

YOUR GUIDE TO *Selling* with JBF Harrisburg

**JUST BETWEEN
FRIENDS**

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



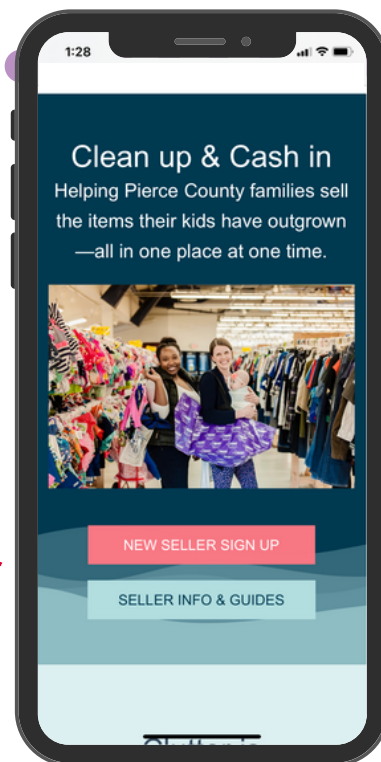
Prep



Drop Off

First Things First: REGISTER

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



Questions? Join our Facebook Group for quick Q&A.

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 Bring



SEASONAL ITEMS

SPRING SALE	CATEGORIES	FALL SALE
Spring/Summer clothes, light jackets, shorts, skirts, dresses, t-shirts, tank tops, swimsuits, PJs, lightweight pants & jeans, sun hats Fleece PJs okay (just no fall/winter themes) Sizes Premie thru youth size 18	CLOTHES Limit No overall limit on clothing, please bring great quality/condition Training Bras okay, socks okay NO thank you - underwear (only new unopened packages)	Fall/Winter clothing, winter/snow gear, Pj's, jackets, long sleeves, short sleeve t-shirts, sweaters, cardigans, pants, jeans, tights, winter hats gloves, scarves. Swimsuits okay Sizes Premie thru youth size 18
Spring/Summer clothing & accessories only. Nursing bras okay.	MATERNITY Limit 10 maternity clothing (Accessories welcome)	Fall/Winter clothing & accessories only. Nursing Bras okay.
Easter, 4th of July Kids dress-up & make-believe	HOLIDAY & DRESS-UP	Halloween costumes, Christmas, Valentines, Easter Kids dress-up & make-believe
Easter, 4th of July Kids dress-up & make-believe	SHOES clean shoes with light wear only	Halloween costumes, Christmas, Valentines, Easter Kids dress-up & make-believe
Easter, 4th of July Kids dress-up & make-believe	MOMMY MART Limit 5 household items only NEW or LIKE-NEW ITEMS	Halloween costumes, Christmas, Valentines, Easter Kids dress-up & make-believe

NON-SEASONAL ITEMS

Toys & Games No Recalled Items	Good condition/working. Batteries included. All pieces/parts required. Very clean. Indoor toys, push & ride-on toys, outdoor toys.
Toys & Games	Children's and youth books, homeschooling materials and parenting books.
Movies & Video Games	Children's and youth movies/games rated G, PG, PG-13 (No R or M ratings) Must be in good condition, no scratches No VHS please
Baby Gear No recalled items New & Closed System Breastpumps ONLY Waivers Req'd cribs & carseats	Diaper bags, Infant Carriers & Wraps, Strollers, Cribs, Mattresses, Bassinets, Pack-n-Plays, Bouncy Seats, Baby Gates, Baby Proofing, Car Seats, Playmats, Walkers, Monitors, Bath tubs/items, Diaper Pails, Diapers, Nursing items, Feeding items, etc. WAIVERS can be found on-- https://harrisburg.jbfsale.com/how-to-sell
Bedding & Room Decor Please HANG all Bedding on Hangers NO crib bumpers, dock-a-tots or incline wedges	Crib, Toddler, Twin sized items only. Receiving blankets, sheets, changing pads Kids room decor: rugs, wall hangings, decorative pillows, organizational items, etc.

