



August/Back to School 2026 Sale

WELCOME KIT

Consignor Cheat Sheet

WHAT'S NEW THIS SALE!



LISTING FEE: Similar to our online sale, to cover operating costs, a \$0.50 per item listing fee is added to each entry (ex. \$4.50 tagged price)



FLAG HANGERS & STAMP TAGS! (For Donate NO Only)
Cut your pickup time in half with wash tape on hangers & color stamp on tags.



QUALITY CONTROL IMPROVEMENTS!
We'll offer a \$1 coupon to anyone finding an item on a salesfloor not meeting the Bella standard! Consignors with more than 3 rejections will have a \$5 fee deducted from their profit check.

★ EVERYTHING YOU NEED TO KNOW AT A GLANCE! ★

We make it easy. You make extra money.

Thank you for helping us keep kids & families thriving!



EARN 60-70%
Our average consignor check is \$490 last sale!



PRICE SMART
Most items sell best at 20-35% of retail value.



KEEP IT SIMPLE
We make it easy to consign with our express tag!



SHOP EARLY
Earn shopping passes & shop before the public!



COMMUNITY
Join hundreds of mamas making extra money together!

GET STARTED IN 5 EASY STEPS

1 REGISTER
Create your account at www.716kids.com and choose a seller #.

2 PREPARE
Gather, inspect, clean & organize your items. Use the Price Guide for help!

3 ENTER ITEMS
Enter your items online or use Express Tag to create all your tags in just 15 minutes!

4 PRINT & ATTACH TAGS
Print on cardstock, cut, and attach securely. See printing tips!

5 DROP OFF
Bring your tagged items to drop off by appt only. You've got this!

CATEGORY LIMITS PER SELLER

★ TOTAL ENTRIES PER CONSIGNOR LIMIT = 150

CLOTHING (Infant - Big Kid)



75 ITEMS

INFANT - BIG KID
See size guidelines below.

SHOES



10 ITEMS

Crib to Adult 7 Only.
Must be in clean, excellent condition.
Secure together with zip tie or in ziploc bag.

GAMES, PUZZLES, ARTS/CRAFTS



10 ITEMS

New Only Unless Melissa & Doug.

EXTRAS



10 ITEMS

Includes New Socks, New Undergarments, Backpacks, Lunch Bags, & summer/fall hats.

BOOKS



10 ITEMS

Must be current titles and bundles are limited to 3 books maximum.

INFANT SIZES

No single basic items accepted. Pair with matching size item.



BIG KID SIZE 10-16 and Character Tees.

Only Top Selling Brands Accepted Including Abercrombie, Adidas, Carhartt, Columbia, Gap, Hanna Anderson, Hurley, Lululemon, Nike, North Face, Old Navy, Under Armour, Quiksilver, Vineyard Vines.



PRINT LIKE A PRO

- ✓ Print on 8.5 x 11 WHITE CARDSTOCK (65 lb or higher)
- ✓ Mac users: Print using BEST quality option.
- ✓ If bottom is cut off, change Scale to 92%
- ✓ Margins: None or Minimum
- ✓ Print a test page first
- ✓ Barcodes should be dark, crisp & clean
- ✓ Bright white space between each barcode line

ATTACH TAGS LIKE A PRO

- ✓ Attach tag securely without damaging item.
- ✓ Safety pins must be attached at seam or label.
- ✓ Do NOT cover barcode with tape.



Do NOT Attach Tag Through Front of Garment.

MOST COMMON MISTAKES

- ✗ Printing on regular paper. Use 8.5 x 11 WHITE CARDSTOCK only for best results.
- ✗ Using a Mac? Print using BEST Quality Draft/Greyscale works for most printers, but Mac users should select BEST quality.
- ✗ Taping over barcode. Never tape over the barcode. It must be clear to scan.
- ✗ Printing a Test Page First. Print 1 test page before printing everything. Helps avoid waste and troubleshoot alignment issues.

