



Consignor Welcome Kit - Apr 2026

Welcome to WNY's Largest Consignment Community!

GET STARTED: Review this complete welcome information kit. You will learn exactly what you can consign based on shoppers' past habits and what sells best! Focus your time on ACCEPTED ITEMS & BRANDS, what's "ON TREND."

MAKE EACH ENTRY COUNT! ENTER ONLY EXCELLENT CONDITION, CURRENT ITEMS!

YOUR REGISTRATION FEE INCLUDES:

- One FREE VIP PRESALE ticket! (\$20-\$25 value)
- 1:1 Access to our CONSIGNOR SUCCESS COACH for help
- Exclusive Access to our Facebook Group & Chat community
- Enter up to 150 Accepted Items (75 clothing max)
- Select Discount & Donate options for extra perks!!



TEXT US WITH QUESTIONS: 716-575-KIDS

**SPRING
SALE'S
TOP
SELLERS**

ENTER

THESE

FIRST!

**BILLS/SABRES
SWIMWEAR
SUMMER PRINTS
RAINBOOTS**

**BABY GEAR
BAMBOO
& ANYTHING
WITH WHEELS!**

HOW TO GET STARTED::

**How To
Videos**



**Express
Tag Feature**



**Save Time
Entering!
Just click &
print tags!**

**Join Our
Consignor
FB Group**



Supplies



INVENTORY DATABASE CLOSES ON MONDAY 4/20 @ NOON!

Bella-KIDS Consignor Cheatsheet

- 1 **REMEMBER YOUR CONSIGNOR ACCOUNT INFO:**
Consignor # _____ (Our system is case sensitive)
Username: _____ PW: _____
- 2 **MAKE A CONSIGNOR SUPPLY KIT & START SAVING HANGERS!**
Gather supplies you'll need :) to save time tagging at Dollar Tree!
Remember - Sturdy, White Cardstock is REQUIRED to print tags!
✓ TAPE ✓ TWINE ✓ ZIPTIES ✓ MASKING TAPE ✓ STORAGE BAGS
- 3 **GATHER YOUR BEST ACCEPTED ITEMS!**
Start with the LARGEST items that take up the most space in your home. Next, tackle the most "troublesome" room. (ie. kids' closet, playroom, or basement.) You'll feel accomplished!!
- 4 **SEPARATE ITEMS BY CATEGORY** - (ie. Toys, Shoes, etc) This will help save time when entering your items in your account & for a faster drop-off.
✓ **CLOTHING: Separate first by gender then size (IE. 2T Girls PJ's, Swim, etc**
- 5 **PREP ITEMS & HANG YOUR CLOTHES!**
Use storage bags for toys sets & shoes. Rubberband hangers together to make a set! Keep similar items together so it's faster entering them in your account. The system remembers last entry, so you won't need to change category or size options.
- 6 **ENTER ITEMS IN YOUR ACCOUNT!**
NEW! EXPRESS Tag - Fastest method! Simply click & print by price!
✓ For Discount & Donate YES items only!
✓ Handwrite Size/Gender on tag after printing
✓ **PRINT TAGS IN DRAFT MODE ON WHITE CARDSTOCK!**

CONSIGNOR DEADLINES: ✓ INVENTORY DATABASE CLOSES: MON APR 20 @ NOON
✓ DIY DROPOFF APPTS: MON 4/20 - WED 4/22 BY APPT
✓ SUNDAY PICKUP: SUN 4/26 AT 4:30-6PM (Not Req'd)

PRO TIP: Need Help? Call/Text Jamie @ 716-908-0056!

Score a FREE Tix (\$20+ value) at your dropoff appt!



CONSIGNOR DEADLINES:

- ✓ DROPOFFS = SELECT YOUR APPT TIME STARTING 3/1!
- ✓ ITEM ENTRY = CLOSES MON 4/20 @ NOON!
- ✓ VIP PRESALE = THURS 4/23 {GET *EARLIEST* ACCESS BY ADDING VIP HELPER SHIFTS OR DONATING ALL UNSOLD!}

PRO TIP: Need Help? Call/Text Jamie @ 716-908-0056!

