

YOUR GUIDE TO *Selling* with JBF Allentown

**JUST BETWEEN
FRIENDS**



Clean out & cash in!

Allentown: [Website](#) | [Facebook](#) Consignor Group | [Instagram](#)

Welcome!



Let's do this together!

If you've got kids... you've got clutter! At JBF you can sell all of your outgrown children's items in one place, at one time... AND earn top dollar!

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

Table of Contents



Below you will find a **CLICKABLE** table of contents. Click the link to jump to the corresponding page number!

.....

<u>Earnings</u>	4
<u>Consignor Schedule</u>	5-6
<u>How To Register</u>	6
<u>Acceptable Items</u>	7-13
<u>Supplies</u>	14
<u>Quality Standards</u>	15
<u>Pricing</u>	16
<u>Creating Tags</u>	17
<u>Printing</u>	18
<u>Tagging Toys</u>	19
<u>Tagging Clothing</u>	20-21
<u>Tagging Shoes</u>	22
<u>Tagging Books, Puzzles, Games</u>	23
<u>Tagging Bedding</u>	24
<u>Large Item Tags</u>	25



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Earnings!

Average consignors sell over \$450!

Consignors earn **60%** less a \$13 consignor fee

4-Hour Team Members earn **70%**

8-Hour Team Members earn a **\$30 bonus** in their consignor check

...plus, consignors & team members get a FREE presale pass and a "guest" pass!



A maximum of 350 items will be accepted per consignor number for the Spring 2025 Sale. If you would like to bring more than 350 items, please contact kendrasalem@jbf.sale.com for application. Space is limited.

JBF Allentown Consignor Schedule

Lou Ramos Center - 1344 N Sherman St, Allentown

Feb 26 & 27 are adults-only shopping times (besides children over age 12 and infants worn in a baby carrier). Children & strollers welcome at all other shopping times.

Monday Feb 24	Wednesday Feb 26	Thursday Feb 27	Friday Feb 28	Saturday Mar 1	Sunday Mar 2	Monday Mar 3
<p><i>Drop Off!</i></p> <p>3p-9p</p>	<p><i>Presale Day!</i></p> <p>3:30p - 8hr team memb 5p - 4hr team mem 6-10p - Public Presales **tickets required</p>	<p><i>Presale Shopping</i></p> <p>10a-9p - Paid Public Presales **tickets required</p> <p>1:30-3:30p - Consignor Presales **free admission with consignor pass 1:30-9p</p>	<p><i>Public Shopping</i></p> <p>10a-8p</p> <p>FREE ADMISSION WITH CONSIGNOR PASS</p>	<p><i>Public Shopping</i></p> <p>9a-3p</p> <p>FREE ADMISSION WITH CONSIGNOR PASS</p>	<p><i>Half Price Sale!</i></p> <p>10a-4p</p> <p>FREE ADMISSION WITH CONSIGNOR PASS</p> <p>*Items without a star on the tag are an ADDITIONAL 50% off!</p>	<p><i>Consignor Pick Up</i></p> <p>4-6p</p> <p>*unless donating all unsold items, then pickup is not required</p>
<p>Tuesday Feb 25</p> <p><i>Drop Off!</i></p> <p>10a-9p</p> <p>APPT REQUIRED TO DROP OFF All drop offs must be completed by 9p</p>	<p>TICKETS REQUIRED</p> <p>Registers close by 10p</p>	<p>TICKETS REQUIRED</p> <p>Registers close by 9p</p>		<p><i>Half Price Sale!</i></p> <p>4p - Team memb 5p - Consignors 6p - Paid 50% Off Presales</p> <p>Registers close by 9p</p>	<p><i>Sorting</i></p> <p>4:30p-8:30p</p> <p>SORTERS MAY PICK UP UNSOLD ITEMS WHEN SORTING IS COMPLETE</p>	<p>5-9p or 6-10p - Breakdown/ Load Trailers</p>

