribs, toddler-twin beds
bed rails, co-sleepers
bassinets



BOOKS: Soft, board
picture, chapter
educational, tween



Puzzles & games
without missing pieces



NO THANK YOU ITEMS

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

X USED nipples
X USED pacifiers
X Electric breast pumps,
used breast pump tubing
X worn utensils and cups

X basic stuffed animals
X beanie babies/boos

X drop-side cribs
X crib bumpers
X baby wedges
X full+ size beds

X adult/parenting books
X cookbooks
X chapter books not part
of a series

X dirty items
X items without batteries
or non-working
X items missing essential
pieces
X vintage items
X porcelain dolls
X happy meal toys
X dollar tree toys



WHAT TO SELL LARGE ITEMS

ALL YEAR

These items are a "YES!" at any of our sales (and they usually sell well)!

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



Items not accepted: items with dirt, large scratches (peeling stickers, fading and superficial scrapes OK), recalled items (check at CPSC.gov), items without safety straps (if provided by manufacturer). These items require a "Large Item Claim Ticket". See website for details.

JBFQUAKERTOWN@JBFSALE.COM





Items We Do Not Accept



THESE ARE EXAMPLES OF WHAT WE DO NOT ACCEPT AT OUR FALL SALE. WE RECOGNIZE THAT KIDS STILL MAY WEAR OR USE THESE ITEMS, BUT FOR SAFETY, SPACE, SELL-THROUGH RATES OR OTHER, THESE ITEMS ARE "NO THANK YOU'S" AND WILL BE RETURNED TO YOU OR DONATED DEPENDING ON YOUR TAGS.

IF IN DOUBT, PLEASE POST YOUR QUESTION WITH A PHOTO TO THE JBF QUAKERTOWN/HATFIELD CONSIGNOR GROUP ON FACEBOOK - OUR TEAM WILL BE HAPPY TO HELP YOU IDENTIFY WHAT WILL BE ACCEPTED!

CLOTHING & ACCESSORIES

OUTDATED/OUT OF STYLE (OLDER THAN 10 YEARS) | RIPPED/STAINED | DIRTY/SMELLY/COVERED IN PET HAIR | OUT OF SEASON | OVERWORN/PILLING | ADULT BRAND CLOTHING (SEE TEEN BRAND PAGE) | USED UNDERWEAR | USED MAKE UP/NAIL POLISH

INFANT ITEMS

MEDICINE, FORMULA, OR FOOD | RECALLED ITEMS | STAINED CLOTH DIAPERS | USED NIPPLES | USED PACIFIERS | WORN UTENSILS & CUPS | ELECTRIC BREAST PUMPS/ USED TUBING

SHOES & SPORTING GOODS

OUT OF SEASON | BROKEN OR DAMAGED | ADULT STYLES (WOMEN'S HEELS ETC) | SCUFFED OR RIPPED | HELMETS OLDER THAN 5 YEARS | EXCESSIVE WEAR OR DIRT

BOOKS



ADULT BOOKS | COOK BOOKS WRITTEN FOR ADULTS | CHAPTER BOOKS NOT PART OF A SERIES | PARENTING OR PREGNANCY BOOKS



TOYS/ GAMES/ PUZZLES/ ARTS & CRAFTS

ARTS/CRAFTS NOT BOXED | MISSING PIECES/ PARTS | DIRTY | NO BATTERIES | DAMAGED | MISSING CORDS | VHS/DVDS/CDS | PARTY SUPPLIES | HAPPY MEAL TOYS | DOLLAR TREE TOYS

BEDDING/ BATHING/ LOUNGERS



BED FRAMES OVER TWIN SIZE | MATTRESSES OTHER THAN CRIB SIZE | DROP SIDE CRIBS | SHEETS, BLANKETS, PILLOW CASES SIZE TWIN OR LARGER | PILLOWS | CRIB/MESH BUMPERS | WEDGES | IN BED CO SLEEPERS LIKE DOCK A TOTS (OR SIMILAR) | BOPPY LOUNGER | ROCK AND PLAYS



ROOM DECOR

SHEETS, BLANKETS, PILLOWS OR CASES SIZE TWIN OR LARGER | ADULT DECOR | OUT OF SEASON DECOR (HALLOWEEN IN SPRING) | PICTURE FRAMES | ROOM ORGANIZERS WITH MISSING PARTS

ANY ITEM IN ANY AREA

ANYTHING RECALLED | HANDMADE OR PAINTED ITEMS | TAGS MADE WITH ANYTHING OTHER THAN WHITE CARDSTOCK | DIRTY OR STAINED ITEMS

Questions? Email: JBFQuakertown@jbfsale.com



Item Limits

... due to space constraints!