NO THANK YOU ITEMS

Clothes No stained, dirty, holes, smell, smoke, pet hair NO used underwear	Shoes No dirty, scuffs, holes, smell, smoke, pet hair	Gear & Toys No recalled, broken, essential missing parts, without batteries, dirty	Games No missing pieces, no batteries, not working	Other No items designed for adults
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Questions? Email ShellieWadas@jbfsale.com

ITEM Limits



HELP US GIVE SHOPPERS A GREAT EXPERIENCE!

Please bring only your best in the following categories to keep the sales floor more organized and less overwhelming.

CLOTHING

NO LIMITS

MATERNITY CLOTHING

10 Tags

BOOKS

NO LIMITS

MOVIES

DVDs & Blu-rays

NO LIMITS

PLUSH TOYS

NO LIMITS

ROOM DECOR

NO LIMITS

BEDDING

& Blankets

NO LIMITS

MOMMY MART

5 Tags

JUNIORS CLOTHING

20 Tags
Name Brands ONLY

Questions? Join our Facebook Group for quick Q&A.



OTHER ITEMS NO THANK YOU **ALL YEAR**

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

CLOTHING / ACCESSORIES

- X Used Underwear, Boxers & Training Pants *Must be new, complete AND in original packaging or NWT*
- X All Cup Size Bras
- X Used Sports, and Bralette Bras (Training Bras & Nursing Bras Excluded) *New acceptable bras must be new, complete, AND in original packaging or NWT*
- X Perfumes / Cologne
- X Face Masks
- X Used Reusable Swim Diapers *Must be new AND in original manufacturer packaging*

FEEDING / NURSING

- X USED Nipples
- X USED Teethers & Pacifiers
- X NEW & USED Jewelry Teethers
- X USED Open System Breast Pumps (Closed, multi user systems OK)
- X Formula Samples
- X Medicine

SLEEP

- X Full Sized Mattresses (and larger)
- X Crib Rail Protectors
- X Crib Bumpers (including mesh bumpers)
- X Owlet Smart Sock (Owlet Dream Socks are OK)
- X Items that DO NOT follow the CPSC safe sleep guidelines such as: Baby Boxes, Dock-a-tots, Infant Tents, Sleep Wedges, In-Bed Sleepers, Baby Nests & Pods, Compact/Travel Bassinets & Inclined Sleepers

TOYS / BOOKS/ VIDEOS

- X USED Play-Doh
- X Adult Cookbooks
- X Self Help Books (Parenting Books OK)
- X Magazines
- X Rated R, M, or Adult DVDS/Bluerays
- X ALL Cassettes, CDs, & VHS Tapes
- X Pre-made Crafts / Home-made Crafts (Home-made Costume & Toys are OK)

ELECTRONICS

- X Tablets, iPads & Portable DVD players
- X Video Games with a rating of MA or higher



WHAT TO SELL CLOTHING

SPRING

Item Limits: Please bring your best hanging clothing items which includes up to 20 girls junior and up to 10 maternity sizes. Max 5 Mommy Mart. (1 item = 1 tag.)

Short-sleeved items:
onesies, shirts, dresses



Shorts, skirts, capris
summer dresses
jeans



Lightweight summer
pajamas and sleepwear



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



Sweatshirts
lightweight jackets
summer accessories



Swimsuits and
accessories



Fan gear—any length
dress-up/play outfits



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.

A general rule is that if your children would wear the item April - September, they are OK to sell.

- X FREE Camp Shirts
- X Outdated Year Clothing
ex. Easter 2019
- X Holiday Pajamas
- X Winter Themed Pajamas
Fleece Pajamas are OK
- X Snow Boots
- X Winter Jackets
- X Snow Bibs / Pants
- X Gloves
- X Winter Gear
- X Winter Accessories
- X USED Reusable Swim Diapers
- X Cup Size Bras
- Used Sports, and
- X Bralette Bras
- X Women's / Teen Heels
- X Halloween costumes



WHAT TO SELL CLOTHING

FALL

Item Limits: Please bring your best hanging clothing items which includes up to 20 girls junior and up to 10 maternity sizes. Max 5 plush toys, Max 5 Mommy Mart. (1 item = 1 tag.)

