



# JBF TAGGING TIPS!

## You can do it, we're here to help!

Ready to clean out the kids clutter and turn it to cash at the next sale? We're here to help you prep and tag like a pro! We have a consignor-only Facebook group to get more tips, ask questions, and stay up to date with everything going on! Can't find what you're looking for...just email us, we're here to help!



### Consigning 101:

1. Gather items
  2. Prep, price & tag
  3. Drop off & wait for your check.
- Yup. It's that easy!



JBF Edina

### What's Inside:

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- Page 3: What we Accept at our **Fall/Winter Sale**
- Page 4: General Tagging Details
- Page 5: Tagging your CLOTHING
- Page 6: Tagging OTHER ITEMS
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### Supplies:

- ◇ White cardstock(60 or 65# paper)
  - ◇ 1 1/2" & 2" safety pins and/or Tagging gun & barbs
  - ◇ Child size plastic hangers (for sizes Newborn-size 6)
  - ◇ Full size plastic hangers (for sizes 7 & up)
  - ◇ Gallon & quart size Ziploc bags
  - ◇ Clear packaging tape
  - ◇ Painters tape or Scotch "magic tape" (green label) for books
  - ◇ Scissors
  - ◇ Curling Ribbon/string/zipties
  - ◇ Computer and printer
- Optional, but well worth the time!
- ◇ Magic Eraser or Norwex Paste (for cleaning toys & shoes)
  - ◇ Tide bleach pen for stains
  - ◇ Downy wrinkle releaser (the "little miracle spray!")
  - ◇ Febreze for smoke/pet odors

QUESTIONS?

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



[jenicrabtree@jbfsale.com](mailto:jenicrabtree@jbfsale.com)



Join our Consignor-only Facebook group!  
[Eden Prairie Consignor Group](#)



**REGISTER to Consign** and find sale specific dates and details on our website [edenprairie.jbfsale.com](http://edenprairie.jbfsale.com)



# What we Accept at our **SPRING Sales**

The following are accepted at the **EDEN PRAIRIE SPRING Sale**

## **CLOTHING: Spring/Summer Styles**

### **Newborn-Juniors size 20 clothing**

(limit Juniors to your 25 best items, name brand preferred)

### **Maternity: Bring your BEST 25 items**

Spring & Summer appropriate styles shorts & capris, lightweight pants, jeans

Short sleeve shirts, onesies (long or short sleeve)

Limited long sleeve shirts: lightweight fabric & spring colors/look

Pajamas: Lightweight Long or Short sleeve pajamas (NO fleece)

Spring dresses & skirts, swimsuits, & swim cover ups

Cotton OR fleece sleep sacks

Spring jackets & raincoats

Sweatshirts: FULL ZIP jacket type only in regular OR fleece fabrics (save all regular sweatshirts & hoodies for fall)

Accessories: socks, thin tights, hats, belts, clean underwear, bras, ties, hair bows, hair accessories, jewelry, sunglasses

Dress up costumes: Regular dress-up and dance costumes

but NOT Halloween specific or warm/furry styles

**NOTE: Fleece for spring: ONLY in full zip jackets & sleep sacks**

## **SHOES: in like NEW shape!**

**Girl sizes: infant – Big Kid 10 | Boy sizes: infant – Big Kid 12**

Tennis shoes, sandals, water shoes, Robeez type soft sole, Rain boots,

All styles Crocs, dress shoes, Dance/tap/ballet shoes, Sports cleats

All Slippers except boot style (over ankle)

## **BABY ITEMS:**

Slings, wraps, shopping cart covers, diaper bags, bottles, feeding items—sippy cups, plates, utensils, bibs, monitors, safety items, feeding support pillows (boppy), bumbo chairs with safety straps, crib mobiles, clean cloth diapers & covers, disposable diapers, bath toys, like new bath towels, baby bath tubs, nursing bras, nursing covers, Car seat covers, car seat toys and accessories, changing pad covers

Unexpired formula, but can't say "not for resale" on package.