The following limits have been in place for a few sales. They are outlined below if you need a refresher!



NO LONGER ACCEPTING maternity clothing, DVDs, parenting books, adult books, Mommy Mart



LIMIT 25 Accessories. No used make up/nail polish.
LIMIT 3 Bedding Items (blankets, sheets etc)
LIMIT 5 Arts & Crafts- must be **boxed**, no bags will be allowed.



NO LONGER ACCEPTING Single Onesies
Onesies must be part of an outfit or bundle
i.e. 2-3 onesies together in a bundle or bundled as an outfit with pants similar to how they are purchased in stores



WHEN RESELLING “BRAND NEW WITH TAG” ITEMS:

LIMIT of 5 identical items.
LIMIT 20 of the same items despite color/size.
Bringing more than the 5 item limit, the category limits, or 350 total items will result in a 10% processing fee of gross sales applied (does not apply to gently used items, this is for resalers/wholesalers only).



New Limits



NEW for the Fall 2025 Sale!



LIMIT 350 total items (tags)

If you would like to bring over 350 items, please reach out to **JBFQuakertown@jbfsale.com** for an application. Limited slots available.



NOT ACCEPTING:

party supplies
school supplies (homeschool/educational toys are allowed)



ONLY accepting Chapter Books that are part of a series (i.e. Magic Tree House, American Girl, Harry Potter, Wimpy Kid etc.)

Still **ACCEPTING** all other kid's books- board books, hardcover and paperback, level readers etc.



LIMITED QUANTITIES

Shoes Adult Size 8+ have a limit of **2 tags** per size per gender. Shoes must be for teens, not adults.



LIMITED QUANTITIES

Arts & Crafts must be boxed and are limited to **5 tags**.
Bedding limited to **3 tags**. **See Page 10 for items not accepted.**



Room Decor and Bedding must be marked to reduce.
See items not accepted page.



ACCEPTING Junior Girls & Junior Boys
All Sizes (XS-XL) are acceptable for TEEN brands.
Must be season specific.
Limited to 5 TAGS per gender.
See acceptable brands on the NEXT PAGE.



Teen Limits



New for the Fall 2025 Sale!



LIMITED TO 5 TAGS Per Gender

The logos/brands on this page are a suggested list of logo/brands but not all-inclusive. Bring your **best 5 tags** for boys and **best 5 tags** for girls. Keep in mind these should be in the best quality and priced appropriately to sell at JBF (1/3 of retail).



CLOTHING WE WILL NOT CURRENTLY ACCEPT:

We will NOT ACCEPT clothing designed and marketed for adult women or adult men. Even if your teen wore it, that does not mean that JBF will automatically accept it for resale. Clothing inspectors will use their discretion to give a final decision. NOTE: Youth Sizes 14/16/18 stay in the youth section and there are no limits on those sizes.

Questions? Email: JBFQuakertown@jbfsale.com



STEP #1

Gather



MY CHECKLIST

Check off this list as you gather your items!

- ☐ Large Toys
- ☐ Outdoor Toys
- ☐ Bedrooms
- ☐ Closets
- ☐ Playroom
- ☐ Furniture
- ☐ Kitchen
- ☐ Bathrooms
- ☐ Garage
- ☐ Basement
- ☐ Attic

Kids Grow Fast!

Children typically cycle 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! Look around for other kid items you can sell, too.

Check all over your home!



Be sure to check the garage!



Questions? Join our Seller Group [JBF Quakertown/Hatfield Consignor Group](#) for quick Q&A.



STEP #2

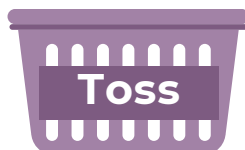
Sort



Sort your gathered items into three categories:



Keep the items that you just aren't ready to part with yet.



Toss the items that are too well-loved (stains, missing pieces, not working).



Sell and CASH IN on the rest that meets our JBF standards listed below!