WHAT'S NEW IN 2026!

- 1** EXPRESS TAGS CUTS PREP TIME IN HALF!
SIMPLY PICK PRICE & # OF TAGS!
- 2** LISTING FEE! SIMILAR TO OUR ONLINE SALE, TO COVER RISING OPERATING COSTS, A \$0.50 PER ITEM LISTING FEE IS ADDED TO EACH ENTRY. {EX. \$4 pricepoint = \$4.50 tagged price}.
- 3** FLAG HANGERS & STAMP TAGS! {FOR DONATE NO ONLY} PICKUP SOLD ITEMS? CUT YOUR PICKUP TIME IN HALF WITH WASHI TAPE ON HANGERS & COLORFUL STAMP ON TAGS!
- 4** QUALITY CONTROL IMPROVEMENTS! TO ADDRESS RISING SHOPPER COMPLAINTS ON STAINED/DAMAGED ITEMS, WE WILL BE OFFERING A \$1 COUPON TO ANYONE FINDING AN ITEM ON SALESFLOOR NOT MEETING THE BELLA STANDARD! CONSIGNORS WITH MORE THAN 3 REJECTIONS WILL HAVE A \$5 FEE DEDUCTED FROM THEIR PROFIT CHECK.

TOTAL
ENTRY
LIMIT
= 150

CLOTHING
ENTRY
LIMIT
= 75

SAY YES TO DISCOUNT & DONATE!

OUR HAPPIEST CONSIGNORS SAY YES TO RECEIVE EXTRA PERKS!

YES!

- SHOP OUR EARLIEST CONSIGNOR VIP PRESALE TIME
- YOUR ITEMS GET AN EXTRA HOUR TO SELL @ OUR 75% OFF SALE!
- RECEIVE A TAX DONATION RECEIPT FROM HARVEST HOUSE
- NO PICKUP HASSLE!

ACCEPTED ITEMS: ROOM BY ROOM

CLOSETS

ALL ITEMS MUST BE IN GREAT CONDITION & LESS THAN 5 YEARS OLD.

- **SPRING/SUMMER CLOTHING ONLY!**
 - **75 ENTRIES ACCEPTED** FROM PREEMIE TO BIG KIDS 14/16 ONLY!
 - **SIZES 10-16:** Limited to jeans, athleisure, hoodies, outerwear
 - **NO FALL/WINTER** patterns, fabrics or design
 - **BUNDLE SIMILAR ITEMS** to maximize entries & profits
 - **INSPECT EVERY ITEM** under bright light for stains or damage
- **FOOTWEAR:** CRIB TO ADULT SIZE 6! Must be clean & grime free (No used slippers.)
- **WOMEN'S BRAND NAME HANDBAGS** (Premium High End only)
- **ACCESSORIES:** NEW only undergarments & socks/tights (Ties, belts etc may be added to an outfit securely)

BEDROOM/NURSERY

- BABY MONITOR & OWLETS
- SOOTHERS & MOBILES
- DIAPERING SUPPLIES & DIAPER BAGS
- NURSING PILLOWS
- BASSINET/COSLEEPER
- KIDS' TABLE & CHAIRS
- TRAIN TABLE
- NEW IN BOX CRIB MATTRESS ONLY

BATHROOM

- INFANT & TODDLER TOWELS & WASHCLOTHS
- POTTY CHAIR
- BATH TOYS
- NEW ONLY BABY CARE & DIAPERS
- SLING BATHTUBS (check recalls)



GARAGE/OUTDOOR

- **CARSEATS & BOOSTERS** (within 5 year expiration & original owner)
- **RIDE-ONS:** Scooters, Bikes, Trikes, Wagons, Power Wheels etc
- **OUTDOOR PLAY:** picnic, slides, cozy coupe, activity centers
- **SEASONAL SPORTING EQUIPMENT** (Golf sets, baseball, soccer, lacrosse, hockey, rollerblades etc)
- **STROLLERS & BABY CARRIERS**



