

## Prepping, Pricing and Tagging (suggested 1/3 of retail price or 50-90% off retail)

Item Category	Examples	Prepping	Pricing	Tagging
Hanging Clothing Items	Outfits, pajamas, dresses, coats, bathrobes, dress up clothes, etc.	Hang on child size (or regular size if teen/maternity) hanger with <b>hook facing left</b> (like a question mark); Attach multiple items together with safety pins so that pieces cannot be separated	Put outfits/set together to price for at least \$2.00; Start at \$2 for basic, generic brand 0-24mo outfit; Add \$1 each for larger size, name brand, formal, heavy/winter	Attach JBF tag to item on the right shoulder (when looking at the item)
Non-Hanging Clothing Items	Onesies, socks, tights, infant pants, infant mittens/booties, hats, etc.	Attach sets of items (for example, 3 onesies or 6 pairs socks) together with safety pins (be sure multiple pieces cannot be separated) and place in clear self-seal bag	Put sets together to price for at least \$2.00, but okay to price for less (i.e., 6 pair socks for \$1.50)	Attach JBF tag to outside of bag with clear packaging tape or attached JBF tag to items inside bag (be sure tag is easily seen)
Shoes	Shoes, boots, slippers, sandals	Attach pair together using string, twine, ribbon or zip-tie; Put infant shoes in clear self-seal bag	Shoes must be in gently used condition and priced approx. 1/3 of what was paid for them	Attach JBF tag by pinning or using string to tie to the shoes
Bedding, Blankets, Towels, Etc.	Bedding sets, crib/bedroom sets, quilts, blankets, receiving blankets, burp cloths, wash cloths, bath towels	Put bedding/crib/bedroom sets together in giant clear bag; Bundle blankets/cloths/towels with ribbon/string (be sure multiple pieces cannot be separated)	Price to sell! Shoppers are less likely to purchase these items used, so prices have to be low. Try to price approx. 65-80% off retail. Allow to reduce 50%.	Attach JBF tag to set/bundle with tagging gun, safety pin, or string (hole-punched); Or use clear packaging tape to put JBF tag onto clear plastic bag
Bags, Carriers and Pumps	Diaper bags, breast pumps (in bag), infant carriers, backpacks, purses, etc.	Bags and pumps will be zip-tied to display for security (look for appropriate location at Drop Off); All other items should be hung on adult size hanger	Price approx. 50%-75% off retail. Items in great condition tend to sell very well.	Hole-punch JBF tag and attach it to item with ribbon or string; If item contains multiple pieces, be sure all pieces are included and list number of items on JBF tag description
Infant Items	Nursing covers/pillows, feeding items, monitors, safety items, diapering/toileting items, rattles	If item has multiple pieces use packaging tape, tagging gun, safety pins or clear self-seal bags to keep items attached together; <b>Batteries must be included</b>	Price approx. 50%-75% off retail. Items in great condition tend to sell very well.	Attach JBF tag directly to item or clear self-seal bag with clear packaging tape or hole-punch JBF tag and tie it to item
Equipment, Furniture	Exersaucer, swing, high chair, changing table, crib, stroller, car seat (must have owners manual) & car seat accessories	If item has multiple pieces use packaging tape, zip-ties, or string to keep items attached together; <b>Batteries must be included</b>	Price approx. 50%-75% off retail. Items in great condition tend to sell very well.	Attach JBF tag directly to item with clear packaging tape or hole-punch JBF tag and tie it to item
Toys	Ride-on toys, block sets, dolls, remote control cars, etc.	Use clear self-seal bags to keep loose/small items together; Use packaging tape, zip-ties, or string to keep items attached together; <b>Batteries must be included</b>	Price approx. 50%-90% off retail.	Attach JBF tag directly to item with clear packaging tape or hole-punch JBF tag and tie it to item
Books, Games, DVDs	Books, book sets, board games, puzzles, video games, video game systems... (Mature video games NOT accepted; movies rated G and PG ONLY)	Use clear self-seal bags or clear cling wrap (saran wrap) to hold multiple items together; Tie sets of books together with ribbon/string. Use Scotch tape to apply tags to books.	Prices can range from \$.50 to \$50 in this category, depending on the item. Price to sell especially for books & DVDs as there are always lots to choose from at the sale!	Attach JBF tag with clear packaging tape/Scotch tape (do not tape directly on item surface if removing tape will cause damage); Hole-punch JBF tag and tie to sets. Do not seal DVDs as they will need to be inspected at the sale and will then be sealed.
Other	Please email Lynn if you have questions about a specific item at <a href="mailto:Lynn@jbfsale.com">Lynn@jbfsale.com</a> .	The goal is to keep pieces together and be sure shoppers can see item clearly (items with missing pieces will not be sold)	The goal is to price so that shoppers know they are getting a great deal. Allowing your item to be sold at 50% off on Saturday is highly encouraged! Shoppers are looking for half-price items on Saturday; give your item a chance to sell!	The goal is to keep tags attached (items without tags will not be sold) without damaging the item