

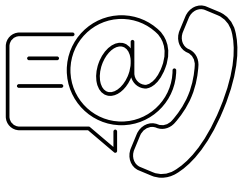
Bella **KIDS**

Bella **Chic**

Consignor Welcome Kit - Winter 2023

Welcome! We're thrilled to have you joining us! This is your step-by-step guide with live links. Get Started by watching our [HOW TO ENTER ITEMS](#) video tutorial! Be sure to join our active [FACEBOOK CONSIGNOR GROUP](#) for Top Seller tips and examples!

**OVER 700 LOCAL FAMILIES CONSIGN WITH US EACH SALE BECAUSE YOU...
START HERE... DROP IT OFF & GET PAID!**



WANT TO TALK TO OUR CONSIGNOR COACH?

Call or Text Jamie anytime @ 716-908-0056

BOOKMARK OUR CONSIGNOR RESOURCES!

Ready to get started? Scan these QR codes to Get Started!



Contact Us



**Consignor
FB Group**



Supplies



**Watch How
To Videos**

MY CM: OUR ONLINE INVENTORY DATABASE

SCAN QR
CODE TO
LOG IN!



Our Online Inventory System, My Consignment Manager, can be accessed anytime online from any device: phone, iPad, tablet, or computer! During our sale, log in to track your daily sales and watch your profit check grow!

ENTER
YOUR ITEMS
FROM
ANY DEVICE

anytime



IPAD/PHONE/SAFARI USERS: Enable all cookies first.

PC/LAPTOP USERS: Use latest version of Chrome, Edge or Firefox.



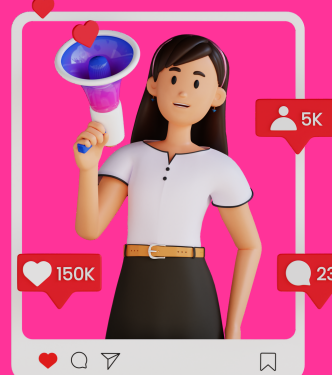
HAVING TROUBLE LOGGING INTO YOUR ACCOUNT? Clear your browser history & cache.

TOP 3 WAYS TO INCREASE YOUR SALES!

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)

CATEGORY LIMITS:

TOTAL BABY/KIDS CLOTHING = 100 ENTRIES

(SIZE 14/16 = Outerwear, Tees, Jeans/Joggers, Hoodies only.)

BABY/KIDS FOOTWEAR = 10 ENTRIES

(CRIB TO SIZE 5 SHOES PLACE IN ZIPLOC BAG)

ACCESSORIES & EXTRAS = 10 ENTRIES

Winter hats, gloves, scarves, hair access etc. AND new only undergarments, socks, tights, etc)

TOYS & BABY GEAR = NO LIMIT

BOOKS = 10 ENTRIES

(May Bundle up to 5 similar books together.)

GAMES & ARTS/CRAFTS = NO limit

(Must be NEW IN BOX only.)

WOMENS CLOTHING = 20 ENTRIES

WOMENS FOOTWEAR/ACCESS = 10

(On Trend items from accepted brands list only.)

HOME DECOR = 10 ENTRIES

(On Trend, Brand Name Non-breakable Items.)

CONSIGNOR DEADLINES:

ITEM ENTRY = MONDAY 11/13 @ NOON!

DROPOFFS = ACCESS TO SELECT YOUR APPT OPENS ON 10/15!

VIP PRESALE = THURS 11/16! GET EARLIEST ACCESS BY ADDING VIP HELPER SHIFTS!

**SUNDAY
PICKUP IS
NOT
REQUIRED!**

Choose Donate all unsold items & shop ahead of all other consignors!

Bella KIDS Pricing Guide:



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

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

Use our pricing strategy to MAXIMIZE your profit check. 1000's of shoppers each sale are eager for GREAT DEALS on CURRENT, EXCELLENT CONDITION items! The KEY is to price it right and it will sell!