KITCHEN

- HIGH CHAIR/BOOSTER SEATS
- FEEDING SUPPLIES
- DISHES/CUPS (NEW ONLY)
- BOTTLE WARMER/BABY FOODMAKER
- HEALTH & SAFETY ITEMS
- BIBS & BOTTLES (NEW ONLY)
- BREASTPUMP (NEW ONLY)



LIVING ROOM

- **BABY GEAR:** INFANT SEATS, SWING, MAMAROO, PACK N PLAY ETC
- KIDS' CHAIRS/ROCKING HORSE
- TOYS (no grab bags)
- VIDEO GAMING SYSTEMS
- BOOKS & PUZZLES
- GAMES & ARTS/CRAFTS (NEW ONLY!)
- TOY ORGANIZERS/STORAGE
- PRETEND PLAY KITCHENS/TOOLBENCH
- DOLLHOUSES/PLAYSETS



UNACCEPTED ITEMS & BRANDS

We bring in 1000's of shoppers each sale looking for GREAT DEALS!

Bring us your BEST , BRAND NAME items only. Smoke-free & Pethair-Free Only!

CLOTHING

Must be CURRENT fashions within 5 years old. No STAINS, VINTAGE or OUTDATED items.

- **CONDITION:** All items must be in excellent, gently used condition or new. Must be FRESHLY LAUNDERED and smelling fresh. (Damaged, Musty or smoke smell items will be rejected.)
- **SETS/OUTFITS:** Items sold together as OUTFIT or SET need to be SAME size and pair well.
- **BUNDLE;** Must be same size items. Pair 2-3 character tees or cotton shorts together on one hanger.
- **HOW TO HANG:** Use the PROPER sized plastic or wire hanger. All hangers need to form a "?" when hanging garment on them. Garments must face in same correct direction.
- **INFANT SIZES:** No individual basic items under 12mos. are accepted. Pair with same size item.

ALL ITEMS MUST BE CURRENT, EXCELLENT CONDITION & LESS THAN 5 YEARS OLD.

UNACCEPTED ITEMS

ALL RECALLED ITEMS. CHECK UPDATED RECALL LISTS @ WWW.WEMAKEITSAFER.ORG

- ACCESSORIES: belts, kids' purses, hair, kids' jewelry/beauty/nail
- BATHTUBS (sling only)
- BEDDING (infant blankets only)
- BUMBO SEAT without fastener
- CD/ DVDS
- CRIB BUMPERS
- FAST FOOD OR GRAB BAG TOYS
- FURNITURE
- MATERNITY CLOTHING
- PARTY SUPPLIES
- ROOM DECOR: lamps, rugs, curtains, frames, breakables, piggy banks, etc
- STUFFED ANIMALS except Licensed Character such as Disney, Sesame Street, Build a Bear, Paw Patrol etc



UNACCEPTED BRANDS

THESE BRANDS MAY BE SOLD IF NEW WITH TAG OR A SPECIALTY OUTFIT STYLE.

- Circo
- FREE or TOURIST tshirts
- Faded Glory
- Garanimals
- Gerber Basics
- Hanes
- McKids
- Okie Dokie
- Route 66
- Simply Basics
- Wonderkids/Wonderation
- Fast Fashion by Shein & Temu
- Cherokee
- Xhilation



NEW ONLY ITEMS

THESE ITEMS MAY SOLD IF BRAND NEW IN PACKAGE ONLY.