DROP OFF DETAILS

DROP OFF DATES (BY APPOINTMENT ONLY)
August 3 - 5, 2026

LOCATION
Cedars Venue
2040 Wehrle Dr
Williamsville, NY 14221

HAVE QUESTIONS? CONTACT US!

- ☎ Jamie, Consignor Coach
Call/Text: 716-908-0056
- 📘 FB Consignor Group
Get helpful advice from Top Seller Admins!
- 🔗 All Consignor Links
<https://linktr.ee/BellaKidsConsignors>

Scan me!



IMPORTANT DEADLINES

- 📅 LAST DAY TO ENTER REGULAR ITEMS
Sunday, August 2 at 8pm
- 🚗 DROP OFF BY APPOINTMENT ONLY
August 3 - 5, 2026
- 🌟 VIP PRESALE DAY
Thursday, August 6
- 🛍 SALE DATES (OPEN TO THE PUBLIC)
August 7 - 9, 2026
- 📦 PICKUP UNSOLD ITEMS
Sunday, August 9, 2026
by appt between 4-5:30pm

Better Items. More Sales. Bigger Checks. Your Time is Valuable - Let's Make It Count!



START HERE!

Your Step-by-Step Guide to Earning Extra Cash This Sale



First time consigning?

Follow these simple steps and you'll be ready for drop-off in no time!

1



GATHER ITEMS

- ✓ Toys
- ✓ Clothing
- ✓ Baby Gear
- ✓ Outdoor Items

Focus on our **MOST WANTED** items first!



★ MOST WANTED THIS SALE!



Halloween Costumes



Back to School Outfits



Fall Outerwear



Bills Gear



Baby Gear



Toys



Bamboo & more!



These items sell fast and for top dollar!

2



CHECK ITEMS

- ✓ Remove unaccepted items
- ✓ Check for stains or damage
- ✓ Check for missing pieces
- ✓ Review our Unaccepted Brands List



Don't waste time tagging items that won't pass inspection!

3



ENTER & PRICE

- ✓ Enter items into your account
- ✓ Use our Pricing Guide
- ✓ Most items sell best at 20-35% of retail



PRO TIP:

Don't overthink pricing!

4



PRINT & TAG

- ✓ Print on WHITE cardstock only
- ✓ Attach tags securely
- ✓ Organize by category and size
- ✓ Never tape over barcodes

Great presentation = more sales = more money for YOU!

5



DROP OFF & GET PAID

- ✓ Attend your drop-off appointment
- ✓ Shop your FREE VIP Presale Ticket
- ✓ Get paid after the sale
- ✓ Celebrate your profit check!



OUR TOP SELLERS DO THESE 3 THINGS



START WITH TOP SELLERS

Toys, Baby Gear & Seasonal Items sell the fastest!



CHOOSE DISCOUNT & DONATE

More perks. More sales. Happier consignors!



MAKE ITEMS LOOK AMAZING

Fresh, clean, organized & on trend is what shoppers love!



Need Help?

We're here for you!

716-575-KIDS

Text or Call our Consignor Coach

HOW-TO VIDEOS



CONSIGNOR FB GROUP



SUPPLIES LIST



CONTACT US

CALL OR TEXT

716-575-KIDS



CATEGORY LIMITS

Quality Over Quantity = More Sales!

We set category limits to keep our event organized and full of the items shoppers want most.

Please stay within the limits below:



1 ITEM LIMITS PER SELLER

★ TOTAL ENTRIES PER CONSIGNOR LIMIT = 150

CLOTHING

75 ITEMS

See INFANT & BIG KID CRITERIA below.

SHOES

10 ITEMS

Crib to Adult 7 Only. Must be in clean, excellent condition. Secure together with zip tie or in ziploc bag.

GAMES, BOXED PUZZLES, ARTS/CRAFTS

10 ITEMS

New Only Unless Melissa & Doug.

EXTRAS

10 ITEMS

Includes New Socks, New Undergarments, Backpacks, Lunch Bags, & summer/fall hats.

BOOKS

10 ITEMS

Must be current titles and bundles are limited to 3 books maximum.