PRICE @
30-35%
OF RETAIL

Top Selling Items

ENTER THESE ITEMS FIRST!

PRICE @
25-30%
OF RETAIL

BABY GEAR | LARGE TOYS

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

FAVE BRAND TOYS

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

CLOTHING PRICING & PREP

- BUNDLE COMPLETE OUTFITS /SETS
- CHOOSE YES TO DISCOUNT
- THE BETTER ITEMS LOOK, THE FASTER THEY SELL!

(Button up buttons, snap snaps, freshly launder!)

EVERYDAY: PRICE @ 20%

NAMEBRAND: PRICE @ 25%

PREMIUM: PRICE @ 30%

CLOTHING & SHOE BRANDS INCLUDE BUT ARE NOT LIMITED TO:

EVERYDAY - 20%

CAT & JACK
CARTERS
CHEROKEE
CHILDRENS PLACE
CHILD OF MINE
JUST ONE YOU
OLD NAVY
OSH KOSH

NAMEBRAND - 25%

ADIDAS
GAP
JANIE & JACK
LITTLE ME
NIKE
PRIMARY
POLO
STRIDE RITE
TUCKER & TATE
UNDER ARMOUR

PREMIUM - 30%

CREW CUTS
GIGGLE MOON
HANNA ANDERSON
KATE QUINN
MATILDA JANE
MINI BODEN
NORTH FACE
PATAGONIA
POSH PEANUT
TEA

How To Consign Videos:

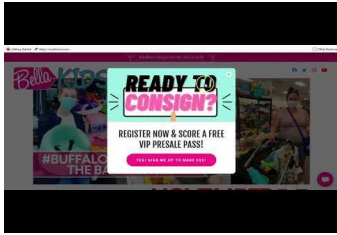


We offer several short & helpful video tutorials from our top selling consignors covering everything from merchandise prep to top pricing tips!



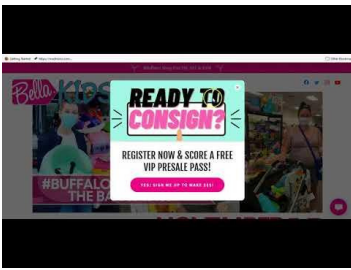
CONSIGNOR SUPPLIES

- 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
- PC's - Use DRAFT mode
- MAC - Use BEST mode



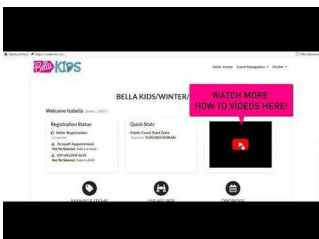
BELLA PRICING

- GENERAL RULE: 25% retail price
- ie. \$100 retail = \$25 Bella price
- Top selling items fetch more \$!



HOW TO PREP ITEMS

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



HOW TO HANG

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

ACCEPTED ITEMS BY ROOM

CLOSETS

- **FALL/WINTER CLOTHING:** PREEMIE TO BIG KIDS SIZE 14/16 - short & long sleeves ok. (NO spring/summer patterns, fabrics or design. NO tanks, shorts, swim, dance, or costumes.)
- **SHOE/BOOTS:** CRIB TO ADULT SIZE 8 (NO open toes or sandals.)
- **WOMEN'S BRAND NAME CLOTHING, HANDBAGS & SHOES** (See Accepted Brands List.)
- SPORTS APPAREL & CLEATS
- BACKPACKS & LUNCH BAGS



BEDROOM/NURSERY

- GLIDER/ROCKER
- YOUTH FURNITURE
- BABY MONITOR
- BEDDING: CRIB TO FULL
- DIAPERING SUPPLIES
- CHANGING TABLE
- NURSING PILLOWS
- BASSINET/COSLEEPER
- KIDS' TABLE & CHAIRS
- TRAIN TABLE
- KIDS' DESK/ACTIVITY CENTER
- TODDLER, TWIN, FULL BEDS FOR KIDS