- Arts & Crafts
- Boxed Puzzles
- Bibs/Feeding/Utensils
- Bottles (plastic)
- Breastpumps or access
- Games
- Humidifiers
- Crib Mattress
- Nursing Supplies
- Slippers
- Socks/Tights
- Undergarments
- Vaporizers
- Video Games



BELLA PRICING STRATEGY



ex. \$100 Retail Price = \$20-\$35 Bella Price



PRO-TIP: Don't Get Hung Up on Individual Prices. Use our Pricing Strategy that Works!

OUR STRATEGY: Price MOST items @ 20-35% of retail value

ENTER THESE FIRST!

\$100 retail
=
\$30-40
Bella Price

NEW ITEMS!
Price 50%
of retail!

Top Selling Items

BABY GEAR | LARGE TOYS

(SNOO, STEP 2, LITTLE TIKES, RADIO FLYER,
BABY JOGGER, MAMAROO, UPPABABY)

PRICE @ 30-40% OF RETAIL

FAVE BRAND TOYS

(MELISSA & DOUG, LEGO, FISHER PRICE,
DISNEY, IMAGINEXT, LEAPFROG, VTECH)

PRICE @ 25-35% OF RETAIL

CLOTHING PRICING & PREP

- BUNDLE COMPLETE OUTFITS /SETS in same size
- CHOOSE YES TO DISCOUNT
- PRESENTATION & SMELLING FRESH MATTERS!
- \$3 MINIMUM PRICEPOINT
- DON'T GET HUNG UP ON INDIVIDUAL PRICES FOR EACH ITEM

CLOTHING & SHOE BRANDS INCLUDE BUT ARE NOT LIMITED TO:

EVERYDAY - 20%

of retail market price

CAT & JACK
CARTERS
CHEROKEE
CHILDRENS PLACE
CHILD OF MINE

\$3-4
*ave price
per item*

DISNEY BABY
HONEST BABY
JUST ONE YOU
OLD NAVY
OSH KOSH

NAMEBRAND - 25%

of retail market price

ADIDAS
GAP
JANIE & JACK
LITTLE ME
NIKE

\$5-6
ave price

PRIMARY
POLO
STRIDE RITE
TUCKER & TATE
UNDER ARMOUR

PREMIUM - 30%

of retail market price

CREW CUTS
HANNA ANDERSON
KATE QUINN
LILLY PULITZER
LITTLE SLEEPIES

\$8+
*ave
price*

MINI BODEN
NORTH FACE
PATAGONIA
POSH PEANUT
TEA

Bella KIDS CONSIGNOR OPTIONS:

1 DIY

THE ORIGINAL METHOD!

- KEEPS DETAILED INVENTORY OF ITEMS
- DISCOUNT OR DONATE OPTION
- FREE VIP PRESALE TICKET TO SHOP EARLY ACCESS DAY!
- MORE TIME IS REQUIRED TO ENTER ITEMS WITH DESCRIPTIONS.
- MORE TIME REQUIRED TO PICKUP UNSOLD ITEMS.

2 EXPRESS TAGGING

NEW, FASTER METHOD!

- ALL ITEMS MUST BE MARKED DISCOUNT & DONATE YES to utilize this feature!
- CUTS TAGGING TIME IN OVER HALF!
- SIMPLY CLICK & PRINT TAGS! JUST SELECT PRICEPOINT & # OF TAGS
- FREE VIP PRESALE TICKET TO SHOP EARLY ACCESS DAY!
- NO PICKUP REQUIRED!
- EXTRA HOUR OF SALES ON SUNDAY!

TOP *Selling* ITEMS

- | | |
|--------------------|-----------------------------|
| 1. Disney | 16. Step 2 |
| 2. Buffalo Bills | 17. Legos |
| 3. Nike | 18. Unicorns |
| 4. Bamboo | 19. Dinosaurs |
| 5. Fisher Price | 20. Sandals |
| 6. Paw Patrol | 21. Minnie Mouse |
| 7. Summer prints | 22. Buffalo Sabres |
| 8. Bamboo | 23. Strollers/Gear |
| 9. Bluey | 25. Swimwear |
| 10. NEW toys | 26. Trikes |
| 11. Stroller | 27. 18" dolls |
| 12. Rainboots | 28. Lovevery |
| 13. Melissa & Doug | 29. Vtech |
| 14. Little Tikes | 29. Outdoor Toys |
| 15. Wagons | 30. 4 th of July |

SELL THESE TO MAKE BIG \$\$\$!