INFANT SIZES:

No single basic items accepted - Pair with matching size item.

BIG KID SIZE 10-16:

Only Top Selling Brands Accepted Including Abercrombie, Adidas, Carhart, Columbia, Gap, Hanna Anderson, Hurley, Lululemon, Nike, North Face, Old Navy, Under Armour, Quiksilver, Vineyard Vines. **and Character Tees.**

2 TOTAL EVENT LIMITS

Once Event Limit is reached for these categories, add the **RESTOCK** feature to your account to add additional items.

Get Your Items Entered Early!

TOTAL EVENT ITEMS						
35,000 ITEMS	2,000 Shoes	50 Strollers	1,000 Halloween Costumes	25 Bassinets	25 Swings	1,500 Books

3 KEEP IT BALANCED!

TOP SELLER TIP: Don't fill your entries with just clothes. Mix in toys, baby gear, books & shoes! Everything adds up & sells in great condition!

BAMBOO & BOUTIQUE BRANDS sell great and have their own racks for our Bougie Shoppers.

A balanced inventory helps **EVERYONE** earn more!

THESE ITEMS MAY SOLD IF BRAND NEW IN PACKAGE ONLY

Thank You!

Following these limits helps us create the **BEST shopping experience** for everyone!



Better Items = More Sales • More Sales = Bigger Checks • Your Time is Valuable—Let's Make It Count!



WHAT SHOULD I SELL?

Start in these rooms first!

Focus on our **MOST WANTED** items to maximize your profit!

★ MOST WANTED THIS SALE!



Halloween Costumes



Back-to-School Outfits



Fall Outerwear



Bills & Sabres Gear



Baby Gear



Toys



Bamboo & more!



These items sell fast and for top dollar!



CLOSETS

- ✓ Late Summer & Fall Clothing
- ✓ Shoes & Boots
- ✓ Dance Apparel
- ✓ Backpacks & Lunch Bags
- ✓ Halloween Costumes



NURSERY

- ✓ Baby Monitors
- ✓ Bassinets
- ✓ Nursing Pillows
- ✓ Diaper Bags
- ✓ Toddler Beds



BATHROOM

- ✓ Towels & Washcloths
- ✓ Bath Toys
- ✓ Potty Chairs
- ✓ New Baby Care Items



KITCHEN

- ✓ High Chairs
- ✓ Booster Seats
- ✓ Feeding Supplies
- ✓ Bottle Warmers
- ✓ Bottle Racks



PLAYROOM

- ✓ Toys
- ✓ Books
- ✓ Games & Puzzles
- ✓ Pretend Play



OUTDOOR

- ✓ Strollers
- ✓ Wagons
- ✓ Trikes & balance bikes
- ✓ Power Wheels
- ✓ Outdoor Play Equipment



LESS THAN 5 YEARS OLD?

We want current styles and safety standards.



EXCELLENT CONDITION?

No stains, rips, tears, or heavy wear.



CLEAN?

Freshly laundered and ready to sell.



COMPLETE?

All pieces, parts, and accessories included.



WOULD I BUY IT?

If you wouldn't buy it, someone else won't either!



If not, leave it home.



FOCUS ON QUALITY = MORE SALES = BIGGER PROFIT!



SCAN QR CODE FOR ALL CONSIGNOR LINKS

Everything you need in one place!



READ ITEM DESCRIPTIONS

Honest details build trust and boost sales.



PRICE TO SELL

Use our Pricing Guide on the next page!



DISCOUNT & DONATE

More perks. More sales. Happier consignors!

THANK YOU for helping make Bella Kids the BEST sale for families!



Questions? We're here to help! Call or Text the Consignor Hotline 716-575-KIDS



BELLA PRICING MADE EASY!



More Items Entered = Bigger Profit Checks ♥

Our biggest profit earners focus on entering **MORE** items, not spending hours pricing each one.

1 WHAT SHOULD I PRICE IT FOR?

RETAIL PRICE		BELLA SUGGESTED PRICE
\$10	>	\$3.50
\$20	>	\$7
\$40	>	\$15
\$60	>	\$22
\$100	>	\$35
\$200	>	\$75

★ Top sellers focus on speed, not perfection. Price it fairly and keep entering items!