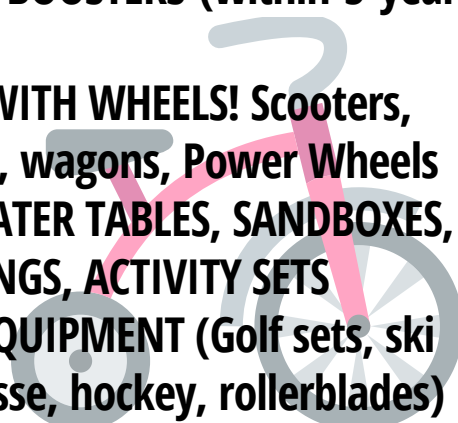
BATHROOM

- INFANT TUBS (Check recall lists)
- TOWELS & WASHCLOTHS
- POTTY CHAIR
- BATH TOYS



GARAGE/ OUTDOOR

- CARSEATS & BOOSTERS (within 5-year expiration)
- ANYTHING WITH WHEELS! Scooters, bikes, trikes, wagons, Power Wheels
- PICNIC & WATER TABLES, SANDBOXES, SLIDES, SWINGS, ACTIVITY SETS
- SPORTING EQUIPMENT (Golf sets, ski equip, lacrosse, hockey, rollerblades)
- STROLLERS & BABY CARRIERS
- OUTDOOR PLAY



KITCHEN

- HIGH CHAIR/BOOSTER SEATS
- BOTTLES & FEEDING
- DISHES/CUPS
- BOTTLE WARMER/BABY FOODMAKER
- HEALTH & SAFETY ITEMS



LIVING ROOM

- INFANT SEATS, SWING, MAMAROO ETC
- KIDS' CHAIRS/ROCKING HORSE
- PACK N PLAY
- TOYS
- VIDEO GAMING SYSTEMS
- BOOKS/GAMES/PUZZLES
- TOY ORGANIZERS/STORAGE
- PRETEND PLAY
- DOLLHOUSES/PLAYSETS



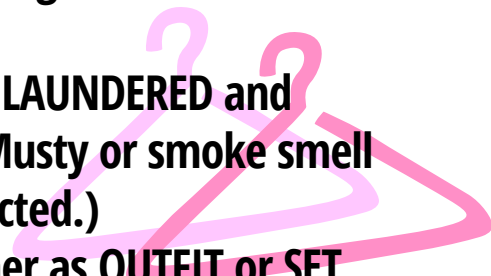
ROOM DECOR

- SMALL FURNITURE & ACCENTS
- BILLS & SABRES DECOR
- CHRISTMAS DECOR

UNACCEPTED ITEMS & BRANDS

CLOTHING

- Must be **CURRENT** fashions within 5 years old. No vintage or outdated items.
- Must be **FRESHLY LAUNDERED** and smelling fresh. (Musty or smoke smell items will be rejected.)
- Items sold together as **OUTFIT** or **SET** need to be **SAME** size and pair well.
- All items must be in excellent, gently used condition or new. Items with stains, holes, damage will be rejected.
- **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.



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/Wondernation
- Fast Fashion by Sheim & Temu



UNACCEPTED ITEMS

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

- **BATHTUBS** without sling
- **BUMBO SEAT** without fastener
- **CD/ DVDS**
- **CRIB BUMPERS** (Breathable ok)
- **FAST FOOD OR GRAB BAG TOYS**
- **MATERNITY CLOTHING**
- **PARTY SUPPLIES**
- **ROOM LAMPS OR FRAMES**
- **STUFFED ANIMALS** unless Disney, Sesame Street, Build a Bear, Paw Patrol characters.
- **QUEEN OR KING BEDDING**



NEW ONLY ITEMS

THESE ITEMS MAY SOLD IF BRAND NEW IN PACKAGE ONLY.