Long-sleeved items:
onesies, shirts, dresses



Leggings
long pants
jeans



Fleece pajamas
winter pajamas
winter sleepers



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.

A general rule is that if your children would wear the item April - September, then tag the item.

- X Shorts & Capris
- X Summer Dresses/Skirts
- X Tank & Sleeveless Tops
- X Short Sleeve or Sleeveless Dress
Unless holiday appropriate
- X FREE Camp Shirts
- X Outdated Year Clothing
ex. Christmas 2019
- X Pajamas with Shorts
- X Lightweight Pajamas
- X Summer Themed Pajamas
- X Flip flops & Sandals
- X Swim Shoes
- X Summer Accessories
- X USED Reusable Swim Diapers
- X Cup Size Bras
- X Used Sports, and Bralette Bras
- X Women's / Teen Heels



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.

Plates, cups, utensils



NEW nipples, pacifiers
bottles with nipples
removed



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



DVDs: Rated
G, PG, PG-13 only



NO THANK YOU ITEMS

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

- X Formula Samples
- X Medicine
- X USED Nipples
- X USED Pacifiers & Teethers
- X USED Open System Breast Pumps
- X Baby Wedges
- X Full+ Size Mattresses
- X Crib Rail Protectors
- X Crib Bumpers
- X Owlet Smart Sock
Owlet Dream Socks are OK
- X **Items that DO NOT follow the CPSC safe sleep guidelines**
- X USED Play-Doh
- X Adult Cookbooks
- X Self Help Books
Parenting Books OK
- X Magazines
- X Rated R, M, or Adult
- X DVDS/Blurays
- X Cassettes
- X CDs
- X VHS Tapes
- X Tablets, iPads & Portable DVD players
- X Video Games with a rating of MA or higher



YELLOW TAG 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.



How to Drop off a Yellow Tag Item:

- 1** All items that require a yellow tag are to be brought to the big ticket drop off area located on the consignor drop off map.
- 2** All items must be assembled by the seller at drop off.
- 3** We take care of the rest including placing the yellow tag on your item.

CAR SEATS AND BASES MUST:

- Have 1 full year of use prior to the expiration date
- Include a signed car seat waiver, the instruction manual & be free of recalls

CRIBS MUST:

- Be manufactured within 5 years of the event date and have had zero recalls
- Include a signed crib waiver, the instruction manual, and be free of recalls

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 jbf.sale.com for you to check each of your items before you sell.



Safety Waivers Required for all Cribs & Car Seats

Questions? Join our Facebook Group for quick Q&A.

SAFETY Matters

JUST BETWEEN FRIENDS



Safety Matters

Just Between Friends is dedicated to keeping families safe. That's why we want you to have up-to-date information on safety and recalls for items you're still using and for items you want to sell at JBF.

As a Seller, it is your responsibility to check all of your items for recalls. If an item is recalled, it cannot be sold at JBF. If you've installed the recall repair, it is safe to use and sell at JBF.

We also have very high standards when it comes to selling **Car Seats** and **Cribs** (scroll down to read more). Plus, you'll find furniture tip-over prevention and drawstring safety information as well.

- Recalls....pages 2-4
- Car Seats....page 5
- Cribs....page 5
- Tip-Over Info...page 5
- Drawstrings...page 5
- Car Seat WAIVER...page 6
- Crib WAIVER...page 7

TOP 10 SAFETY ALERTS

See the following pages for details.



Questions? Join our Facebook Group for quick Q&A.

SAFETY Matters

TOP 10 SAFETY ALERTS



1



Bumbo Seats

Must have safety straps installed. Order a free kit at www.recall.BumboUSA.com or call (866) 898-4999

2



All Incline Sleepers

are no longer considered safe for babies to sleep in. Therefore, you may only sell items at JBF in which babies lie FLAT to sleep.