Receiving blankets and gauze/muslin swaddle blankets

Accessory parts for Breast Pumps (no tubing unless new in package)

No Breast Pumps

No Bumper Pads (including breathable bumper pads)

Nipples & Pacifiers – no yellowing, cracks, or bite marks

## **BABY EQUIPMENT:**

Lay under mats, bouncers, exersaucers, jumperoos, walkers, swings, high chairs, changing tables, strollers, rocking chairs

Bassinets, pack 'n play, crib mattresses

Cribs mfg. June 2011 or newer (Must fill out Crib waiver at drop off)

Car seats must have at least 1 year left before expiration (Must fill out

Car seat waiver at drop off)

## **BOOKS:**

### **LIMIT OF 500 Books per Consignor**

Soft/fabric books, board books, picture books, easy readers, chapter books, kids non-fiction, kids craft books, kids Bibles, and homeschooling materials (no writing inside)

Only **COMPLETELY** unused Coloring books

NO encyclopedias or dictionaries

NO book cassette tape sets

NO pregnancy or parenting books

## **ELECTRONICS:**

DVD's that are G, PG, PG-13 in original cases

Games for Xbox, PlayStation, Wii, DS etc.

Tablets, DS, game systems

NO VHS movies, NO "R" rated movies

NO CD computer games or music cassettes

## **TOYS, GAMES & PUZZLES:**

Toys for all ages with ALL parts & working batteries (if needed)

Kid/Family Games with ALL pieces and original boxes, not baggies

Kid/Family Puzzles with ALL Pieces and original boxes, not baggies

## **SPORTING GOODS:**

Rollerblades, bikes, trikes & scooters, bike trailers & tag along

Bike Helmets (5 years old or newer)

Baseball gloves, bats, cleats, soccer gear, Swim toys, life jackets

NO Hockey equipment

NO Football helmets

## **BEDDING & ROOM DECOR:**

Sheets & Bedding set for Bassinet, crib, toddler & twin ONLY

Room Décor: lamps, night lights, clocks, pillowpets, sleeping bags, rugs, kids shelves or storage bins

NO fleece/crocheted/quilted blankets

No Breakables or Bumper Pads (including breathable bumper pads)

## **FURNITURE, LARGE TOYS, & OUTSIDE TOYS**

Glider/rockers, kid's dressers, kid desks, toddler beds, toy boxes, twin bedframes, picnic tables, book shelves, train tables, foosball tables, toy organizers, step stools, cozy coop cars, wagons, tents, climbers, kitchens, tool benches

## **Sorry, We CAN'T Accept:**

- Any stained items or recalled items
- non-working battery items
- Anything missing any parts or pieces
- Drop side cribs (See safety page for info)
- Car seats about to expire (See waiver)

- Dollar store puzzles or items or Happy Meal type toys
- Stuffed animals unless they're a licensed character (Pooh), move/talk, Beanie Boos, or Squishmellows
- Party Supplies or VHS tapes
- Puzzles or games in Ziploc bags (vs original boxes)
- Adult scrapbooking or stamping supplies
- Mommy mart or general adult Re-gifting type items

*We reserve the right to pull any items we deem inappropriate or too high priced for the sale. Remember our recommended pricing "sweet spot" is 1/4-1/3 of retail so price accordingly!*



# What we Accept at our **FALL Sales**

The following are accepted at the **EDEN PRAIRIE FALL Sale**

## **CLOTHING: Fall/Winter Styles**

**Newborn-Juniors size 20 clothing**  
(Limit Juniors to your **BEST 25 items**,  
name brand preferred)

**Maternity: Bring your BEST 25 items**

Fall & Winter appropriate styles  
Jeans & long pants (NO capris or shorts)  
Long sleeve shirts, all sweatshirts & hoodies regular or fleece  
Short sleeve shirts ALL SIZES  
Long and short sleeve pajamas  
Dresses & skirts, Swimsuits, & swim cover ups  
Onesies: All long and short sleeve onesies  
Cotton OR fleece sleep sacks  
Fall jackets, raincoats, winter jackets, snowpants, hats, mittens  
Accessories: socks, tights, hats, belts, clean underwear,  
bras, ties, hair bows, hair accessories, jewelry, sunglasses  
Dress up & Halloween costumes

## **SHOES: in like NEW shape!**

**Girl sizes: infant – Big Kid 10 | Boy sizes: infant – Big Kid 12**

Tennis shoes, Rain boots, All styles of Crocs, water shoes,  
Robeez type soft shoes, dress shoes, Winter Boots  
All Slippers, Dance/tap/ballet shoes, Sports cleats

## **BABY ITEMS:**

Slings, wraps, shopping cart covers, diaper bags, bottles, feeding items—sippy cups, plates, utensils, bibs, monitors, safety items, feeding support pillows (boppy), bumbo chairs with safety straps, crib mobiles, clean cloth diapers & covers, disposable diapers, bath toys, like new bath towels, baby bath tubs, nursing bras, nursing covers, Car seat covers, car seat toys and accessories, changing pad covers  
Unexpired formula, but can't say "not for resale" on package.  
Receiving blankets and gauze/muslin swaddle blankets  
Accessory parts for Breast Pumps (no tubing unless new in package)  
No Breast Pumps  
No Bumper Pads (including breathable bumper pads)  
Nipples & Pacifiers – no yellowing, cracks, or bite marks

