



Resale Seller Tips

Here are some tips on getting your items ready to sell.

Getting Things Ready

1. Limit of 350 tagged seasonal items per seller number. Please review our Seller Instruction Packet for information on what we will accept and not accept and how to prepare your items.
2. Inspect your items in a **well-lit place** (you will be able to see stains easier) and clean them if necessary including clothes, shoes, toys, infant equipment (excersaucers, potty chairs, etc.), book covers, and especially outside items like bikes, strollers, slides, wagons, etc.
3. ALL items must be clean and in like-new, gently-used condition. No stains, tears, missing buttons, broken zippers, excessive wear and tear, missing parts or batteries. Make sure your items don't smell like smoke, mold, or mildew.
4. Please zip zippers, button buttons, close Velcro, and snap snaps on all your clothing items.
5. Sort all your clothing items by gender and size – this will help you while entering your items into our software system and will help our volunteers go faster during the inspection and set-up process.
6. Make sure all battery-operated items have **working batteries installed**, this includes remote controls for swings and battery-operated toys.
7. Don't store your resale items in a smoky/mildew/musty place such as a basement as your items may pick up the odor and may be rejected during inspection.

Tagging Tips

1. All tags are to be printed on Neenah Bright White Premium Cardstock 65 lbs, 8.5" X 11." (We are no longer using pink cardstock for full price items. If you have items from the previous resale with the pink cardstock tag printed from our online system, it will be accepted.)
2. Registered sellers may pick up cardstock from us for free. Our scheduled pickup times are listed on our website in the Seller Instruction Packet and our facebook page.
3. Don't wait till the last minute! You can enter items via PC or mobile device. Go to www.DupageAreaMoms.org, Resale Registration page, select returning seller link to log in. Your inventory will be saved so you don't have to do it all at once, just make sure you know which bins/piles go with which inventory numbers, so you can attach tags once you print them.



Resale Seller Tips

4. Be as descriptive as possible when entering your items. There are 2 fields for this that are 24 characters long. This will help you match up items when you are attaching tags after printing but also helps us match items if they become separated from the tag during the resale.
5. For seasonal items such as a floral shirt or snowman sweatshirt, you may want to add a F or S (Fall or Spring) at the beginning of the description. This will help you know what unsold items can be activated to sell at the next resale.
6. Before you print on cardstock, do a test print to make sure all is working correctly. There will be 6 tags per page that are almost 3" square. We don't recommend printing from your mobile device as we found the tags come out fuzzy and won't scan.
7. All large items (i.e., items the size of a diaper pail or larger) **MUST** have 2 copies of the tag attached to the item, please **DO NOT** tape the 2 copies together because during checkout a buyer will take 1 copy of the tag with them for payment purposes.

Pricing Tips

1. Price items 1/4 to 1/3 off the original price (don't forget to take into consideration discount stores prices) – if brand new with tags you may want to price the item higher, also brand name items (Gymboree, Hanna Andersson) may sell at a higher price than store brand items (Circo, Jumping Beans). See Consignment Mommies pricing guide below.
2. The lowest price our system will allow is .50¢, and prices are in .50¢ increments.
3. When pricing think how much you would pay for the item if you were to buy it at the resale.
4. We get a lot of infant clothing, so it is best to price baby clothes low, so it will sell.
5. It may be helpful to use a set price for your articles of clothing and adjust it up or down as you see fit – i.e., all pants priced the same, etc.
6. Sellers have the option in our software system to have items remain full price for the entire resale or to be marked as half-price, denoted by "REDUCE" on the tag above the price on the right side, during our half-price sale.



Resale Seller Tips

Ultimate Consignment Price Guide

Brand Category	Resell at:
Bargain Brands Circo, Garanimals, Carters, Retails <\$10	\$1-4
Basic Brands Old Navy, TCP, OshKosh, Retails \$5-15	\$3-6
Better Brands Gymboree, Gap, Polo, Retails \$10-20	\$4-10
Boutique Brands Boutique, Retails \$20+	25-35%

30% of retail price
Toys, Gear, Books, and Everything Else

Charge LESS For:	Charge MORE For:
Good Condition Infant Items Casual Clothing Older Toys	New with Tags "Dressy" Items Clothing Sets Excellent Condition
	With Manuals/Box Hot Brands & Toys Large Items Rare Items

This Guide Provided by ConsignmentMommies.com
The Resale Resource for Swap Savvy Mamas!

General Clothing Tips

1. The following items are accepted at both Spring & Fall Resales: short sleeved t-shirts, short sleeved onesies, sweatshirts, hoodies, football jerseys, fleece tops, short sleeved pajamas with shorts or long pants, long sleeved pajamas, jeans, nylon sport shorts, outerwear vests, boy/girl scout uniforms. Please note that uniform shorts are only accepted at Spring Resale. Items submitted for the spring resale cannot have winter themes or winter holiday themes.
2. The following items must be hung on a wire hanger (dry cleaner hangers) with the open side of the hanger to the left – it will look like a question mark (?) and secure the item with safety pins on both sides of the hanger: formal outfits, dress shirts, jackets and outerwear (snow pants – accepted at fall resale only), dress-up clothes (Halloween costumes – accepted at fall resale only), leotards and dancewear, backpacks (except those with wheels), bags, and purses with straps.



Resale Seller Tips

3. The following clothing items will be sorted by size and type on tables rather than hung: jeans, sweatshirts, t-shirts, everyday outfits and dresses, skirts, pajamas, and swimsuits.
4. Tags must be attached to clothing with safety pins. Please use safety pins that are 1 inch or longer only, we have found that smaller safety pins do not stay closed. If an item and a tag become separated, we cannot sell the item. We will not accept items that are tagged with plastic taggers.
5. Have a multi-piece clothing item – matching top & pants/skirt/shorts – safety pin items together at each shoulder – i.e., shoulder to waist, avoid sticking the safety pin through elastic waists as it may result in the elastic no longer springing back.
6. For adjustable waist items, please let the elastic all the way out and secure the elastic to the button on the inside.
7. Shoes should be secured together with plastic lock ties or safety pins. Shoes in a plastic bag or connected with rubber bands or packing tape will not be accepted.
8. For sport cleats, please list the type of sport the cleats are designed for, soccer, baseball, football, etc. Soccer cleats never have a single cleat at the tip (it could cause injury to another player's shin) instead there are 2 cleats that are spread apart.

General Non-clothing Tips

1. For non-clothing items, attach the tag with **clear packing tape not scotch tape**.
2. Toys or other items sold in a Ziploc-type bag must be taped close using the wide clear packing tape NOT scotch tape. Tape bag closed along the entire top to keep items inside and to discourage theft. Don't forget to place the tag on the outside of the bag.
3. Books in a series may be placed in Ziploc-type bags or secured using stretch wrap film (type used for shipping not the type for food). **Books that are taped, tied with string, or rubber banded together will not be accepted.** For single books, tape tag on the back of the book.
4. Be sure to tape all puzzle boxes, games, DVDs, CDs, and software boxes shut.
5. If the packing tape might damage the surface of an item (i.e., puzzles) place it in a clear Ziploc-type plastic bag – depending upon the size of the item you may need to use two Ziploc-type bags placed on opposite ends and taped together where they overlap.
6. Secure multiple parts of toys in Ziploc-type bag connecting the bag to the item using plastic lock ties or packing tape, i.e., place all the animals to the Little People Farm in a Ziploc type bag (don't forget to tape it shut), reinforce a small area with packing tape, make a hole using a hole punch in reinforced area of bag, then plastic lock tie the bag to the farm.