The 4 C's

HOW TO KNOW WHAT TO SELL



Clean

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



Current

Shoppers love trendy styles that are in fashion. Make sure items are in the right season. Sell warm weather clothing and shoes at our Spring/Summer sale. Sell cold weather items at our Fall/Winter sale.



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. Toys, games and puzzles must be sold as complete sets without missing pieces. Clothing items must be functional (buttons and zippers work).



Compliant

Important Safety guidelines apply when selling a car seat, stroller, baby equipment and toys. Check safety.jbfsale.com for details.



Safety waivers are REQUIRED for all cribs & car seats.



Questions? Join our Seller Group [JBF Quakertown/Hatfield Consignor Group](#) for quick Q&A.



STEP #3

Create Tags



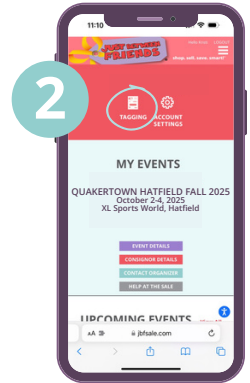
Creating Tags

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

STEP 1: Go to jbfsale.com & click on "Login" or create a JBF profile

STEP 2: Click on the Tagging icon

STEP 3: Enter & Print Tags



3

Category	Size/Type	Description	Price	Reduce	Donate	Quantity
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="text" value="1"/>

Choose the **category** that best fits or leave it blank if there doesn't seem to be a good match.

Enter a **Description** that includes brand name, number of pieces, color or pattern, etc.

You choose the **Price**.

A check mark here will allow your item to **Reduce** to 50% off on Half Price Day.

A check mark here will allow your item to **Donate** to our local charity if unsold.

Use **Quantity** if you have more than one of the EXACT SAME item. This will print one tag with a unique QR code for EACH item.

Printing Your Tags



Print your tags on 8.5"x11" white cardstock in portrait mode.

No Printer? No Problem!

When you finish creating your tags use the "Print PDF" option and upload the PDF file to an office supply store. It will save you ink and time. You can even ask them to cut your tags!



Questions? Join our Seller Group [JBF Quakertown/Hatfield Consignor Group](#) for quick Q&A.



STEP #4

Price & Prep



Price and Prep Your Items

Now that you've created your JBF price tags, it's time to attach your tags and prepare each item for the upcoming sale.

Safety Matters

Throughout this guide, you'll see **safety alerts** to help you know when to check your items for recalls or JBF Safety Standards. JBF is dedicated to keeping families safe and we count on **YOU** to ensure the safety of all items you are selling.

Use our dedicated product safety website anytime to learn more!



[**JBF Safety Matters Website**](#)



Shopper-Focused Pricing

When You Price, Ask Yourself:

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

We'll share pro-tips for pricing along the way, but in general, 50-90% off retail prices will help your items sell well!



PRO TIP! A Proven Way to Sell Even MORE!

Choose **REDUCE** when creating tags to allow your items to sell at 50% off during half price sale day. These items have a **30% GREATER** chance of selling!



Questions? Join our Seller Group [JBF Quakertown/Hatfield Consignor Group](#) for quick Q&A.





STEP #4


Price & Prep




Grab Your Supplies:

 Laptop, tablet or mobile device

 White card stock (60lb+)

 1.5 - 2.0 inch safety pins

 Plastic or wire hangers
(Use child for 4T & under; adult size for 5+)

 Quart, gallon & XL clear storage bags


 Clear packing tape

 Painters/masking tape

 Scissors


 Ribbon, string or zip-ties

Optional Supplies:

 Tagging gun & barbs
(Watch training videos)

 Paper Cutter

 Printer

 Cleaning Supplies
Magic Eraser, stain remover, etc.

 [More About the Supplies You Need](#)

On the next pages, we'll show you how to **Price & Prep each Category** of item you can sell at the JBF sale in your local area!

♥ **Books, Games, Puzzles, Arts & Crafts**

♥ **Clothing** (Children's through Juniors, Maternity, Costume/Dress-Up)

♥ **Infant Items** (Bath, Diaper, Feeding, Other)

♥ **Large Items** (Baby Equipment, Large Toys, Furniture)

♥ **Shoes**

♥ **Toys**

♥ **Odds & Ends** (Accessories, Kids Bedding/Decor, Mommy Mart, Sporting Goods, Misc)

Prep Essentials

Key guidelines to help you prepare each item for the sale.

