

Tips For Selling

- Come prepared:
 - Bring plastic grocery bags (to place items you sell)
 - Bring plenty of \$1s and change
 - Bring safety pins to secure items to be sold in sets
- Arrive at the Sale with plenty of time to set up your table(s) in an organized manner.
- It is a good idea to have a helper at your table. First, one of you will be there during the Pre-Sale time. Second, during the day you may need to take a quick break. You need to make sure someone is at your table at all times. Third, if you get busy, it's nice to have extra hands helping.
- Make sure your items are freshly laundered and free of stains. If there is a problem (broken zipper, stain), you should note it. It is the responsibility of the buyer to check it out, but if you are upfront they will know your table is a reputable one.
- Clearly label each item with price and size.
- Organizing your items by size and gender will enable customers to find what they need more easily.
- Make sure any items under the table are accessible and easy to see but not trip hazards.
- If you have a rack, make sure it is secure so it won't fall over if buyers push the items from one end of it to the other. At one sale, a lady put a few socks full of sand over the bottom of the rack to make it more stable.
- Make sure that your two- and three-piece items are connected together by safety pins, or a single run-through with a needle and thread tied off will do the trick.
- At some point, you likely will be offered a lower price for your items. It is up to you if you want to bargain. You do not have to take anything less than you want. But remember you are reselling used items and will not get retail price for them.
- If you are not willing to barter on the price, post a sign saying all prices are firm. On the other hand, if you are willing to barter, you may want to put up a sign saying "no reasonable offers refused." Many people won't even consider going down in price for the first hour or two. It's all up to you. After all, it's your table.
- If you have big items, you need to decide what price to put on them as they will be in the Large Item Area. If you are willing to come down in price, state how much and at what time during the sale the price should be lowered.
- If you are sharing a table with someone else, make sure you have different price tags to collect as you make sales to assure both parties get their rightful money.
- Don't leave your money accessible to the general public. A "hip bag" is a good idea since it has more than one compartment.
- Remember, this will be a long day. You may want to check if the organization will have refreshments available. Other wise, pack a lunch and drink to make your day go easier.
- Sometimes after a sale, the organization accepts donations. If you don't want to haul the unsold stuff back home, inquire about it.
- Have fun!☺