



# 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!



### What's Inside:

- Page 2: What we Accept at our **Spring/Summer Sale**
- 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
- Page 7: Additional Resources for Help

QUESTIONS?

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



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



Join our **Consignor-only facebook groups!**  
[Edina Consignor Group](#) • [Eden Prairie Consignor Group](#)



**REGISTER to Consign** and find sale specific dates and details on our website, see page 7 for links

### Supplies:

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



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

The following are accepted at the **EDINA& 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

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

Pajamas: Short sleeve pajamas in summer weights (NO fleece)

Spring dresses & skirts, Swimsuits, & swim cover ups

Short sleeve onesies, 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 sale ONLY in full zip jackets & sleep sacks

## **SHOES: Infant-Size 10 in like NEW shape!**

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

boots, All styles of Crocs, dress shoes

All Slippers except boot style (over ankle)

Dance/tap/ballet shoes, Sports cleats

## **BABY ITEMS:**

Snuggli's, slings, wraps, shopping cart covers, diaper bags, bottles, feeding items— sippy cups, plates, utensils, bibs, monitors, safety items, boppy pillows, 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

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

NO Enfamil formula accepted as they're a vendor, New accessories parts for Breast Pumps and Breast Pumps if tubing has been removed (due to sanitary purposes)

## **BABY EQUIPMENT:**

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

Bassinets, rock n play, pack n play, crib mattresses

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

Car seats less than 5 years old (Must fill out Car seat waiver at drop off)

## **BOOKS:**

Soft/fabric books, board books, picture books, easy readers, chapter books, kids non-fiction, kids craft books, kids Bibles, pregnancy books, parenting books, and homeschooling materials.

NO coloring books

NO encyclopedias or dictionaries

NO book cassette tape sets

## **ELECTRONICS:**

Dvd's that are G, PG, PG-13 in original cases Games for Xbox,

PlayStation, Wii, DS etc.

Leap pad and Leap reader type systems/books iPod, iPad, DS, DS cases, 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

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

Kid/Family Puzzles with ALL Pieces and original boxes, no baggies

## **SPORTING GOODS:**

Bikes, trikes & scooters, bike trailers & tag along Baseball gloves, bats, cleats, soccer gear

Roller blades, Swim toys, life jackets NO hockey equipment

NO Football Helmets

## **BEDDING & ROOM DECOR:**

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

Changing pad covers, Breathable bumper pads

Receiving blankets: ONLY small receiving or swaddling type blankets, plus gauze type

Room Décor: lamps, night lights, clocks, pillow pets, sleeping bags, rugs,

kids picture frames, kids shelves or storage bins

NO fleece/crocheted/quilted blankets

## **FURNITURE & LARGE TOYS**

Glider/rockers, kids dressers, kid desks, toddler beds, toy boxes, twin headboards, 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 things without batteries
- Anything missing any parts or pieces!
- Any recalled items
- Drop side cribs (See waiver for info)
- Car seats older than 5 years (See waiver)

- Dollar store type items or Happy Meal type toys
- Stuffed animals unless they're name brand, move, or talk
- Party Supplies or VHS tapes
- Puzzles or games in Ziploc bags (vs original boxes)
- Adult scrapbooking or stamping supplies (unless NEW Baby/kids scrapbook album only)
- 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 **EDINA & 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 sleeve pajamas  
Dresses & skirts, Swimsuits, & swim cover ups  
Onesies: All long and short sleeve onesies accepted.  
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: Infant-Size 10 in like NEW shape!**

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

## **BABY ITEMS:**

Snuggli's, slings, wraps, shopping cart covers, diaper bags, bottles,  
feeding items—sippy cups, plates, utensils, bibs, monitors, safety items,  
boppy pillows, 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  
Unexpired formula, but can't say "not for resale" on package.  
NO Enfamil formula accepted as they're a vendor, New accessories  
parts for Breast Pumps and Breast Pumps if tubing has been removed  
(due to sanitary purposes)

## **BABY EQUIPMENT:**

Lay under mats, bouncers, exersaucers, jumperoos, walkers, swings, high  
chairs, changing tables, strollers, rocking chairs  
Bassinets, rock n play, pack n play, crib mattresses  
Cribs mfg. June 2011 or newer (Must fill out Crib waiver at drop off)  
Car seats less than 5 years old (Must fill out Car seat waiver at drop off)

## **BOOKS:**

Soft/fabric books, board books, picture books, easy readers,  
chapter books, kids non-fiction, kids craft books, kids Bibles,  
pregnancy books, parenting books, and homeschooling  
materials.