1 All pieces are secured together (pieces won't separate or fall out of bags)

2 Tag is attached securely so it won't fall off

Let's GO!



Price & Prep:

BOOKS, GAMES, PUZZLES, ARTS & CRAFTS



JBF Shoppers love a good deal on books, games, puzzles & more!

Prep

Essential #1 - All pieces secured together

Essential #2 - Tag stays attached

Be sure that games and puzzles have all their pieces included and are in their original packaging.



Bundle books by tying them together with a ribbon or string.



Use painter's tape that can be removed without damaging the item to keep boxes closed. Adhere the tag to the outside.



For wooden puzzles, use clear cling wrap or a plastic clear bag secured with packing tape.



Bundle similar arts & crafts items together in clear self-sealing bags and secure with clear packing tape.

Tagging Tip

Attach JBF tags using blue painter's tape that can be removed without damaging the item. (Do not use packing tape, as it will often destroy book covers and original boxes.)

[Watch for More Tips](#)

You CAN sell these items in great condition:

- ✓ Soft infant books, board books & picture books
- ✓ Chapter books (part of a series) & homeschool materials
- ✓ Kid games & puzzles
- ✓ Kid-friendly video games & gaming systems
- ✓ Boxed Arts & craft supplies- See Limits

Sorry, we CAN'T sell:

- ✗ Books for grown-ups, maternity, cookbooks or self-help books
- ✗ DVDs or Blu-Ray
- ✗ VHS tapes or CDs
- ✗ Video Games rated M or AO
- ✗ Mixed bags of arts & crafts items
- ✗ Used one-time use items

Price to Sell!

At least **75%** off retail

Shoppers - just like you - are looking for **REALLY** great deals on these items and we recommend at least 75% off retail pricing and 90% off retail is even better!

Don't forget to mark these items to **REDUCE** on half price day!

ITEM
Limits

ARTS &
CRAFTS
5
Tags

ARTS &
CRAFTS
MUST BE
BOXED

Chapter Books must be part of a Series (Magic Tree House, American Girl, Harry Potter etc.)



Questions? Join our Seller Group [JBF Quakertown/Hatfield Consignor Group](#) for quick Q&A.



Price & Prep:

CLOTHING

(Children's through Juniors,
Costume/Dress-Up)



When it comes to selling your kids' outgrown clothing, JBF is the **BEST** option to maximize your earnings!

Prep

Essential #1 - All pieces secured together

Essential #2 - Tag stays attached



Be sure the hanger hook opens to the left, like a question mark.

[▶ Watch for Tips on Tagging Clothing](#)



Place all clothing on hanger. Hanger hook opens to the left. Hanger fits the clothes so they won't fall off during the sale (shake test and pin to hanger if needed).



Bundle more than one piece of clothing on a single hanger or bundle multiple hangers together.



Attach bottoms with safety pins or zip ties to the top of a regular hanger or use a pants hanger.

You CAN sell sizes infant to teen:

- ✓ At our **SPRING/SUMMER** event, sell clothing kids will wear regularly between our Spring and Fall JBF sale
- ✓ At our **FALL/WINTER** event, sell clothing kids will wear regularly between our Fall and Spring JBF sale

Sorry, we CAN'T sell clothing that is:

- ✗ Maternity
- ✗ Adult sizes or brands
- ✗ Out of season
- ✗ Out of popular style or manufactured more than 5 years ago
- ✗ Stained, damaged, strong scent or pet hair

ITEM
Limits

JUNIORS
5
Tags per gender

Juniors MUST BE Juniors/
Teen Styles- see acceptable
brands page



Safety Matters: Drawstrings

Learn about Drawstrings Safety:

- Upper Outerwear **WAIST** Drawstrings
- Upper Outerwear **NECK** Drawstrings



Drawstring Safety Guidelines



Questions? Join our Seller Group [JBF Quakertown/Hatfield Consignor Group](#) for quick Q&A.



Price & Prep:

CLOTHING

(Children's through Juniors,
Costume/Dress-Up)



Adding a Tag Using Safety Pins



Use 1.5" - 2" safety pins to attach your tags to clothing. Your tag attaches to the front right of your item.

Adding a Tag Using Tagging Gun



Puncture tagging gun through the **manufacturer's tag**.



Puncture an **inside seam** at right armpit (when looking at the front of the item).