3



All Crib Bumpers

are no longer considered safe and cannot be sold at JBF.

4



Infantino Infant Carriers

Go Forward 4-in-1 Evolved Ergonomic, Flip Front2back, and Up Close Newborn infant carriers were recalled in February 2020 due to buckles which can break, posing a fall hazard.

Immediately stop using and visit www.infantino.com for replacement options.

Questions? Join our Facebook Group for quick Q&A.

SAFETY Matters

TOP 10 SAFETY ALERTS



5



B.O.B. Strollers

BOB jogging strollers manufactured between January 2009 and April 2015 were recalled for front wheel attachment issues. The replacement thru-bolts are also faulty (model number is S11393700). The bolt can fracture during use, allowing the front wheel of the stroller to detach, posing a risk to the child in the stroller and the adult pushing the stroller. There is no current remedy offered by the manufacturer that makes this item safe to sell at JBF.

6



Maclaren Strollers

All Maclaren single and double umbrella strollers sold between 1999-2009 were recalled for potential finger amputation from hinge mechanism. Consumers should immediately stop using these recalled strollers and contact Maclaren USA to receive a free repair kit. Strollers with repair kit installed are safe to use and to sell at Just Between Friends.

7



Step2 Push Around Buggy

The yellow knob pin can become loose and allow the handle to separate from the buggy. Affected buggies have pins with yellow plastic knobs on the back of the buggy attaching the handle to the buggy.

Contact Step2 to request a repair kit. Buggies with repairs installed are safe to use and to sell at JBF.

If the handle of your buggy attaches with a bolt and screw, you have a new design and your buggy is not involved in this recall.

Questions? Join our Facebook Group for quick Q&A.

SAFETY Matters

TOP 10 SAFETY ALERTS



8



Baby Einstein Activity Jumper

The "sun" toy attachment on the activity jumper can rebound with force and injure the infant, posing an impact hazard.

Go to www.kidsii.com to request a free replacement part. Once this fix is installed, it is safe to use and to sell at JBF.

9



Summer Infant Baby Bather

When the bather is lifted and/or carried with an infant in it, its folding wire frame can suddenly disengage from the side hinge.

Bathers with FIVE rivets are recalled. All others are safe to use and to sell at JBF.

10



Chicco Polly High Chairs

This recall involves a range of Chicco Polly highchairs with pegs on the back legs intended for tray storage manufactured prior to October 13, 2010 and sold from 2005 through July 2012.

Contact Chicco to request a free peg cover kit. Once this fix is installed, it is safe to use and to sell at JBF.

Questions? Join our Facebook Group for quick Q&A.

SAFETY Matters

OTHER SAFETY POINTS



Visit
jbfsale.com
to download
WAIVERS



CAR SEATS: WAIVER REQUIRED

All Car Seats must be checked for recalls before selling at JBF.

A completed **Car Seat Waiver is required** for all car seats, booster seats, and bases.

Thank you for
your help! Let's
keep our kids
safe!

CRIBS: WAIVER REQUIRED

All Cribs made before June 28, 2011 are no longer considered safe for infants.

For cribs manufactured on or after this date: a completed **Crib Waiver is Required**.



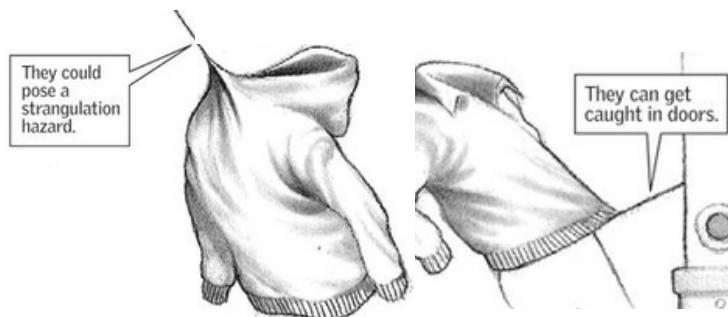
HELP STOP TIP OVERS



All furniture over 27-inches will be sold with safety straps to anchor furniture to the wall safely.