DIY METHOD TO ENTER ITEMS:

(Click Here to Watch Our
3 Min Tutorial Video.)

GET STARTED WITH MY CM: OUR ONLINE INVENTORY DATABASE

LOG IN TO YOUR ACCOUNT: Go to www.myconsignmentmanager.com/wnybellakids

1. Click on **CORRECT SALE/DATE LINK**. Login using your consignor number and password.

2. Choose **ENTER INVENTORY**.

3. Choose **CORRECT CATEGORY** (ex. TOYS)

4. Enter **DESCRIPTION** (use description to help MATCH your item if tag gets lost during sale)

- **LINE ONE:** Brand & item (ex. 2 pc Carters red sweater set)

- **LINE TWO:** Highlight details such as “New without Tags” or “Worn Once” and “Retails for \$150!”

5. Select **SIZE** (where applicable)

- **For items that have a range (ex 3-6mos) ALWAYS select the smallest size entry.** ex. For 3-6mos, select 3MOS for size.

6. Enter **PRICE** (min \$3)

- Our general pricing rule is 25% of retail price! \$100 Retail Price = \$25 Bella Price
- ALWAYS think to yourself, “What would I pay for this at a consignment sale?”
- Price it to sell! See our Pricing Guide for help.

7. Enter **QUANTITY** (only applies if there are more than one of the same exact item)

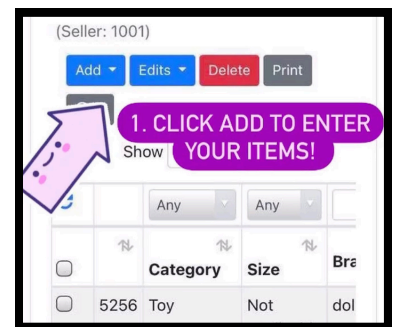
8. Select **DISCOUNT OR DONATE**.

- **We recommend DISCOUNT: YES!** If your item is still unsold by Sunday, there's a reason for it! Price it Half Off to sell it on the last day! Avoid picking items up and DISCOUNT them!
- *** DONATE: YES:** If item is unsold, it will be donated to Harvest House! And you will get a tax donation receipt!

9. Click **SUBMIT**.

NEW! DONATE “YES” ITEMS WILL HAVE AN EXTRA HOUR TO SELL ON SUNDAY DURING OUR 75% OFF SALE!

 **HAVING TROUBLE LOGGING INTO YOUR ACCOUNT?** Clear your browser history & cache.
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PRO TIPS TO SAVE TIME WHEN ENTERING ITEMS:

- **Sort FIRST!** Get items organized first by category/size/type for faster entry & tagging! Rubberband sizes & keep them in size & style order for dropoff!
- **ABBREVIATE:** Use NWT (New With Tags) or NWOT (New Without Tag)
- **YOUR DESCRIPTION SELLS IT!** Include info such as color/pattern/brand
- **BATCH ENTER ITEMS:** 8 Tags print per page. Don't waste any cardstock!
- **EDUCATE SHOPPER ON RETAIL PRICE PAID:** For higher priced items, educate shoppers on retail value of item! (Retails for \$175)

HOW TO PRINT/ATTACH TAGS:

PRO-TIP: Enter items by similar category ALL AT ONCE. (ie. toys, girls clothing etc)

Step 1 - GENERATE YOUR TAGS: Once you've entered a batch of items, click GENERATE tags. The system will automatically generate the tags.

PRO TIP: Print in small batches (3-5pgs at a time) to ensure good print quality .