Do **NOT** puncture directly through the garment fabric.



Do **NOT** puncture tagging gun directly through the fabric of an item. While safety pin holes disappear when washed, tagging gun holes do not.

Price to Sell!



At least **75%** off retail

Remember to use Shopper-focused pricing (create a cannot-resist deal!)

Choose to **REDUCE** when creating tags to sell even more on half price day!

Item	Bargain Brands	Everyday Brands	Boutique Brands
Pajamas	\$2 - \$3	\$3 - \$4	\$5+
T-shirts	\$1 - \$2	\$2 - \$3	\$4+
Jeans / Pants	\$2 - \$3.50	\$3 - \$5.50	\$6+
Dresses / Dress Shirts	\$2.50 - \$4.50	\$3.50 - \$6	\$6 - \$8+
Sneakers	\$3 - \$6	\$5 - \$8	\$8+
Jackets / Coats	\$4 - \$6	\$6 - \$9	\$8+

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

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

Boutique brands = Crewcuts, Little Sleepies, Janie & Jack, Mini Boden

Pro Tips:



Price **HIGHER**:

- New with Tags & Like-New
- Big Kids Clothing Sizes
- Boutique Brands



Price **LOWER**:

- Infant (under 12 months)
- T-shirts
- Everyday Clothes

Bundle lower-priced items:

For example, bundle three \$2 pajamas on a single hanger with a \$6 JBF price tag; or three \$1 t-shirts for a \$3 JBF price tag.



Questions? Join our Seller Group [JBF Quakertown/Hatfield Consignor Group](#) for quick Q&A.



Price & Prep:

INFANT ITEMS

(Bath, Diaper, Feeding, Etc.)



JBF Shoppers love to score great deals on everything their new baby needs.

Prep

Essential #1 - All pieces secured together

Essential #2 - Tag stays attached

Package items with multiple pieces using clear packing tape and clear self-sealing bags.

Attach your JBF tag securely using clear packaging tape.



Watch for More Infant Items Tips



Safety Matters: *Infant Items*

Use our [Safety Website](#) to be sure your items are safe to sell.

Please pay close attention to JBF Safety information for Otterroos & Owlets.



Otterroos & Owlets

Price to Sell!

\$ Best at 75%-90% off retail

Infant items sell well when priced 75-90% off retail. Expecting parents **LOVE** saving money as they welcome a new child into their home! Be sure to select **REDUCE** too!

You CAN sell these items in great working order and very clean:

- ✓ Bathing & Grooming (tub, washcloth, bath toys, nail clippers, brush, comb)
- ✓ Diapers (unused cloth & disposable, wipe warmer, diaper disposal, travel changing pad)
- ✓ Potty Training Supplies
- ✓ Bottles & Nursing (breast feeding items, bottles, bottle drying & sanitizing, nursing cover, burp cloth)
- ✓ Feeding (bib, spoon, plate, cup, snackware, water bottle)
- ✓ Baby Carriers
- ✓ Swaddles & Receiving Blankets
- ✓ Home Safety (baby gate, child-proofing, baby monitor, shopping cart cover)
- ✓ Medical (thermometer, scale)

Sorry, we CAN'T sell:

- ✗ Medication, food, or formula
- ✗ Used pacifiers
- ✗ Used bottle nipples
- ✗ Electric breast pumps or used breast pump tubing
- ✗ Worn Utensils and Cups



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Price & Prep:

LARGE ITEMS

(Baby Equipment, Large Toys, Furniture)



Large items sell **FAST** at Just Between Friends and you'll love getting them out of your house and garage while filling a need for another local family!

Prep

Essential #1 - All pieces secured together

Essential #2 - Tag stays attached

If your item has multiple pieces or loose parts, keep everything together using clear packing tape, clear self-sealing bags, and/or zip-ties. We'll ask that you set up items such as pack-n-plays to ensure that all parts are included. Be prepared to zip-tie the carrying case to the item once you place it onto the sales floor.



Attach your JBF tag securely using clear packaging tape or hole-punch your JBF tag and attach with zip-tie.

 [Watch for More Large Items Tips](#)



Tagging Tip If your item has a high JBF price, be sure to include the item's retail price in the tag description so that the shopper understands the great value!



Safety Matters: Large Items

Use our [Safety Website](#) to check for recalls. Car seats and cribs must include a JBF waiver.