We will provide safety straps for your items when you drop it off at the JBF sale.

DRAWSTRING SAFETY



Upper Outerwear **WAIST** Drawstrings should be 3-inches or shorter and sewn to garment at mid-point so string cannot be pulled to one side.

Upper Outerwear **NECK** Drawstrings should be removed completely.

Questions? Join our Facebook Group for quick Q&A.

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 • maternity
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!

Questions? Join our Facebook Group for quick Q&A.

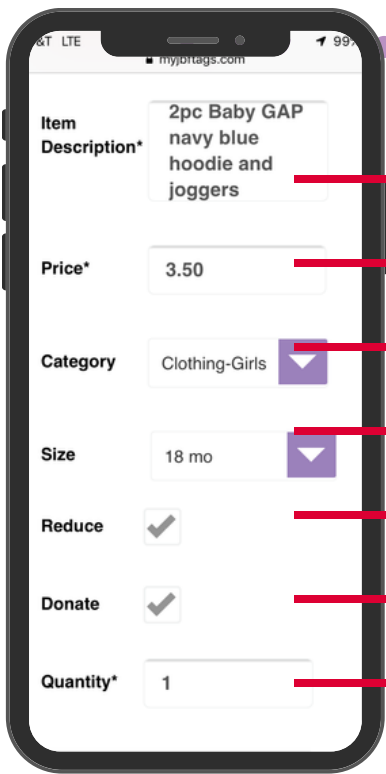
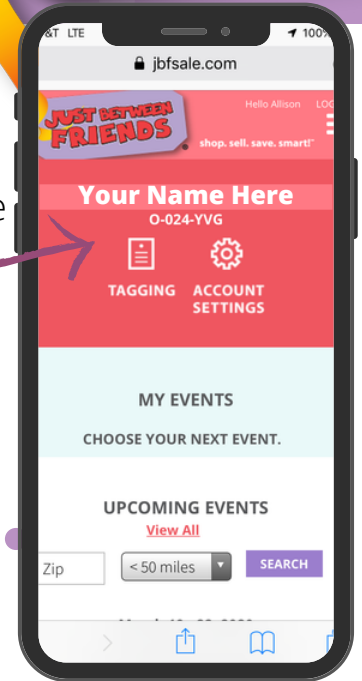
STEP #3 Price



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. www.harrisburg.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

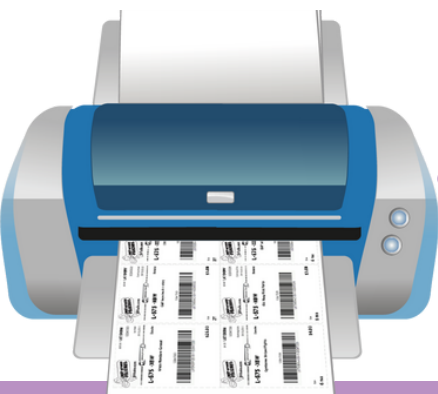
TIP! Talk-to-Text

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.



Questions? Join our Facebook Group for quick Q&A.

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)



Questions? Join our Facebook Group for quick Q&A.

STEP #4 Prep



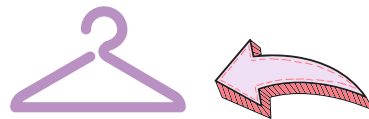
CLOTHING

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.



Questions? Join our Facebook Group for quick Q&A.

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.

Questions? Join our Facebook Group for quick Q&A.

Questions?

**JUST BETWEEN
FRIENDS**

Please Ask!
I'm here to help!



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Facebook Page:

<http://www.facebook.com/JBFHarrisburgHershey>

Facebook Seller's Group:

<http://www.facebook.com/groups/331780763977382/>

Instagram:

<http://www.instagram.com/jbfharrisburghershey/>