## **BABY EQUIPMENT:**

Lay under mats, bouncers, exersaucers, jumperoos, walkers, swings, high chairs, changing tables, strollers, rocking chairs  
Bassinets, pack 'n play, crib mattresses  
Cribs mfg. June 2011 or newer (Must fill out Crib waiver at drop off)  
Car seats must have at least 1 year left before expiration (Must fill out Car seat waiver at drop off)

## **BOOKS:**

**LIMIT OF 500 Books per Consignor**

Soft/fabric books, board books, picture books, easy readers, chapter books, kids non-fiction, kids craft books, kids Bibles, and homeschooling materials (no writing inside)

Only **COMPLETELY** unused Coloring books

NO encyclopedias or dictionaries

NO book cassette tape sets

NO pregnancy or parenting books

## **ELECTRONICS:**

DVD's that are G, PG, PG-13 in original cases

Games for Xbox, PlayStation, Wii, DS etc.

Tablets, DS, game systems

NO VHS movies, NO "R" rated movies

NO CD computer games or music cassettes

## **TOYS, GAMES & PUZZLES:**

Toys for all ages with ALL parts & working batteries (if needed)

Kid/Family Games with ALL pieces and original boxes, not baggies

Kid/Family Puzzles with ALL Pieces and original boxes, not baggies

## **SPORTING GOODS:**

Rollerblades, Bikes, trikes & scooters, bike trailers & tag along

Bike Helmets (5 years old or newer)

Baseball gloves, bats, cleats, soccer gear, Swim toys,

Life jackets, Ice skates

Hockey/Football equipment, Sledding equipment

NO Football or Hockey helmets

## **BEDDING & ROOM DECOR:**

Sheets & Bedding set for Bassinet, crib, toddler & twin **ONLY**

Room Décor: lamps, night lights, clocks, pillowpets, sleeping bags, rugs, kids shelves or storage bins

NO fleece/crocheted/quilted blankets

No Breakables or Bumper Pads (including breathable bumper pads)

## **FURNITURE, LARGE TOYS, & OUTSIDE TOYS**

Glider/rockers, kid's dressers, kid desks, toddler beds, toy boxes, twin bedframes, picnic tables, book shelves, train tables, foosball tables, toy organizers, step stools, cozy coop cars, wagons, tents, climbers, kitchens, tool benches

## **Sorry, We CAN'T Accept:**

- Any stained items or recalled items
- non-working battery items
- Anything missing any parts or pieces
- Drop side cribs (See safety page for info)
- Car seats about to expire (See waiver)

- Dollar store puzzles or items or Happy Meal type toys
- Stuffed animals unless they're a licensed character (Pooh), move/talk, Beanie Boos, or Squishmellows
- Party Supplies or VHS tapes
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- Adult scrapbooking or stamping supplies
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Remember our recommended pricing "sweet spot" is 1/4-1/3 of retail so price accordingly!*

# DETAILS, DETAILS, DETAILS...

## Choosing the RIGHT Supplies



**SAFETY PINS:** Please use 1" or larger safety pins: no straight pins or small gold ones.

**Tip!** Buy the large 2" size for pants and save your fingers - you'll need big ones to go around the hanger!



**HANGERS:** Please USE ONLY PLASTIC HANGERS. Wire hangers poke through our bags too easily at check-out so we require ALL plastic hangers. Yes, you CAN use store hangers as long as they are ALL plastic, not wire tipped. Walmart is usually the cheapest place to buy hangers.

Please use child size hangers for infant-size 6 and adult size for sizes 7 and up.

## "Sweet Spot" Pricing

We suggest you price your items **1/4 –1/3 of original price to hit the "sweet spot" and sell more of your items!** For high end or brand new items you may go up to 1/2, but nothing should be priced over half of retail, even if new! We highly encourage you **TO allow your items to reduce!**

There is a **\$3 minimum price for all hanging clothing items** to help conserve rack space. If an item is not worth that, pair it as a set with another clothing item of the same size (2 or more tops, a top & bottom, or 2 or more bottoms).

Everything else can be any price, but please tag in \$.50 increments to simplify pricing.