★ BELLA RULE OF THUMB

Most items sell best at

25 - 35%

of retail value

2 CLOTHING PRICE CHEAT SHEET

EVERYDAY BRANDS



(Carter's, Old Navy, Children's Place, Cat & Jack)

\$3-\$4

Average price per item

NAME BRANDS



(Nike, Adidas, Gap, Under Armour)

\$5-\$6

Average price per item

PREMIUM BRANDS



(Hanna Andersson, Mini Boden, Tea, Little Sleepies, Kate Quinn)

\$8+

Average price per item

3 ENTER THESE FIRST!



TOYS



BABY GEAR



BILLS/SABRES GEAR



BAMBOO CLOTHING



RIDE-ON TOYS



OUTDOOR PLAY



SEASONAL ITEMS

★ Highest Demand = Highest Checks!

4 NEW ITEMS?

PRICE AT
50%
OF RETAIL



5 3 THINGS THAT SELL MORE!



BUNDLE IT

Pair outfits together. Sets sell faster!



CHOOSE DISCOUNT

Choose YES to Discount for more perks and earlier shopping!



PRESENTATION MATTERS

Clean, fresh, and neatly presented items sell for more!



♥ Remember:

Price to sell, choose Discount & Donate, and bring your BEST items!

YOU'VE GOT THIS!

We're so glad you're here!



Don't make the **BIG ROOKIE** Mistake: Overpricing!



ENTER ITEMS LIKE A PRO

Watch. Enter. Profit.
New to Bella Kids?



fisher-price

Watch these quick videos before you start entering inventory.

TOP VIDEO TRAININGS



How To Enter Items
(3 min)



How To Print Tags
(2 min)



Clothing Prep & Hanging Tips
(2 min)



Baby Gear Prep & Safety Check
(3 min)



Pricing Made Easy
(2 min)



★ Most new consignors can learn everything they need in under 15 minutes.

7 EASY STEPS TO ENTER AN ITEM

1



CHOOSE A CATEGORY



Clothing



Toys



Baby Gear



Books

Select the category that best fits your item.

Category

Toys

Subcategory

Educational

3



SELECT SIZE

Choose the correct size when applicable.

Infant

Toddler

Youth

Teen

Size

2T

4



PRICE YOUR ITEM

Most items sell best at 20–35% of retail value.

LISTING FEE

To cover rising operating costs, a \$0.50 per item listing fee is added automatically to each entry.

EXAMPLES:

\$4.00 → \$4.50

\$10.00 → \$10.50

Price

\$ 10.00

Tagged Price (includes \$0.50 fee)

\$10.50

Suggested: \$8.00 - \$14.00

5



CHOOSE DISCOUNT

YES = Item sells during discount day. Most top consignors select YES.

Discount

Yes, discount my item on discount day

6



CHOOSE DONATE

YES = Unsold items donated
✔ No pickup appointments
✔ Supports local charities
✔ Saves time

Donate

Yes, donate unsold items

7



SUBMIT & REPEAT

Click Submit.

You're done!

Keep going until you've entered all your items.

Actions

Submit Item

SAVE TIME!

EXPRESS TAG FEATURE

Looking to save time? With just a quick click, get all your items entered in just 15 minutes!

Simply select your options and click Create My Tags. The system does the rest—no descriptions or categories necessary!

1

CHOOSE A PRICE POINT

\$3

\$4

\$5

2

CHOOSE HOW MANY TAGS

10

25

3

YES TO DISCOUNT?

YES

4

YES TO DONATE?

YES

5

CLICK & CREATE

Create My Tags

PRO TIPS FOR SUCCESS!



Enter your best items first!



Print tags after you're finished entering!



Save time & attach tags as you enter them so it's easy at drop off!



Watch the videos if you get stuck!



Reach out—
We're Happy To Help!
Jamie, Consignor Coach
Call/Text: 716-908-0056

Better Items.



