

YOUR GUIDE TO *Selling*



with JBF Quakertown

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.



Gather



Sort



Price



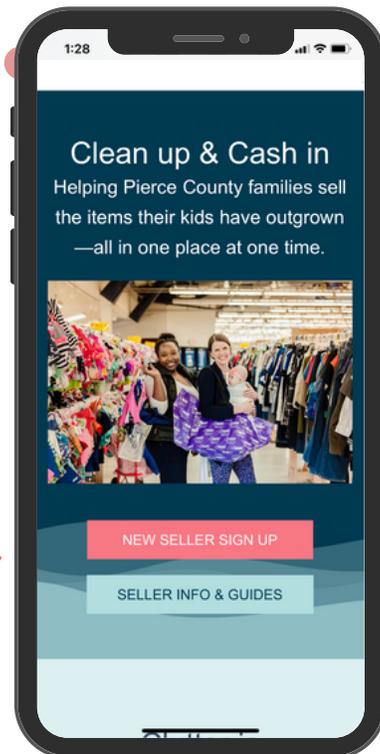
Prep



Drop Off

First Things First: REGISTER

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



Questions? Email: JBFQuakertown@jbfsale.com



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

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 400 items will be accepted per consigner number for the Spring 2025 Sale. If you would like to bring more than 400 items, please contact JBFQuakertown@jbfsale.com for application. Space is limited.

Questions? Email: JBFQuakertown@jbfsale.com



Consigner Schedule

JBF Hatfield Consignor Schedule XL Sports World - 2278 N Penn Rd, Hatfield

5/28 & 5/29 are adults-only shopping times (besides children over age 12 and infants worn in a baby carrier). Children & strollers welcome at all other shopping times.

Tues, May 27	Wed, May 28	Thurs, May 29	Fri, May 30	Sat, May 31	Sun, Jun 1	Mon, Jun 2
<p><i>Drop Off!</i></p> <p>10a-9p</p>  <p>APPT REQUIRED TO DROP OFF</p> <p>All drop offs must be completed by 9p</p>	<p><i>Presale Day!</i></p> <p>3:30p - 8hr team memb 5p - 4hr team mem 6-10p - Public Presales **tickets required</p> <p>TICKETS REQUIRED</p> <p>Registers close by 10p</p>	<p><i>Presale Shopping</i></p> <p>10a-9p - Paid Public Presales **tickets required</p> <p>1:30-3:30p - Consignor Presales **free admission with consignor pass 1:30-9p</p> <p>TICKETS REQUIRED</p> <p>Registers close by 10p</p>	<p><i>Public Shopping</i></p> <p>10a-8p</p> <p>FREE ADMISSION WITH CONSIGNOR PASS</p>	<p><i>Public Shopping</i></p> <p>9a-3p</p> <p>FREE ADMISSION WITH CONSIGNOR PASS</p> <p><i>Half Price Sale!</i></p> <p>4p - Team memb 5p - Consignors 6p - Paid 50% Off Presales</p> <p>Registers close by 9p</p>	<p><i>Half Price Sale!</i></p> <p>10a-4p</p> <p>FREE ADMISSION WITH CONSIGNOR PASS</p> <p>*Items without a star on the tag are an ADDITIONAL 50% off!</p> <p><i>Sorting</i></p> <p>4:30-8:30p</p> <p>SORTERS MAY PICK UP UNSOLD ITEMS WHEN SORTING IS COMPLETE</p>	<p><i>Consignor Pick Up</i></p> <p>4-6p</p> <p>*unless donating all unsold items, then pickup is not required</p> <p>*unless helping with the Monday night sorting shift; then you may pick up when sorting is complete</p> <p>5-9p or 6-10p Breakdown/Load Trailers</p>

quakertown.jbfsale.com/how-to-sell



STEP #1

Gather

JUST BETWEEN FRIENDS



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.

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





WHAT TO SELL CLOTHING

SPRING

Short-sleeved shirts,
dresses, short or long
sleeved onesies (must be
bundled)



Shorts, skirts, capris
summer dresses
jeans, lightweight pants



All seasons of pajamas
accepted EXCEPT fleece
pajamas



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



Light Zip up sweatshirts
lightweight jackets
summer accessories



Swimsuits and
accessories



Fan gear—any length
dancewear & sportswear



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 FALL
page list of items
when you CAN sell
these.