PRO TIP: Keep clothing items separated by category (2T Girl PJ's, 2T Girl Swim, etc for dropoff)

Step 2 - PRINT TAGS: Use white cardstock ONLY!

Cardstock is sturdy & doesn't tear easily! It helps prevent lost tags and orphan items during sale!

PRO TIP: Use a PC (not MAC) to print your tags!

- ALWAYS Select **GRAYSCALE or DRAFT** mode only.
- Be sure bottom or side margins are not cut off.
- Check print quality of all pages printed.



Step 3 - MARK TAGS & HANGERS {FOR DONATE NO ONLY!}

PRO TIP: This step will cut your pickup time in HALF!

- Flag hangers at top with colored ribbon or washi tape
- Stamp or highlight tags in blank space



Step 4 - CUT OUT TAGS

PRO TIP: Before cutting complete a Quality Check on all sheets!

- **BOTTOM/SIDES NOT PRINTING?** Reduce your printer page scale to 93%
- **BLURRY LINES?** Realign your printer settings
- **TOO DARK BETWEEN LINES?** Make sure draft/grayscale is used!

PRO TIP: Need Help? Call/Text Jamie @ 716-908-0056!

4. SECURE TAG TO ITEM. DO NOT tape over barcode.

- **CLOTHING:** Use a tagging gun or safety pin. DO NOT attach to front of garment, this causes holes.
- **BABY & TODDLER SHOES:** Recommended to use storage bag.
- **BIG KID SHOES & BOOTS:** Use zip ties or twine to secure shoes
- **GEAR:** Attach manufacturer guide, if possible.
- **TOYS:** Secure all parts of toy together with a large storage bag and tape to toy. Include working batteries.
- **BOOKS/PUZZLES:** Use removable blue tape or plastic wrap



PRO TIP: Need Help? Call/Text Jamie @ 716-908-0056!

TOP 5 WAYS TO INCREASE YOUR PROFIT CHECK!

1. MARK ITEMS "YES" TO DISCOUNT & DONATE

Saying YES to DISCOUNT increases the likelihood your items will sell! If items remain on Sunday, they probably were overpriced to begin with! PLUS you'll get earliest access to our Presale AND a tax donation receipt. And your items will have an EXTRA hour to sell during our 75% off sale. BONUS: Say goodbye to the hassle of pickup!!!

2. ENTER OUR TOP SELLERS FIRST

Always start with top sellers & your pain points at home: TOYS, STROLLERS, RIDE-ON TOYS. Then work on best-selling seasonal clothing.

OUR HAPPIEST CONSIGNORS



Say YES to
DISCOUNT AND DONATE!

3. DON'T GET HUNG UP ON INDIVIDUAL PRICES.

Our TOP Sellers with the biggest checks would tell you NOT to waste too much time on individual pricing. Use our successful pricing strategy that has a proven track records of sales for the last 13 years! (25% of retail price paid.)

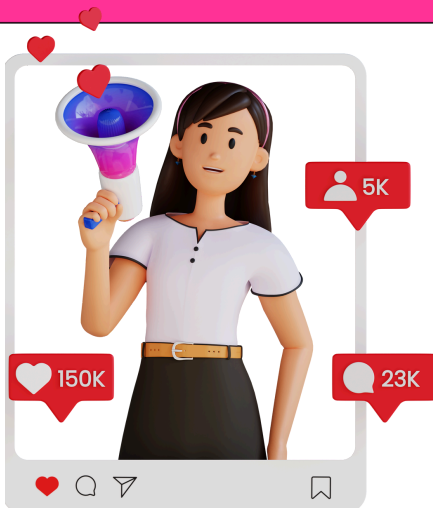
4. ADD A VIP HELPER SHIFT FOR AN EXTRA 5%

Join us during setup, dropoff, sale week, or breakdown! Each shift adds an additional 5% to maximize your profits to 70% profits, join other fun moms and dads, and learn more about our sale!

5. PRESENTATION MATTERS

Take the time to make Your Items look and smell irresistible to our shoppers!