NO coloring books

NO encyclopedias or dictionaries

NO book cassette tape sets

## **ELECTRONICS:**

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

Games for Xbox, PlayStation, Wii, DS etc.

Leap pad and Leap reader type systems/books

iPod, iPad, DS, DS cases, game systems

NO VHS movies or R rated,

NO CD games or music cassettes

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

Toys for all ages with ALL parts & working batteries

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

Kid/Family Puzzles with ALL Pieces and original boxes, no baggies

## **SPORTING GOODS:**

Bikes, trikes & scooters, bike trailers & tag along

Baseball gloves, bats, cleats, soccer gear

Roller blades, 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**

Changing pad covers, Breathable bumper pads

Receiving blankets: **ONLY** small receiving or swaddling  
type blankets, plus gauze type

Room Décor: lamps, night lights, clocks, pillow pets, sleeping bags,  
rugs, kids picture frames, kids shelves or storage bins

NO fleece/crocheted/quilted blankets

## **FURNITURE & LARGE TOYS**

Glider/rockers, kids dressers, kid desks, toddler beds, toy boxes,  
twin headboards, 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 things without batteries
- Anything missing any parts or pieces!
- Any recalled items
- Drop side cribs (See safety page for info)
- Car seats older than 5 years (See safety pg)

- Dollar store puzzles or items or Happy Meal type toys
- Stuffed animals unless they're name brand, move, or talk
- Party Supplies or VHS tapes
- Puzzles or games in Ziploc bags (vs original boxes)
- Adult scrapbooking or stamping supplies  
(unless NEW Baby/kids scrapbook album only)
- 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!*



# 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 5t and adult size for sizes 6 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 of the same size. Everything else can be any price, but please tag in \$.50 increments to simplify pricing.

JUST BETWEEN FRIENDS Pricing Guide			Hit the Pricing "SWEET SPOT" & sell the Most!
<b>CLOTHING BRANDS</b>			
retail price less than \$10	Basic • Cherokee • Circo • Faded Glory • Sonoma	price items at \$3 - 4	Charge a little MORE for: new with tags hot selling
retail price less than \$20	Standards • Carter's • Children's Place • Osh Kosh • Old Navy	price items at \$4 - 6	Charge a little LESS for: infant-12mos. sizes maternity
retail price MORE THAN \$20+	Premium • Gymboree • Gap • Justice • Under Armour	price items at \$6 - 10	
Boutique • Hanna Andersson • Matilda Jane • Ralph Lauren • Nordstrom		price items at 25-30%	Earn a BIGGER Check! • Bring only your BEST • Price 1/4-1/3 of Retail • Let your items REDUCE

## 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 upper right of the clothing** (to avoid making a hole in the clothing). We CAN'T accept clothing with holes made from barbs!

## How to enter Your JBF tags



Enter tags on your computer OR use talk-to-text on your smart phone or any device with talk-to-text function.

1. Log in to your jbf account.
2. Go to "menu" and "Enter My Tags". Then "Create Tags."
3. Enter info by typing or by talk-to-text.

**jbf.sale.com**  
shop. sell. save. smart!



Enter tags by using talk-to-text function on your smart phone.

OR



Enter tags by using your computer keyboard.

©2015 Just Between Friends, Inc.

Always type descriptions with **BRAND, COLOR and a GOOD DESCRIPTION.**

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

A good description helps 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 0-6x on **CHILD SIZE** hangers and sizes 7 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. You will need LARGE 2" safety pins 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. No puzzles or games accepted in baggies. Tape tag onto back of game/puzzles.

**Books:** Use scotch tape to tape the tag onto the back of the book. Books 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 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:** Its important to **CLEAN THESE** items! 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 Groups!

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 Edina Consignor Group](#) • [JBF Eden Prairie Consignor Group](#)

## WATCH Tagging Videos

Are you a visual learner? Watch these tagging videos on YouTube from JBF Corporate at this link:

<https://www.youtube.com/watch?v=Z706UD6UuEY&list=PL52B264A51151FDDE>

**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 facebook pages for upcoming party dates, typically held 2-3 weeks before a sale!



## More Info



FACEBOOK

<https://www.facebook.com/jbfedina>



WEBSITE

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

edina.jbfsale.com

edenprairie.jbfsale.com



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



EMAIL US!

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