- X long-sleeve shirts
- X long-sleeve dresses
- X camp shirts

- X heavy pants like
fleece & corduroy

- X Fleece pajamas
- X Winter pajamas
- X Fleece Sleepers

- X snow boots
- X winter jackets
- X gloves
- X winter gear

- X costumes/dress up
(save for fall!)





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



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 formula, food, medicine

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 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.





ITEMS WE DO NOT ACCEPT



Infant Items

Inclined sleepers, Boppy pillows without the hole (loungers), Bumbos without a safety strap. Stained or ripped items.



Room Decor

Adult decor, stained items, sheets that are not kid-themed, out-of-season decor (i.e. bring Easter baskets in spring & Halloween baskets in fall)



Carseats

Carseats must have 1 full year of use before expiration. Each piece must have a manual. Each piece must have a JBF waiver.



Potty/Bath

Dirty/stained items, items with mold



Beds/Sleepers

Bed frames over twin size. Mattresses other than crib size. Drop-side cribs. Crib bumpers. Crib wedges. Inclined sleepers. In-bed co sleepers like dock-a-tot or snuggle nests



Toys, Electronics, Puzzles, Games, Crafts:

Dirty items, Items without batteries or non-working, Items missing essential pieces, vintage items, porcelain dolls, handmade toys, happy meal toys



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
LIMIT 5 Bedding Items (blankets, sheets etc)
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 400 total items will result in a 10% processing fee applied (does not apply to gently used items, this is for resalers/wholesalers only).



New Limits



NEW for the Spring 2025 Sale!



LIMIT 400 total items (tags)

If you would like to bring over 400 items, please reach out to **JBFQuakertown@jbf sale.com** for an application. Limited slots available.



NOT ACCEPTING:

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



LIMITED QUANTITIES

Shoes Adult Size 8+ have a limit of 5 items per size per gender. Shoes must be for teens, not adults.



ACCEPTING Junior Girls & Junior Boys
All Sizes (XS-XL) are acceptable for TEEN brands.
Must be season specific.

Limited to 10 TAGS per gender.
See acceptable brands on the NEXT PAGE.



Teen Limits



New for the Spring 2025 Sale!



LIMITED TO 10 TAGS Per Gender

The logos/brands on this page are a suggested list of logo/brands but not all-inclusive. Bring your best 10 tags for boys and best 10 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 #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:

CLEAN

The newer it looks, the better it sells. Check carefully for stains 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 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 safety.jbfsale.com for you to check each of your items before you sell.



Safety Waivers Required for all Cribs & Car Seats

Questions? Email: JBFQuakertown@jbfsale.com

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?"

Retail Price	JBF Clothing Price	Pricing Non-Clothing Items	
less than \$10	\$1-2 Value Brands: Cherokee, Circo, Faded Glory, Garanimals	Toys Books Baby Gear Furniture Electronics Strollers + Joggers Sporting Goods	 Price a little higher for: <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	60-80% off retail	Price a little lower for: <ul style="list-style-type: none"> • infant clothing • play clothes • good condition
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	



Bundle Items to Save Time

As you are thinking about prices, consider creating sets or bundles. 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!