allentownbethlehem.jbfsale.com/how-to-sell



STEP #1 Register

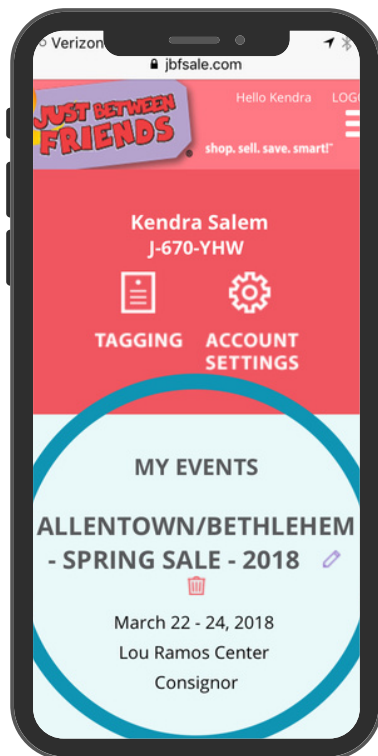
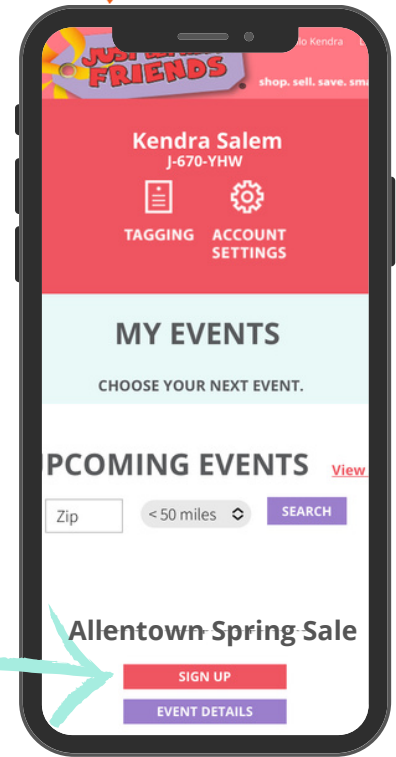


First Things First: REGISTER

Returning consignors, [CLICK HERE](#) to log in.

New consignors, [CLICK HERE](#) to create a JBF profile.

Find our upcoming Allentown Sale and click "sign up".



Ensure that you registered properly!

The upcoming sale should now appear under "my events".

After registering on the tagging website, you will receive an email with a LINK to make your drop off appointment & prepay your consignor fee!

STEP #2 Gather



Kids Grow Fast!

Sell your outgrown clothing, shoes, toys, books, games and so much more! Don't forget to check ALL OVER your home!



You will find graphics on the following pages about what we ACCEPT and what we DO NOT ACCEPT at the sale.

Remember that JBF sales are seasonal!

Check all over your home!

Bedrooms

- clothing + shoes
- lamps + rugs
- gliders + rockers
- boppies + monitors

Closets

- sheets + towels
- diapers + new supplies
- step stools
- pillows + blankets

Playrooms

- puzzles + games
- family DVDs
- dress up
- 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





JBF Allentown

Acceptable Items List



Kids clothing premie through size 18



Adult mens & womens clothing,, juniors clothing, maternity

ALL sleeveless, short sleeves and 3/4 sleeves; will accept **ONLY** the following **long sleeves:** light-colored long sleeve button downs for boys, lightweight cardigans for girls (to be worn over a spring dress), lightweight footie sleepers (no fleece), formal suits, long sleeve onesies (must be bundled), spring holidays & sports (Easter, Phillies, etc)



ALL other long sleeveess (save for fall)

ALL shorts and capris, lightweight long pants (unlined jeans, leggings)



Heavy long pants like fleece & corduroy (save for fall)

All seasons of pajamas accepted EXCEPT fleece pajamas



Pleece pajamas & fleece footie sleepers

All shoes for kids size infant 1 through adult size 6.5; sneakers, dress shoes, sandals, crocs, sports shoes



Snow boots, suede boots (save for fall)

Outerwear & sports:

Spring jackets

Accessories (bows, caps), dancewear & sportswear, swimsuits



Heavy jackets, used underwear, winter hats, gloves, costumes/dress up (save for fall!!)

Accepted

Not Accepted



What Else Do We Accept?



FEEDING: Kids' plates, cups, utensils, sippy cups, water bottles, bibs, placemats, NEW pacifiers, NEW bottles or used bottles with nipples removed, manual breast pumps, electric breast pump accessories except tubing, bottle accessories like warmers & drying racks



Stuffed Animals: Licensed characters (like Disney) or electronic (talk, sing, etc). Pillow Pets & Squishmallows.



Beds/Sleepers: Cribs, toddler beds & kid-themed twin beds (like car beds). Crib mattresses. Bassinets & co-sleepers with a stand & sides over 7.5 inches high.