## Pricing Guide

### 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	<b>\$2-3</b> Value Brands: Cat & Jack, Jumping Beans, Wonder Nation, Garanimals	Toys Books Baby Gear Furniture Electronics Strollers + Joggers Sporting Goods	Price a little higher for: • new with tags • hot selling • like-new • large toys
less than \$20	<b>\$3-6</b> Standard Brands: Carter's, Old Navy, Children's Place, Nike	<b>60-80% off retail</b>	Price a little lower for: • infant clothing • play clothes • good condition • maternity
more than \$20	<b>65-75% off retail</b> Boutique Brands: Crewcuts, Mud Pie, Matilda Jane	<b>Want to SELL Even MORE?</b> Choose to REDUCE, which allows your items to sell at 50% off during discount sale days	



### 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 on a hanger. Bundle 6 pair of socks together, or several superhero figures in baggies. Shoppers love it, and you only have to create one JBF tag!



## Tag Location



Put your item on the hanger so the hook faces **left** and looks like a Question mark (?)

Attach tag with safety pin to the **upper right corner of item.**



\*\*\*If you use a **tagging gun** insert the barb through a clothing label or inside seam and NOT through the clothing (to avoid making a hole in the clothing). We CAN'T accept clothing with holes made from barbs!

Here's a great video on how/where to use a tagging gun:



[https://jbf.link/tagging\\_gun](https://jbf.link/tagging_gun)



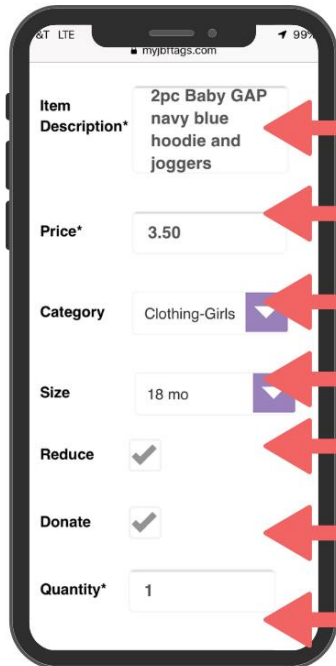
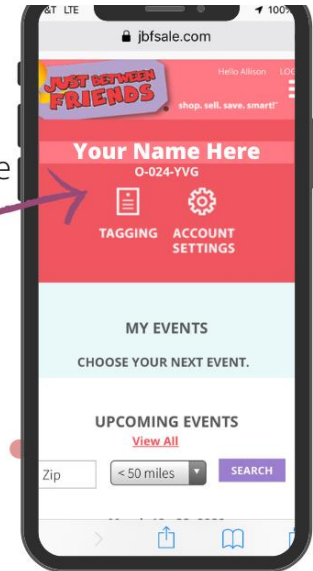
# Creating Tags



## Where to Create Your Tags

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

1. www.jbfsale.com
2. login
3. click on TAGGING

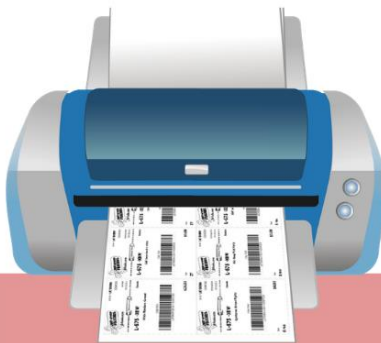


## Creating Tags

- 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 (also available for sort staff to purchase at 75% off)
- 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.

**Always type detailed descriptions with BRAND, COLOR, IDENTIFYING QUALITIES (TYPE OF DESIGN)**

Example: "GAP pink button up sweater with blue butterflies"

A good description helps us match up items with lost tags or search for a lost tag in the inventory

# TAGGING CLOTHING



**\*Bring only your BEST!**

\*We pride ourselves in being picky about stains so if you can **SEE** a stain, **DON'T** bring it!

\*If you make sets, the items you pair together must be the **SAME SIZE!**

\*Hang sizes 0-5 on **CHILD SIZE** hangers and sizes 6 and up on **REGULAR** size hangers.

\*When you're tagging, group your items by size and it will be faster for you at dropoff!

## How to Hang & Pair Different Items

**Hanging Pants:** Pin the pants to the **TOP ANGLED PART** of the hanger, NOT the bottom straight edge. This prevents them from sliding to the side of the hanger during shopping. LARGE 2" safety pins work best to attach pants (and save your fingers!)



**Shirt & shirt set:** Hang the first shirt, then safety pin the second shirt to the back side, going through the shirt **PLUS** the top angled part of the hanger so it doesn't pull on the main shirt.