Please pay close attention to JBF Safety information for [Doonas](#) and [Infant Safe Sleep](#)



[Car Seat Waiver*](#)



[Cribs Waiver*](#)

*Required

You CAN sell these items in great working order and very clean:

- ✓ Strollers & Wagons
- ✓ Cribs & Bassinets
- ✓ Pack-n-Plays
- ✓ High Chairs
- ✓ Swings & Bouncy Seats
- ✓ Baby Gates
- ✓ Bikes & Bike Trailers
- ✓ Car Seats
- ✓ Kids Furniture
- ✓ Large Indoor/Outdoor Toys
- ✓ and More!

Sorry, we CAN'T sell:

- ✗ Recalled Items or Items that Pose a Safety Risk
- ✗ Items Missing Batteries or have Battery Corrosion
- ✗ Not in Working Order
- ✗ Items with Stains, Holes, Excessive Wear, etc.
- ✗ Missing Essential Parts or Pieces (e.g. safety straps)

Price to Sell!

 Best at **50-75% off retail**

And, of course, choose to **REDUCE** to increase your chance to sell it on Half Price Day!



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Price & Prep:

LARGE ITEMS: CLAIM TICKETS



Does My Item Need a Large Item Claim Ticket?

Our JBF sale uses large item claim tickets for items shoppers can't carry with them. To prep your large items that need a claim ticket, follow the steps below:

STEP 1: Print claim tickets on white cardstock. Claim ticket found [HERE](#).

STEP 2: Cut off one claim ticket (they print 3 per page).

STEP 3: Cut price tag along dotted line and staple top part of price tag to top of claim ticket, and bottom of price tag to bottom of claim ticket.



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Price & Prep:

SHOES



Shoes sell **extremely well** at JBF, so we recommend that you tag them first. Let's get started!

Prep

Essential #1 - All pieces secured together

Essential #2 - Tag stays attached

Punch a hole through your JBF price tag and connect both shoes to the tag and to each other using a zip-tie.



Tip: Reinforce the hole punched tag with tape before zip-tying. If your shoes can't be zip-tied together, watch our video for more strategies.

[Watch for Tips on Tagging Shoes](#)

Price to Sell!

Best at **50%-75%** off retail

Shoes in great condition fly off the shelves at JBF. The cleaner, the better!

Local families are going to be thrilled to find your shoes at 50-75% off retail prices as they hunt for essentials at the JBF sales event!

You CAN sell shoes that are:

- ✓ Sizes & styles for infant through tween
- ✓ In great condition
- ✓ Very clean
- ✓ Suitable for the upcoming season

Sorry, we CAN'T sell shoes that are:

- ✗ Adult styles
- ✗ Too worn or missing laces
- ✗ Dirty
- ✗ Out of season

Pro Tips:

Condition matters at JBF.

The better your shoes look, the better they will sell. Toss them in the wash or use a brush or Magic Eraser to clean them well, including the soles.

Price HIGHER:

- Desirable brands such as Air Jordan, Nike, See Kai Run, Keen, etc.

Select **REDUCE** so that your shoes have a great chance of selling throughout the event!



Questions? Join our Seller Group [JBF Quakertown/Hatfield Consignor Group](#) for quick Q&A.



Price & Prep:

TOYS



Toys are a **top-seller** at JBF, so it will be worth your time to tag as many as you can!

Prep

Essential #1 - All pieces secured together

Essential #2 - Tag stays attached

Remember that we have lots of young shoppers, so keeping all parts of your item secure is a must.

 **Watch for Tips on Tagging Toys**



Package all parts together using clear packing tape, clear self-sealing bags, and/or zip-ties.

Attach your JBF tag securely using clear packaging tape, OR use blue painter's tape if clear packing tape will damage the item when removed.



You CAN sell:

- ✓ Toys for infants all the way up through tween ages

Sorry, we CAN'T sell toys that are:

- ✗ Recalled or pose a safety risk
- ✗ Missing batteries or have battery corrosion
- ✗ Not in working order
- ✗ Missing essential parts or pieces
- ✗ Miscellaneous bags of toys



Safety Matters: Toys

Please check our safety site for toy recalls.



Safety Recalls

Pro Tips:

↑ Price **HIGHER**:

- Hot selling toys such as Legos, American Girl, Lovevery, etc.
- Large toys such as kitchens, doll houses, bikes & trikes.
- New with tags and in original packaging.