THE MORE YOU TELL, THE MORE YOU \$ELL!



1. GET SOCIAL WITH US! Post your participation across social media platforms & FB Marketplace!

2. TEXT YOUR FRIENDS to shop the sale weekend!

3. SHARE OUR FLYER around town at preschool & dance class etc.



www.facebook.com/WNYBellaKids



[@wnybellakids](https://www.instagram.com/wnybellakids)

PAYDAY!



DELUXE E-CHECKS is our form of payment! It's a faster & easier way to get paid!

- Simply print your paper check fast within 5-10 business days after sale ends.
- A secure EMAILED link will be sent to print your check.
- Learn more @ <https://youtu.be/RTFQobccSM4?t=92>

HOW TO REDUCE YOUR RISK OF LOST ITEMS!

In all retail environments, there's a risk of lost items. Here's how to reduce your risk during our sale events:

- DON'T mis-match your tag on the WRONG item.
Be sure your tag matches the item it is attached to.
- DON'T duplicate tags. Each tag is unique to 1 item.
- REPRINT bad quality tags that have low ink.
- TAPE your bags/sets securely to item to avoid loss or damage.
- Attach barcodes with clear tape but DO NOT tape over the actual scanned barcode.
- Flag your hangers with colorful washi tape for easy, fast pickup of unsold items.
- Stamp your tags with a colorful design or sticker for easy, fast pickup of non-clothing or packaged items.
- When volunteering, constantly monitor and engage with shoppers in your area.



Thank you for joining our community pop-up sale! With your participation, you are ...



- *Blessing another local family with your items.*
- *Recycling your outgrown items to decrease your family's carbon footprint.*
- *Supporting a locally-owned, mom-run business.*
- *Joining 100's of other local families that consign to make extra \$\$\$ for their household.*

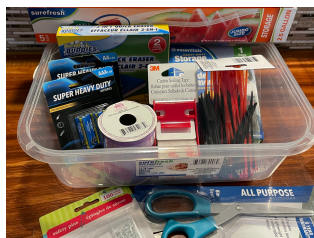
♥ Kristi & the Bella Kids Team

How To Consign Videos



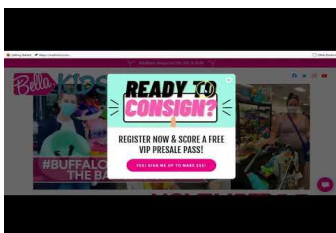
CLICK LINKS BELOW TO WATCH OUR HELPFUL YOUTUBE 2-MIN VIDEOS

CONSIGNOR 101: Getting Started



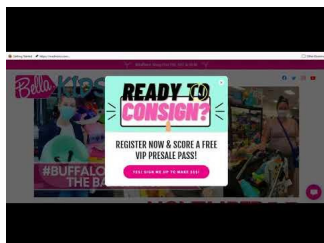
CONSIGNOR SUPPLIES

- Make a \$10 Dollar Tree kit
- White cardstock
- Hangers



HOW TO ENTER ITEMS

- Log into your consignor acct
- Use drop down menus
- Be sure to select CORRECT category & size for each item



HOW TO PRINT TAGS

- White CARDSTOCK only!
- System prints 8 tags per sheet
- USE PC in DRAFT mode



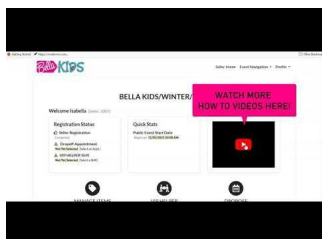
ANATOMY OF A TAG

- Explains sections of a tag including discount, donate and sort code
- Prevent missing tag tips



BABY GEAR PREP

- Gently Used, Excellent Quality items are only accepted.
- Attach pieces securely together
- Grime free & current items only



CLOTHING PREP

- Appropriate size hanger reqd
- All hung in same "right" direction
- Sets/outfits secured together