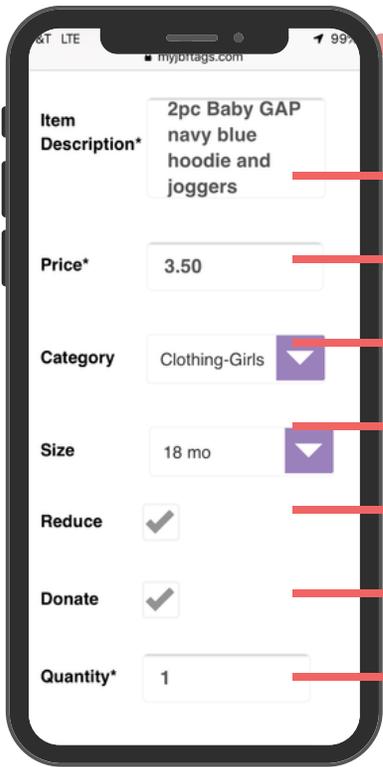
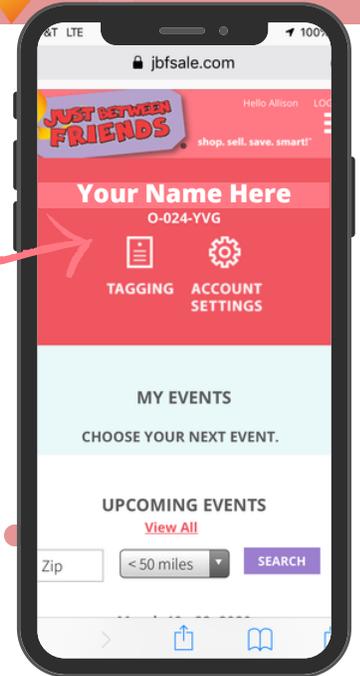
STEP #3 Price



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. quakertown.jbfsale.com/
2. login
3. click on TAGGING



Creating Tags

Include brand, colors, number of pieces included

You choose the price

Choose the category that fits best (leave blank if you can't decide)

Indicate size for clothing and shoes

A check mark here will allow your item to 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

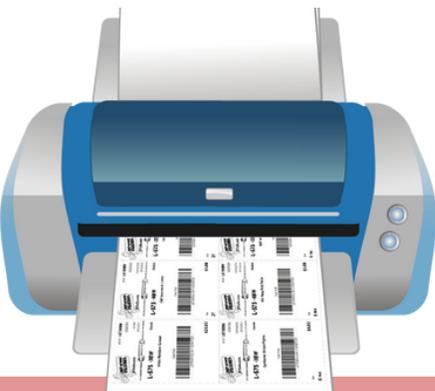
TIP! Talk-to-Text

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. Tags print 9 per page.



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.

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

TOYS & GEAR

Two Essentials:

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



STEP #4 Prep



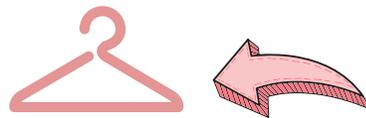
CLOTHING

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.



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 so that you do not damage the fabric.



STEP #4 Prep



Bundling in Bags

Multiple onesies—that are all the same size—can be folded neatly and placed in a bag. Use a tagging gun fastener or a safety pin to connect all onesies together. Attach tag directly to the set (not to the bag). Do not tape bag closed, so shopper can inspect items closely.



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.

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 for JBF Quakertown

TUESDAY, MAY 27TH | 10AM-9PM

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!

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



Shopping

Consigners receive a paper shopping pass at consigner drop off. You will also receive a pass for ONE guest.

Want to shop earlier than the consigner time? You may purchase a public presale ticket or sign up to help at the sale as a team member! See the website for details!



Unsold Items Donated to Charity

are distributed to help local families through our Charity Partners. You'll receive a donation receipt for tax purposes.



Presale Shopping

Wednesday | May 28
8 Hr Team Members 3:30 PM
4 Hr Team Members 5 PM
Paid Presale Tickets 6-10 PM
***Adults only shopping time (besides children over 12 and infants worn in a baby carrier).**



Presale Shopping

Thursday | May 29
Paid Presale Tickets 10 AM- 9 PM
Consigners 1:30- 3:30 PM
(free admission with consigner pass 3:30-9PM)
***Adults only shopping time (besides children over 12 and infants worn in a baby carrier).**



Public Shopping

Friday | May 30 | 10 AM- 8 PM
Saturday | May 31 | 10 AM- 3 PM



Half Price Presale

Saturday | May 31
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

Sunday | Jun 1 | 10 AM- 4 PM
***Items without a star on the tag are an additional 50% off.**



Consigner Pick Up

Monday | Jun 2 | 4 PM- 6 PM
If items are not donated

Questions? Email: JBFQuakertown@jbfsales.com