More Sales.



Bigger Checks.



Your Time is Valuable – Let's Make It Count!



🚫 DON'T WASTE YOUR TIME!



Every item you leave at home is time you can spend entering items that *actually sell*.

Save yourself hours of work by focusing only on items shoppers want to buy!

1 LEAVE THESE AT HOME



CLOTHING

- ✗ Stained Clothing
- ✗ Outdated Styles
- ✗ Musty Smelling Items
- ✗ Missing Buttons
- ✗ Worn-Out Shoes



HOUSEHOLD

- ✗ Beds/Bedding
- ✗ Room Decor
- ✗ Curtains
- ✗ Rugs
- ✗ Lamps
- ✗ Furniture & Mattresses



TOYS

NO Bikes

- ✗ Fast Food Toys
- ✗ Grab Bag Toys
- ✗ Recalled Items
- ✗ Missing Pieces
- ✗ Floor Dollhouses
- ✗ Football & Train Tables

NO Stuffed Animals



BABY

NO Solid Bathtubs

- ✗ Expired Car Seats
- ✗ Cribs & Crib Bumpers
- ✗ Crib Bedding Sets
- ✗ Open Baby Products
- ✗ Recalled Items
- ✗ Dirty/Grime Strap Items
- ✗ Used Feeding Items



2 BRANDS WE TYPICALLY DON'T ACCEPT

CIRCO

Garanimals

wonder nation

Faded Glory

GEORGE basics

Hanes

SHEIN

TEMU

OLD NAVY BASICS

TIME TRU

FRUIT OF THE LOOM

TOURIST TEES

★ These may be accepted if **NEW WITH TAGS** or part of a specialty outfit.

3 SELL THIS INSTEAD!

≧ Bring More Of These ≦



TOYS



OUTDOOR TOYS



HALLOWEEN



BILLS GEAR



OUTERWEAR



BAMBOO



BACKPACKS & SCHOOL SUPPLIES

4 ASK YOURSELF BEFORE TAGGING

≧ Would I buy this? ≦

- ✓ Less than 5 years old
- ✓ Excellent condition
- ✓ Clean and odor-free
- ✓ Complete with all parts
- ✓ Current style

If not...

SKIP IT.



Our Best Consignors Are Selective ≦

We bring thousands of shoppers looking for GREAT deals—not garage sale leftovers.



Better Items = More Sales



More Sales = Bigger Checks



♥ FOCUS ON ITEMS THAT SELL FAST & FOR TOP DOLLAR! Your time is valuable—let's make it count! ♥



INCREASE YOUR PROFIT CHECK \$



5 Things Our Top-Earning Consignors Do Every Sale!

Bigger Checks Don't Happen By Accident! ♥

Follow these simple strategies used by our highest earning Bella Kids consignors.

1

ENTER TOP SELLERS FIRST

Don't Start With Onesies.



Toys



Baby Gear



Halloween Costumes



Bills Gear



Fall Outerwear



Bamboo Clothing



Outdoor Play

WHY?

These categories sell **FAST** and are most likely to earn you the biggest profits.

2



CHOOSE DISCOUNT + DONATE

This Is The #1 Profit Booster



More items sell



Better VIP shopping perks



Extra Bonus Hour to Sell More Items



No pickup appointment required



Less work for you



Top Bella Kids sellers almost always choose:

YES Discount
YES Donate

3

PRESENTATION MATTERS

Shoppers Buy With Their Eyes



Freshly Laundered & Hang Neatly



Wipe down toys



Include Working Batteries



Zip coats



Pair shoes together



Secure Sets Together



Air to all tires



Better Presentation = Better Sell Through!

4

BE A VIP HELPER TO SCORE BELLA PERKS

Earn More + Shop Earlier



VIP Early Shopping Ticket



Higher Profit Percentage



Meet Other Bella Families



See What Sells First



Many of our highest earning consignors **HELP** every sale.

5

SHARE THE SALE

More Shoppers = More Sales



Share Facebook posts



Post your favorite finds



Invite friends



Share with schools & parent groups



The more shoppers we bring in, the more items you sell!