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



WOMEN'S CLOTHING, SHOES & HANDBAGS

WOMEN'S UPSCALE CONSIGNMENT

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



- WOMEN'S UPSCALE CONSIGNMENT
- ADDIDAS
 - AERIE
 - ALO
 - ATHLETA
 - ANTHOPOLOGIE
 - BAREFOOT DREAMS
 - CALIA
 - CARHARRT
 - COACH
 - DKNY
 - DOONEY & BURKE
 - FRAME
 - FREE PEOPLE
 - GOOD AMERICAN
 - GUCCI

On Trend, All Season Clothing from Premium/Designer Brands Only:

- HALARA
- J. CREW
- JOE'S JEANS
- KATE SPADE
- LACOSTE
- LILLY PULITZER
- LOUNGEFLY
- LUCKY BRAND
- LULEMON
- MADEWELL
- MICHAEL KORS
- NIKE
- NORTH FACE
- PAIGE
- PATAGONIA
- PUMA
- RAG & BONE
- RALPH LAUREN
- RVCA
- SALT LIFE
- SIMPLY SOUTHERN
- SKIMS
- SPYDER
- SWEATY BETTY
- 7 FOR ALL MANK'ND
- TORY BURCH
- UNDER ARMOUR
- VANS
- VERA BRADLEY
- VINCE
- VUORI
- ZELLA

Plus Bills & Sabres gear!

Shoes & Handbags too!

& More Brands Sold at Nordstrom

PRICING STRATEGY: Price MOST items @ 25-35% of retail value. (Brand New Items - Price between 40-50% of retail value!)



HOMEDECOR

All excellent condition, on trend items from Pottery Barn, Rae Dunn, & MacKenzie-Childs will be accepted as well as:

NURSERY

- Bins & Baskets
- Changing Tables
- Cribs & Bassinets
- Diaper Caddies
- Dressers & Nightstands
- Gliders & Ottomans
- Rocking Chairs
- Shelves & Storage
- Toy Chests
- Wall decor (NO GLASS)

SMALL FURNITURE

On Trend - Wood, Fabric, Metal or Canvas items only.

- Accent Chairs
- Bar carts
- Benches & Ottomans
- Bins & Baskets
- Bookshelves
- Coffee & End Tables
- Shelves & Storage
- Stools

DECOR ACCENTS

On Trend - Wood, Fabric, Metal or Canvas items only.

- Bills/Sabres
- Christmas
- Hanukkah
- Trays & Boards
- Wall art & accents (non-breakable)

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

HOW TO ENTER ITEMS: [\(Click Here to Watch Our 3 Min Tutorial Video.\)](#)

PRO TIP: Sort FIRST! Get items organized first by category/size/type for faster entry & tagging! Rubberband sizes & keep them in size order for dropoff!

GETTING STARTED: 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 Used

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. is \$2)

- 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)

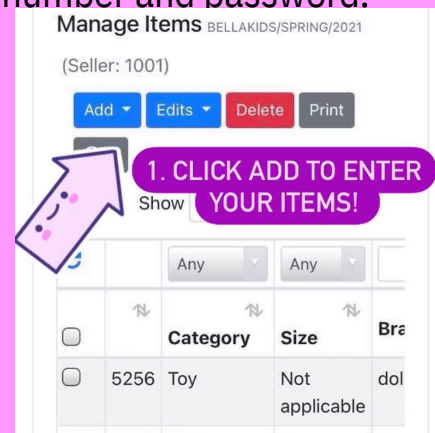
8. Select **DISCOUNT OR DONATE**.

- **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!
- **DONATE:** Yes means it is going to a very good cause, Harvest House! And you will get a tax donation receipt!

9. Click **SUBMIT**.

HELPFUL TIPS:

- Use abbreviations like NWT (New With Tags) or NWOT (New Without Tag)
- Include descriptive information such as color/pattern/brand
- Enter items in BATCHES of 24 items. That way you don't waste any cardstock!
- For higher priced items, include RETAIL PRICE PAID in description line to educate shoppers on value of item!



HOW TO PRINT/ATTACH TAGS:

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

1. GENERATE YOUR TAGS: Once you've entered a batch of items, click GENERATE tags. The system will automatically generate the tags in groups of 8 tags per page.