↓ Price **LOWER**:

- Infant Toys

Select **REDUCE** to make Shoppers even more giddy on Half Price Day if your item is still on the sales floor!

Price to Sell!



Best at **75-90%** off retail

Shopper-focused pricing is the way to go. Think about a price that would make you excited to brag about a great deal!



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Price & Prep:

ODDS & ENDS

(Accessories, Kids Bedding/Decor, Sporting Goods, Misc)



Almost anything related to kids is able to be sold at JBF. We even have an area for household and great-for-gifts items!

Prep

Essential #1 - All pieces secured together

Essential #2 - Tag stays attached



▶ Tagging Accessories

▶ Tagging Bedding

▶ Tagging Room Decor

ITEM
Limits

ACCESSORIES
25
Tags

BEDDING
3
Tags

ROOM DECOR AND
BEDDING
Must be marked
to reduce

You CAN sell:

- ✓ Kid accessories
- ✓ Kid bedding & room decor- must be marked to reduce
- ✓ Kid sporting goods

Sorry, we CAN'T sell:

- ✗ Items not made for kids
- ✗ Vintage items
- ✗ Estate sale items
- ✗ Mommy Mart



Safety Matters: Odds & Ends

Please check our safety site for product recalls.



Safety Recalls

Price to Sell!

💰 Best at **75-90%** off retail

Select **REDUCE** to these items to increase your chances of selling more of your items!

f **Questions?** Join our Seller Group JBF Quakertown/Hatfield Consignor Group for quick Q&A.



STEP #5

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.



Seller Drop Off for JBF Quakertown

MONDAY, SEPTEMBER 29TH | 10AM-8PM

XL Sports World Hatfield, 2278 N Penn Rd, Hatfield PA

1

Plan for 60-minutes to drop off your items. Longer if you have 250+ items to drop off. Drive, park, and bring in *one* of your items with a tag to scan to **Check In!**

We have limited rolling racks and push carts, feel free to bring your own wagon to bring your items 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 on appropriate tables and shelves.

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!



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Sale Week



Now that all of your items are dropped off, you get to **shop early** and **watch your check grow!**



Shop Early

The best perk of selling with JBF is shopping before we open to the public! Grab your presale ticket, a friend for your guest pass, and enjoy all the best deals first!



Tell Your Friends to Shop

The more you share, the bigger your seller check will grow. Be sure all the families in your life know about how JBF can help their family **SAVE** this week!



Watch Your Check Grow

You can view your sold items! Log in to your JBF Profile, click on **TAGGING**, then choose **SOLD ITEM REPORT**.

Getting Paid

Once the sale is complete, you can expect to receive your payment via e-check within **14 days** from the last day of the sale. Your check will be delivered via email and the subject line will read, **"Here's your check from Just Between Friends Hatfield for \$XXX.XX"**.



Unsold Items Donated to Charity

Your unsold items marked for **DONATE** are distributed to help local families through our Charity Partners, Mitzvah Circle, The Baby Bureau, and Cradles to Crayons. You'll receive a donation receipt for tax purposes.

JBF Quakertown | Hatfield Sale Week Schedule

Presale Shopping

Tuesday | Sep 30th

8 Hr Team Members 3 PM

4 Hr Team Members 4:30 PM

Paid Presale Tickets 5:30-10 PM

***Adults only shopping time (besides children over 12 and infants worn in a baby carrier).**

Presale Shopping

Wednesday | Oct 1st

Paid Presale Tickets 10 AM- 8 PM

Consigners 1:30- 3:30 PM

(free admission with consigner pass 1:30-9PM)

***Adults only shopping time (besides children over 12 and infants worn in a baby carrier).**

Public Shopping

Thursday | Oct 2nd | 10 AM- 8 PM

Friday | Oct 3rd | 9 AM- 3 PM

Half Price Presale

Friday | Oct 3rd

Team Members 4 PM

Consigners 5 PM

Paid Public Presales 6PM- 9PM

**Items without a star on the tag are an additional 50% off.*

Public Half Price Shopping

Saturday | Oct 4th | 9AM- 3 PM

**Items without a star on the tag are an additional 50% off.*

Consignor Pick Up

Sunday | Oct 5th | 12PM - 2PM

If items are not donated



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