READY FOR A BIGGER CHECK?

BEFORE DROP OFF, ASK YOURSELF:



Entered my best items first



Chose Discount



Chose Donate



Cleaned & organized everything



Shared the sale with friends



FUN FACT!

Many of our top consignors *earn hundreds more* simply because they focus on toys, baby gear, seasonal items, and presentation before spending time on lower-value items.

♥ Better Items = More Sales • More Sales = Bigger Checks • Your Time is Valuable—Let's Make It Count! ♥



PRINT LIKE A PRO

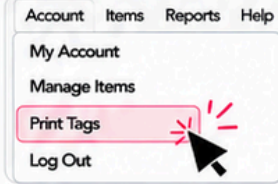
Perfect Tags = More Sales!

Great tags help shoppers read, scan, & buy your items!

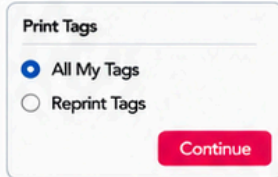


HOW TO PRINT YOUR TAGS

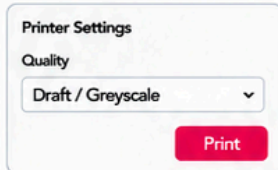
1 **CLICK**
Go to the **PRINT MENU** in your account.



2 **SELECT**
Choose what you want to print.



3 **SET**
Choose Printer Quality to Draft/Greyscale unless using a MAC.



4 **PRINT**
Print on 8.5 x 11 WHITE CARDSTOCK only.



5 **CUT**
Cut along tag lines.



6 **ATTACH**
Attach tag securely without damaging item. Safety pins must be attached at seam or label. Do Not Cover Barcode with tape.



Save Time & Use a Tagging Gun!

MOST COMMON MISTAKES

- ✗ Printing on regular paper
Use 8.5 x 11 WHITE CARDSTOCK only.
- ✗ Using a Mac? Print using BEST Quality
Draft/Greyscale works great for most printers, but Mac users should select BEST quality for proper barcode printing.
- ✗ Taping over barcode
Never tape over the barcode. It must be clear to scan.
- ✗ Printing a Test Page First
Print 1 test page before printing everything. Helps avoid waste and troubleshoot alignment issues.

Printing all your tags at once. Print in batches to save time matching tag to item.

PRINTING TIPS

- ★ Use 8.5 x 11 WHITE CARDSTOCK (65 lb or higher)
- ★ If the bottom of the page is cut off, change Scale to **92%**
- ★ Make sure margins are set to "None" or "Minimum"
- ★ Check your print preview before printing
- ★ Barcodes should look dark, crisp, and clean
- ★ There should be bright white space between every barcode line



Perfect Barcode!
Dark lines with bright white space between each line.

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!



DROP OFF LIKE A PRO

You've got this!

BEFORE YOU COME

- ✓ Enter all your items
- ✓ Print your tags on cardstock
- ✓ Attach tags securely (no tape over barcode)
- ✓ Sort by CATEGORY (Clothing • Shoes • Toys • Baby Gear • Books)
- ✓ Sort by SIZE within each category (Newborn → 24m → 2T → 3T → 4T ...)
- ✓ Flag & Stamp Donate No items
- ✓ Select a Dropoff Appointment in Your Account

A little prep goes a long way! It helps our team and gets your items on the sales floor faster!

WHAT TO BRING

- ✓ Inventory Entered
- ✓ Tags Attached
- ✓ Sorted By Category
- ✓ Sorted By Size
- ✓ Signed Copy of Dropoff Contract

A positive attitude! We're excited to have you!

DROP OFF DETAILS

- Drop Off Dates
August 3 – 5 by appointment only
- Location
Cedars Venue
2040 Wehrle Dr
Williamsville, NY 14221
- Contact Us Anytime
Jamie, Consignor Coach
Call or Text: 716-908-0056

THANK YOU!

You're helping families shop smart and giving great items a second life. We appreciate YOU!

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