2. PRINT TAGS: Use white cardstock paper ONLY!

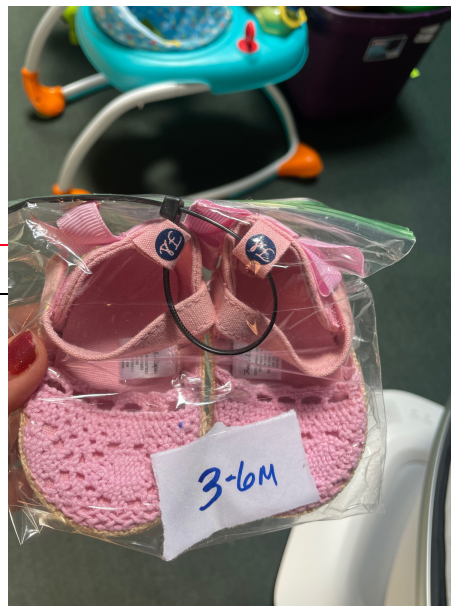
Cardstock is sturdy & doesn't tear easily! It helps in not losing a tag. If there is no tag, your items can't be sold!

- PC USERS: Select GRAYSCALE or DRAFT mode only.
- MAC USERS: Select BEST or ADVANCED mode only.

3. CUT OUT TAGS: 8 tags are printer per page. Be sure bottom or side margins are not cut off. Check print quality of all pages printed.

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

- CLOTHING; Use a tagging gun or safety pin. DO NOT attach to front.
- BABY & TODDLER SHOES: Use storage bag.
- BIG KID SHOES & BOOTS: Use zip ties or twine to secure shoes together.
- GEAR: Attach manufacturer guide, if possible.
- TOYS: Secure all parts of toy together with a large storage bag and tape to toy.
- BOOKS/PUZZLES: Use removable blue painters tape, not packing tape.



DROP OFF APPOINTMENTS:

(Appointments open approx 4-6 weeks prior to sale event in your consignor account.)

DIY:

Log in your consignor account, click DROP OFF tab, and select a DIY appointment from list.

AT YOUR DROPOFF APPT:

- Our staff will inspect your items & assist you through the CHECK IN process.
- Bring your items pre-sorted by category. (i.e.. Toys, Books, shoes, clothes separated by size & category for a fast & easy drop off!)
- Any rejected items will be returned to you.



CONCIERGE:

Contact Sharon @ 716-440-0524 to request availability. We are only accepting 20 consignor accounts for our upcoming sale due to lease restraints.

AT YOUR DROPOFF APPT:

- Print & complete your CONCIERGE DROPOFF PAPERWORK.
- Bring your items in boxes/bags with your name & consignor number clearly labeled on each.
- Mark each box as follows: KELLY SMITH # 1234 BOX 1 OF 4

RESTOCKERS:

Log in your consignor account, select DROP OFF, add any RESTOCK appt.

AT YOUR DROPOFF APPT:

- Print & complete your RESTOCK DROPOFF PAPERWORK.
- DROP & GO! Bring items separated in boxes/bags by category.
- Items will be inspected at dropoff.



SUNDAY PICKUP

CONSIGNOR PICKUP is NOT required. Any remaining items will be DONATED between several wonderful local charities including The Teacher's Desk, Jewish Family Services, Jericho Road, St Gianna's, and Harvest House. A tax donation receipt will be provided. These organizations assist WNY's neediest families throughout our region.

PICKUP SCHEDULE: Consignors will be issued a time to arrive Sunday between 4:30-5:30pm. Bring a copy of your unsold inventory list with you.

- ~~SORT CODE: TOYS & CLOTHING RACKS ARE PRESORTED BY SORT CODE.~~ Your consignor tag has your SORT code listed at top right corner. All other categories can be found on the sales floor in labeled baskets or bins.
- HANGERS! Grab FREE hangers that have been collected during the sale.

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 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 family