Books: Soft books, board books, picture books, chapter books that are part of a series (like Wimpy Kid, Harry Potter, American Girl).



ALL items brought to the sale must be in full working order.



FEEDING: Used pacifiers, used bottle nipples, electric breast pumps, formula, food, medicine, used breast pump tubing, worn utensils or cups (with scratches or bite marks)

Stuffed Animals: Basic stuffed animals. Beanie Babies/Boos. Stained stuffed animals.

Beds/Sleepers: Bed frames over twin size. Mattresses other than crib size. Drop-side cribs. Crib bumpers. Crib wedges. Inclined sleepers. In-bed co-sleepers like dock-a-tot or snuggle nests.

Books: Regular chapter book not part of a series. Adult books. Parenting books. Homeschool materials/workbooks.

Items without batteries. Items that do not work. Items that do not have all pieces necessary for operation. Dirty items.

Accepted

Not Accepted



What Else Do We Accept?



INFANT ITEMS: Carriers & diaper bags (hung on hangers), boppy pillows, bumbos, safety items like baby monitors, swaddlers, diapers & diapering accessories



Toys, Electronics, Puzzles, Games, Crafts: Toys for ALL ages, recent electronics, Puzzles, Games & Crafts for kids; sporting equipment



Room Decor: Children's room and bathroom decor, Mobiles, sound machines, changing pads, blankets for babies and kids, sheets crib size - full size (must be kid-themed), seasonal kids decor. Up to 5 children's bedding items



Potty/Bath: Clean potty seats & bath toys, kid's towels, kids' bath accessories, baby tubs



INFANT ITEMS: Inclined sleepers, Boppy pillows without the hole (loungers), Bumbos without a safety strap. Stained or ripped items

Toys, Electronics, Puzzles, Games, Crafts: Dirty items, Items without batteries or non-working, Items missing essential pieces, vintage items, porcelain dolls, handmade toys, happy meal toys

Room Decor: Adult decor, stained items, sheets that are not kid-themed, out-of-season decor (i.e. bring Easter baskets in spring & Halloween baskets in fall)