**Shirt & Pants/shorts set:** Hang the shirt first. Pin the pants to the back side, pinning through the shirt **PLUS** the top angled part of the hanger so it doesn't pull on the shirt and both pieces can be viewed without unpinning them. Don't hang pants from the bottom of the shirt or it will stretch the shirt.

**Pants & Pants set:** Hold the pants back to back and slip the hanger in between. With a LARGE safety pin, pin through both pairs of pants and through the top angled part of the hanger (not on bottom straight edge or it slides to the side).

**Multiple onesies set:** You can pair up to 5 onesies for a set. Hang one of the onesies on a child size hanger. Arrange the other pieces in a pile and use a LARGE safety pin to pin them to the back of the hanging onesie, going through the item **PLUS** the top angled part of the hanger. Shoppers can easily "flip" through them to inspect for stains versus them being stuck in a ziploc bag.

**NOTE!** Don't use tagging barbs to attach your sets together as that will cause holes!

# TAGGING OTHER ITEMS

## Tagging Various Other Items

**Shoes & Boots:** Shoes must be in **LIKE NEW condition** with NO scuffed toes, footbeds or dirty leather. We are VERY picky on shoes as we know what sells. Cleaning with a “magic eraser” or cloth and Norwex cleaning paste works great for scuffs and getting white shoes looking white again, and crocs can go right in the dishwasher! See “what we accept” for seasonal guidelines. Attach shoes together with string, ribbon or zip-ties. Hole-punch JBF tag and tie or pin on. If there are no “holes” to go through, use a rubber band to keep them together. **DON'T put shoes in ziploc bags or shoe boxes** (they don't stay that way for long)!

**Games & Puzzles:** Count to make sure you have **ALL Pieces included** and tape shut in ORIGINAL boxes. Must have working batteries if needed. FULLY wrap board puzzles in saran wrap to wrap and tape to secure (not the press & seal, that will damage the puzzle). No puzzles or games accepted in baggies. Tape tag onto back of game/puzzles.

**Books:** Use painters tape to tape the tag onto the back of the book. Books usually sell best when tagged individually rather than a set.

**Toys:** The goal is to keep pieces together and tag attached! Package small pieces in Ziploc bags, tape shut and zip tie onto the main toy. Include batteries if needed for the toy to work and make sure your toys are wiped clean.

**Diaper bags, snugglis, car seat covers:** These items should be zip tied to a large hanger for security and so they can hang on a rack. Make sure to wipe down and wash as needed!

**Bedding/Blankets:** Blankets & sheets are ok in Ziploc bags, or you can use curling ribbon to “tie” the folded blanket like a present. Don't tape shut so it can be inspected for stains.

**Strollers, high chairs, car seats:** It's important to **CLEAN THESE** items well! The fabric pads should be removed from ALL baby equipment and put in your washing machine so they are clean.

**Clothing Accessories:** You can put multiple items in one ziploc bag, but make sure they are all the SAME SIZE! Tape tag onto the outside of the ziploc bag, being careful not to tape over the barcode. (Hang sleep sacks and onesies like regular clothes).



# NEED MORE HELP?



*"The process is so easy and convenient. Once you master the tagging process the rest is easy. I will definitely be consigning again and certainly shopping again!"*

*-Zindy  
First time consignor*



## Consignor-Only Facebook Group!

We have a special Facebook group just for YOU, our consignors! Stay up to date on sale details, learn about prepping items, maximizing your profit, ask questions, find out about supply pickups, get in on special contests & MORE!

- [JBF Eden Prairie Consignor Group](https://www.facebook.com/groups/edenprairieconsignors/)



## WATCH Tagging Videos

Are you a visual learner? Watch these tagging videos on YouTube from JBF Corporate at this link: [https://jbf.link/tagging\\_videos](https://jbf.link/tagging_videos)



**NOTE!** Although these corporate videos are VERY helpful, you will see a few things that are different than our guidelines such as using wire/clip style hangers and putting shoes in baggies, neither are accepted at our sales.

Watch these videos to help with your tagging but follow OUR guidelines for what we accept.



## Join a Facebook Party!

Busy mom trying to learn the ropes of selling with JBF? **Join us at a Consignor party!** Give us one hour and you'll learn ALL you need to know about consigning, PLUS we'll be online to answer questions too!

See our Facebook consignor group for upcoming party dates, typically held 2-3 weeks before a sale!



## More Info



FACEBOOK

[www.facebook.com/jbfedenprairie](https://www.facebook.com/jbfedenprairie)



WEBSITE

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

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



**REGISTER** to CONSIGN and find dates & details on our sale specific webpage



EMAIL US!

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