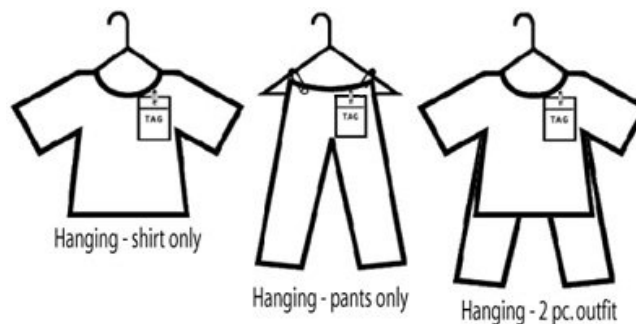


Helpful Hints When Preparing your Items and Making Tags

We know that tagging and preparing your items takes time! Let us help you make the best use of your time by giving you some tips to aid your item's sellability", as well as some tips on how to effectively tag and display your items.

CLOTHES

- When hanging an outfit that includes pants, hang the pants with the shirt so that they can easily be seen. Here's how: Turn the shirt around so that you are facing the back of the shirt, then safety pin the top of the pants to the shoulders of the shirt. Try to grasp the lines of the hanger in the safety pin as well, so the pants do not weigh-down the shirt.
- DO NOT use Ziploc bags for clothing, onesies or pajamas! Shoppers don't want to buy items they can't fully see. All clothing items must now be on hangers. Consider grouping 2 or 3 onesies together on hangers.
- If you have more than one of an item that you want to sell together, there are two options: hang one on the hanger and pin the shoulders of the others to the one on the hanger OR put each item on its own hanger and rubber-band the hangers together. In either case, make sure to write the quantity in the item description on the card.
- If a shirt has a wide neck and doesn't stay on a hanger well, safety pin the shirt onto the hanger near the shoulders or neck to ensure that the shirt stays on.



SMALL ITEMS

- Many small items such as belts, bottles, hair bows, and other miscellaneous fit GREAT in Ziploc bags. We DO recommend using Ziploc bags for small items.

TOYS

- Please make certain that all pieces of a toy item are securely fastened together and that your toy is complete. You may use packaging tape, Ziploc bags, clear plastic containers, etc. but please make sure that all the items are secure. We have signs posted asking parents not to allow children to play with the toys, but we cannot control that completely and inevitably children take things apart and scatter pieces, so the more secure you can make your toy, the better.

BEDDING

- It is BEST to bring your bedding in a clear bedding bag, like the bedding was purchased in. This allows the shoppers to easily see the bedding without needing to take it out. It also keeps any smaller items (like pillowcases, bed skirts, curtains, etc.) with the bedding.
- If you do not have a bedding bag, an alternative that we highly recommend are the new XL and XXL sized Ziploc bags, which work very well for bedding. They come 3 or 4 in a box and you can get them at Wal-mart! To see what we're talking about, visit www.Ziploc.com.

WRITING DESCRIPTIONS

- Write good descriptions! If a tag is lost from an item, the only way we can match it back with the item is by the description you write! Good examples are: brand, color, 2-piece, etc.
- If your item qualifies as "NEW" or "Only worn twice", write that in your description. Those phrases catch a shopper's eye and give the item greater appeal!

EXTRA SELLING TIPS

- Make your item look brand new. The more time you take to wash and iron your clothing, the better it will look to a buyer. Also, button all the buttons, zip all the zippers, tie all the bows, etc.
- Make sure your car seat or larger item has not been recalled by the manufacturer. This information can be found at the [U.S Consumer Product Safety Commission's website](http://www.safercar.gov).

STAIN REMOVAL TIPS

- **Grease Stains:** For dark spots on dark fabrics, which are usually a grease stain, use Dawn Dishwashing Liquid. Rub into the stain and wash as normal. Almost always works great, even if the item has been dried in the dryer. Occasionally it will take treating twice.
- **Yellow Stains:** Mix about 1/2 cup dishwashing detergent (such as Cascade) with 1/2 cup of Clorox 2 (the pink liquid) in about 1-2 gallons of water. Soak the

stained item in the mixture for several hours, and then wash as usual. Works for other types of stains as well.

Pricing

Pricing can be tricky - here are some thoughts to keep in mind.

- Above all - **PRICE TO SELL!** There's nothing more rewarding than cleaning out your closets **AND** making money at the same time!
- Let things go for **HALF-PRICE!** It's better to get 50% and clean out your closets than to get items back that you don't need. And don't forget - if you plan to donate your unsold items, at least let them go for half-price!
- A good rule-of-thumb is to price your items at 25% - 30% of retail. This varies according to the brand of your items and the condition they are in. Pricing at consignment sales is most similar to resale of consignment shops' pricing. Here are some examples of what prices we usually see at our sales:
 - **CLOTHING:** \$1-4 for play shirts, shorts, etc. (remember - no stains or holes!), \$3-7 for nicer shirts or shorts, \$6-10 for nice 2-piece outfits, \$4-8 for jeans, \$6-15 for nice dresses, \$10-18 for multiple-piece sets. These are only examples for your more common brands, such as Carters, GAP, Old Navy, Osh Kosh, Gymboree, etc. Boutique and European brands such as Strasburg, Oilily, Orient Expressed, Mis Tee V Us, Baby Lulu, etc. are priced a little higher.
 - **EQUIPMENT:**
 - Stroller prices vary greatly based on their condition, style and features. Most stroller prices (excluding umbrella strollers) typically range between \$20-65, with double strollers possibly going higher.
 - Cribs usually range from \$25-100, depending on their age, style, condition and brand.
 - Walkers and Bouncy Seats: \$5-25.
 - Exer-saucers: \$10-35. Swings: \$10-25.
 - Car Seats: \$15-50
 - Pack-n-Plays: \$10-50.
 - **MISC:** VHS Videos: \$1-5, DVD's: \$1-8.

This is only a guide - you are free to price your items less or more than the average range.