Potty/Bath: Dirty/stained items, items with mold

Accepted

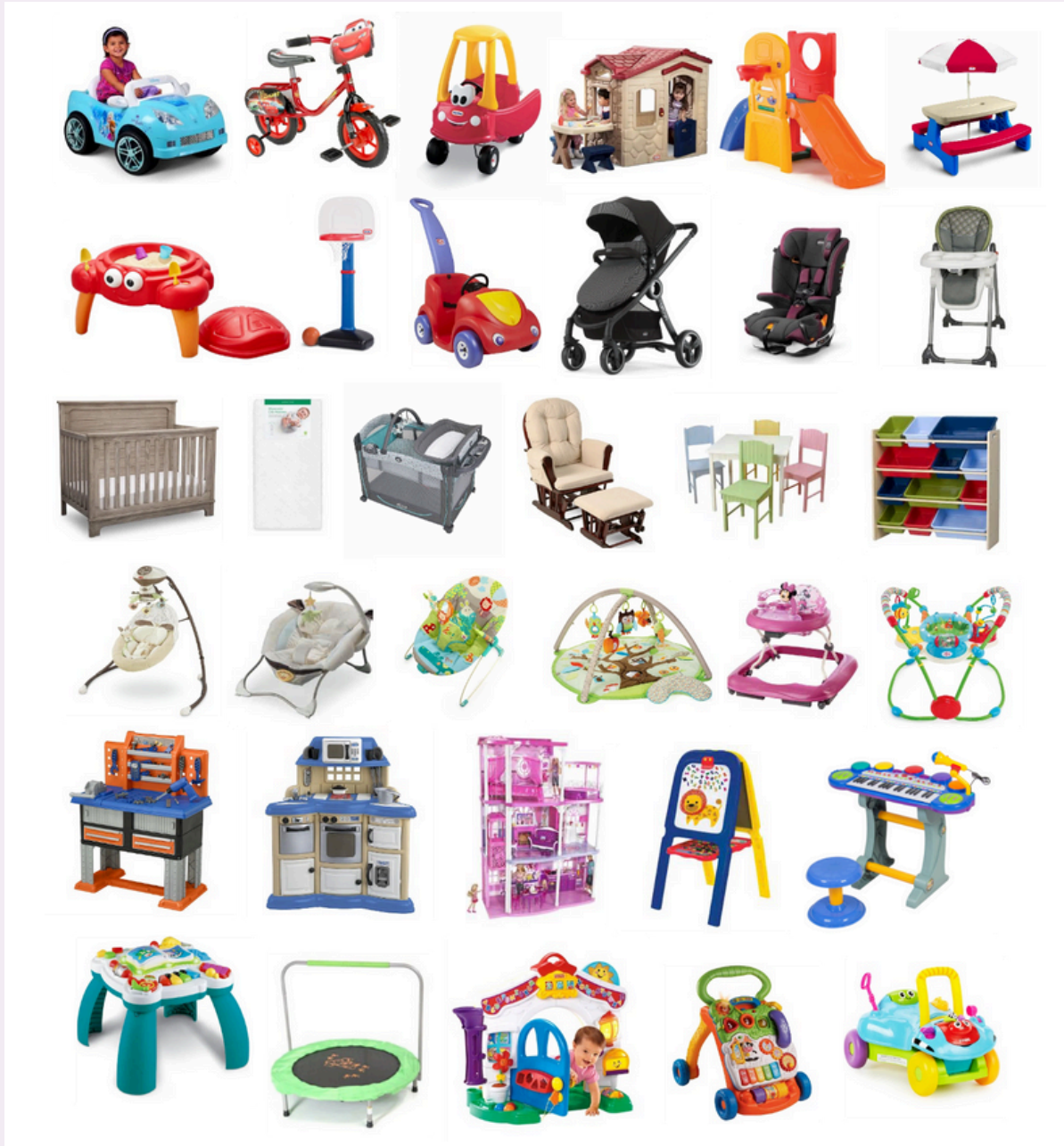
Not Accepted



Large Toys & Baby Equipment



These items are a "YES!" at any of our sales (and we sell 90% of these items)!



Items not accepted: items with dirt, large scratches (peeling stickers, fading and superficial scrapes OK), recalled items (check at CPSC.gov), items without safety straps (if provided by manufacturer). These items require a "Large Item Claim Ticket". See website for details.



Item Limits

... due to space constraints!



**The following limits have been in place for a few sales.
They are outlined below if you need a refresher!**



NO LONGER ACCEPTING juniors/teen clothing above kids size 16/18, maternity clothing, DVDs



LIMIT 25 Accessories
LIMIT 5 Bedding Items (blankets, sheets, etc)



NO LONGER ACCEPTING Single Onesies
Onesies must be part of an **outfit or bundle**
i.e. - 2-3 onesies together in a bundle or
bundled as an outfit with pants similar to how they are
purchased in the stores



WHEN RESELLING "BRAND NEW WITH TAG" ITEMS:

LIMIT of 5 identical items.

LIMIT 20 of the same items despite color/size.
Bringing more than the 5 item limit, the category limits above, or 350 total items will result in a 10% processing fee applied (does not apply to gently used items, this is for resellers/wholesalers only).



New Limits

... due to space constraints!



NEW for the Spring 2025 sale!



LIMIT 350 total items (tags)

(If you would like to bring over 350 items, reach out to kendrasalem@jbfsale.com for application. Limited slots available.)



NOT ACCEPTING:

party supplies
school supplies
homeschool materials/workbooks
shoes over size 6.5



ONLY ACCEPTING:

chapter books that are part of a series (i.e. Wimpy Kid, Magic Treehouse, Harry Potter, American Girl, Nancy Drew)



Items with Safety Concerns



Due to safety concerns, the following items are not accepted or restricted. These are the **MOST COMMON** safety concerns we see at the sale.



Incline Sleepers no longer accepted.



Cribs greater than 10 years old. Drop side cribs. JBF Crib waiver required for all cribs.



Crib bumpers & rail covers no longer accepted (including mesh).



Car Seats must have 1 full year of use before expiration. Each piece must have a manual. Each piece must have a JBF waiver.



Boppy Loungers (boppy pillows without the hole) have been recalled



Bumbos without the strap cannot be sold



Check **strollers** for recalls by searching "brand, model recall" on Google



Check **pack n' plays** for holes in the netting



Items marketed for sleep for infants up to 5 months of age (bassinets, in-bed sleepers, etc), item must have a stand & sides over 7.5 inches high.

Supplies



You will need a few basic supplies to get started!



All of these supplies can be found at office supply stores, craft stores, the Dollar Store, or use the clickable Amazon links below!



WHITE CARDSTOCK Get on Amazon [HERE](#). Also found at Office Supply & Craft stores!

TAGGING GUN OR SAFETY PINS Tagging gun on Amazon [HERE](#). Please read the Tagging Gun Guidelines [HERE](#) to ensure you do not damage your items!
Safety pins on Amazon [HERE](#). Also found at craft stores, Walmart & the Dollar Store.

HANGERS We accept any type of hangers!
Many stores will give them away for free - Old Navy, Carters, etc
Dry cleaners recycle them
Ask friends/family
Purchase 10/\$1 at Walmart

PRINTER Use your own printer or print at Staples, shipping stores, or the local library!

DOLLAR STORE SUPPLIES



STEP #3 *Sort*



Remember the



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.

SELL the items that meet these 4 C's:

- CLEAN**, (no stains, rips, pilling, excessive wear, smoke/pet odors)
- COMPLETE**, (no missing pieces)
- CURRENT**, (no outdated styles, appropriate season)
- COMPLIANT!** (no recalls, all safety straps present)

Examples of items we are NOT able to accept:



STEP #4 Price



We recommend pricing at 1/3 of retail!

Shopper-focused pricing - Ask yourself, "What price would make me buy this item without hesitation...and brag about my bargain to my friends?"

<u>Examples:</u>	Bargain Brands	Mall Brands	Boutique Brands
PJs	\$2-3	\$3-4	\$5+
T-shirts	\$1-2	\$2-3	\$4+
Jeans	\$2-3.50	\$3-5.50	\$6+
Dresses	\$2.50-4.50	\$3.50-6	\$6-8+
Sneakers	\$3-6	\$4-7	\$8+

Bargain brands = Cat & Jack, Garanimals, Cherokee, etc (retail \$4-10)

Mall brands = Carter's, Children's Place, Department store brands (retail \$6-15)

Boutique brands = Crewcuts, Mudpie, Janie & Jack

↑ Price **HIGHER** for:
new with tags, big kids sizes

↓ Price **LOWER** for:
baby sizes under 12 mo

Pricing TIPS:

- ✓ Create sets or bundles. Put outfits together if they were purchased 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!
- ✓ Price nonclothing items (toys, books, games) at 1/3 of retail price!

Pricing VIDEO!

Still unsure about pricing?? Watch our pricing how-to video [HERE](#).

STEP #4

Creating Tags

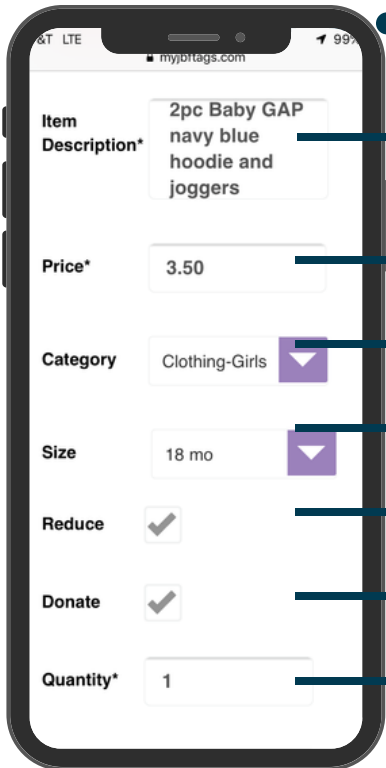
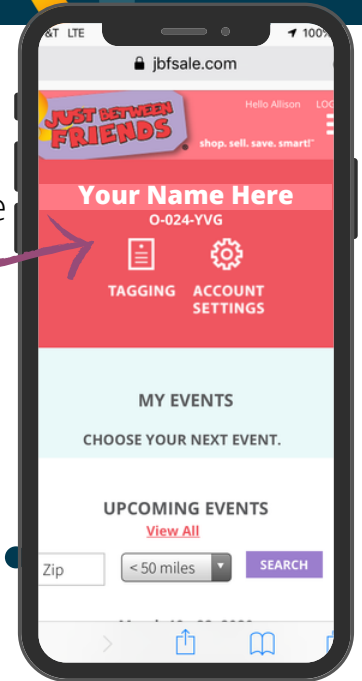
JUST BETWEEN FRIENDS



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.myjbftags.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 reduce on 25% off and 50% off 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



How Reducing & Donating Helps Your Items Sell!



TIP! Talk-to-Text

If you are entering tags on your mobile device, use talk-to-text to go even faster.



Printing Tips!



Printing your tags:

Print tags on 8.5"x11" **white cardstock (not regular paper)**

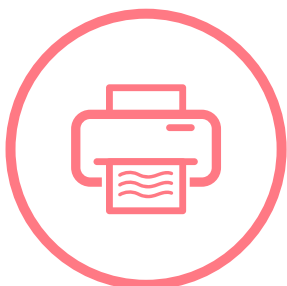
Tags automatically print 9-per-page.

1. Select checkboxes next to the tags that you want to print.
2. Hover over "print tags" and select "PDF".
3. ***once printed tags cannot be altered without REPRINTING them!

NOTE: if you are printing from a mobile device you will have to print in HTML format. We DO NOT recommend printing in HTML format as it creates scanning issues at the register (tags are a little smaller)

You can also download the PDF of tags and take to Staples, a shipping store, or your local library for printing. Bring your own cardstock to save \$\$!

Printing trouble?



Is your Adobe PDF up to date? You can download the latest version for FREE!

Printing works best in FIREFOX. Try a different web browser!

When using a Mac, you may have to download tags first, then print from the download. Try Google Chrome if you are using a Mac

STEP #5 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.

TOYS & ITEMS WITH LOOSE PIECES



- Tag is attached securely with lots of tape or a zip tie + tape
- All pieces secured together in a ziploc bag. Bag taped shut
- Must have all pieces and must have working batteries!



STEP #5 Prep



CLOTHING



Hanging & Tagging Clothing

All clothing should be hung (besides onesies & sleepers up to 24 months, which can be bagged in a ziploc. We recommended hanging though!)

Hanger should look like a "?"

Tag should be attached in the upper left corner, or the manufacturer's tag if using a tagging gun



Tagging Gun

If you use a tagging gun to attach JBF tags, only puncture the manufacturer's tag or an inside seam (at the neckline or left armpit) so that you do not damage the fabric.



STEP #5 Prep



CLOTHING & ACCESSORIES



Creating Outfits & Bundles

It's okay to bundle items into sets.

All items on a hanger must be the same size

Hang one item on the hanger, then secure pieces to hanger using safety pins.



Bundling in Bags

Multiple onesies—that are all the same size & **stain-free!**—can be folded neatly and placed in a bag. Tape bag closed and securely tape the tag to the outside.

Same with **socks & accessories** like hairbows & infant mittens. Lay items flat & squeeze the air out of the bag. Tape closed. Attach tag securely. Bigger accessories like a baseball cap do not need to be bagged. Just attach the tag with a safety pin or tagging gun!

STEP #5 Prep



SHOES



Shoes

Shoes should be in like-new condition with no scrapes, worn toes, dirt or scuff.

Attach shoes together securely with a zip tie or curling ribbon.



STEP #5 *Prep*



BOOKS, GAMES, PUZZLES & CRAFTS

Tape

Only use painter's or masking tape on books, games, puzzles so that the cover is not ripped when the tape is removed.

Bundling Books

We recommend selling books singly BUT if you have books of the same author or theme, you can bundle them together using a ziploc bag or curling ribbon

Games, Puzzles, Crafts

Ensure all pieces are present.

Peg puzzles can be wrapped with plastic wrap and taped closed (see photo)



STEP #5 Prep



BEDDING & BLANKETS

Sheets & Receiving Blankets

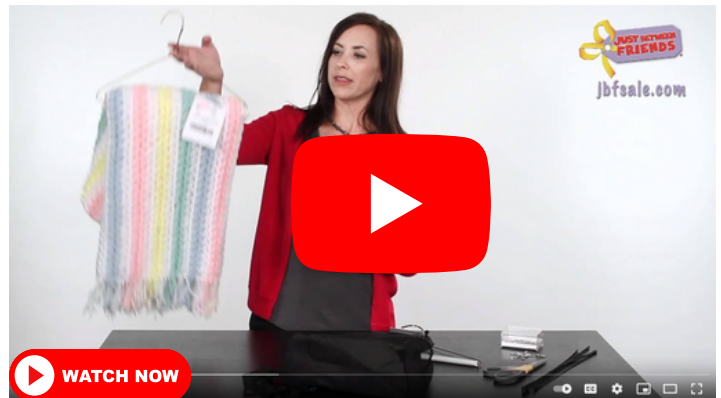
Can be bagged in a ziploc or rolled up and tied with a ribbon. Please check for stains!

Blankets

Baby blankets or throw blankets can be draped over a hanger and pinned underneath so it doesn't fall off (see video)

Bedding

Larger bedding sets can be placed in an XL ziploc or bedding bag (you can find bedding bags at the Dollar Tree!)



STEP #5 Prep



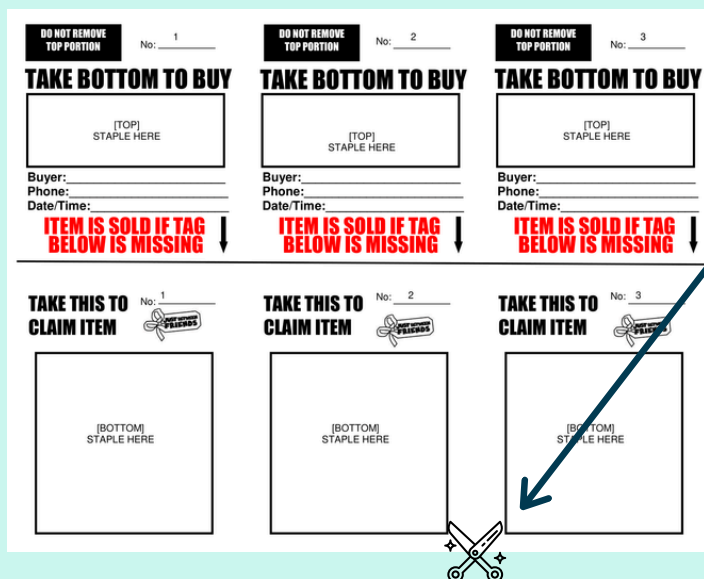
D-I-Y Large Item Claim Tickets

Items that are too large to carry around require a "claim ticket". [Click here](#) to download the file, then follow the directions below.

Items that require a claim ticket include: baby equipment, strollers, pack n plays, furniture, outdoor toys like bikes and sandboxes, activity tables, walkers, jumpers, kitchens, vanities, cozy coupes, toy organizers, easels, train tables, shopping carts, ride on toys, car seats, bassinets, or any items of similar size!

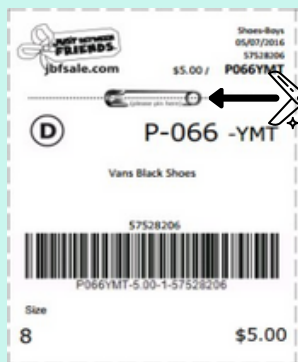
1

Print claim tickets on white cardstock
[\(LINK\)](#)



2

Cut off one claim ticket (they print 3-per-page)



3

Cut price tag along dotted line

4

Staple top part of price tag to top of claim ticket, and bottom of price tag to bottom of claim ticket



STEP #6

Drop Off

JUST BETWEEN FRIENDS



You did it!

Now that your items are tagged, you'll want to pack items **organized by type and size** so that your Drop Off process is easy and fast.

Seller Drop Off for JBF Allentown

Monday, Feb 24th | 3-9pm or

Tuesday, Feb 25th | 10a-9p

**LOU RAMOS CENTER | 1344 N SHERMAN ST ALLENTOWN
RESERVE YOUR DROP OFF APPOINTMENT ON THE WEBSITE**

- 1** Plan for 45-60-minutes to drop off your items. Longer if you have 250+ items to drop off. Drive to...Park...Enter...and **Check In!**
- 2** You will place your clothing on the racks by size and gender. The more organized you are, the easier drop off will be!
- 3** You will place non-clothing items on appropriate tables and shelves.
- 4** For your Large Items, ensure your large item claim ticket is already attached! This will save you time so you can drop and go!

That's It! You're Done!

During the Sale

JUST BETWEEN FRIENDS

Make time to
SHOP



MAKE SURE YOU GET THE BEST DEALS FOR YOUR FAMILY! CHECK THE SCHEDULE [HERE](#)



Watch Your Consignor Check Grow

You can view your sold items! Log in to your JBF Profile, click on TAGGING, then choose REPORTS.

Consignor checks are sent via EMAIL 2 weeks after the sale ends.



Shopping

Consignors receive a paper shopping pass at consignor drop off. You will also receive a pass for ONE guest.

Want to shop earlier than the consignor time? You may purchase a public presale ticket or sign up to help at the sale as a team member! See the website for details!



If you choose to donate your unsold items, they are distributed to help local families through our Charity Partner. You'll receive a donation receipt for tax purposes.