

# Consigning in 5 Easy Steps

Register



Organize



Tag Items



Load Up  
and Drop  
Off



Shop!

Get Paid



## Getting Your Home and Family Ready for a Consignment Sale

Find a space where you can spread out and spend some time working on this venture. Better yet, prepare items as your children outgrow them and you will be a step ahead next time!

Check the guidelines for your sale. The rules on acceptable items, hangers, type of tape, and other information may vary from sale to sale.

Dig in. Start by going through your children's bedrooms. Open closets, drawers, toy boxes, and bookshelves to take out items that they have outgrown or no longer enjoy. Do not forget items like bath toys, bottles, cups, character dishes, kid's bedding, items in the linen closet, bikes, skates, skateboards, pool items, and miscellaneous toys in the garage. If you have a playroom or play area, go through it when your kids aren't around. They'll have reasons to keep everything they see you pull out!

This is a great time to just clean out. Consider making three piles: Consign, Donate, and Throw Away. You only have to do it one time and you'll feel so much better when it's over. If something looks like it should be donated instead of sold, go ahead and bag it up for the thrift store. Drop those well-loved/worn items off at Center of Hope or call them to schedule a pick-up. You'll feel so much better with those unwanted items out of your house and it will help a great ministry in our area. If something's in *really* bad shape, throw it away.

Wash and hang clothing. *Keep an eye out for stains before you wash an item.* For most sales - When the item is facing you, the hanger should look like a question mark (?), with the open-end facing to the left. Read the directions for your sale to make sure you follow their guidelines. You don't want to have to re-do everything at drop-off.

Do your best to make your items look good. Iron or use wrinkle release spray to make clothing look neater. Take the time to really clean up your toys and baby equipment. Items will sell better if they look clean and well-treated.

**Presentation Matters!!!** Run the iron quickly over each piece; take the little extra time to button all buttons, zip zippers, etc. Use appropriate types of hangers when at all possible and especially on your nicer label clothing. Mend or repair any loose hems, buttons, etc.

Unless the item is otherwise exceptional, do not consign stained or ripped clothing items. They will generally not sell and simply clog the racks. Most sales will do one of three things - discard these items when they are found; return them to you during inspection, or give them back to you after the sale.

Make sure all furniture, equipment and toys are clean.

For toys that need batteries, buy batteries at Dollar Tree. You want the item to work. That's how it will sell. Don't lose your profits by buying expensive batteries.

Items with all of the pieces attached sell much better and for more money for you! (Place small loose pieces in a zip lock baggie, you may want to tape the top of the bag to secure the pieces.)

Check the bottoms of shoes for wear, dirt, rocks, etc. Make sure shoe laces look nice. Check for wear and scuff marks. If necessary, use a little shoe polish to cover up scuff marks.

At most sales, the consignor is responsible for checking for recalled items. Remember, you are selling your items to other mommies and their kiddos....Check your toys and equipment to see if they have been recalled. For car seats, call the Auto Safety Hot Line at 888/DASH-2-Dot. You can also go to [www.recalls.gov](http://www.recalls.gov) or [www.toysrus.com](http://www.toysrus.com) for an easy to read recall list. If your car seat is over 3 years old, don't sell it. You can find the manufacture year on the bottom of the seat. If your car seat has been in an accident, please don't use it yourself or sell it to someone else. A child's life is not worth the risks.

After checking on your car seat to make sure it's okay to sell, clean it up. Use a vacuum cleaner to get out crumbs and other debris from under the seat cover. Parents will check that area at a sale.

Be creative and selective in your choices of what to consign. Pair costume jewelry and a purse to create a dress-up set for a little girl or pair up shin guards and soccer cleats for a soccer player.

In younger sizes (up to size 4), coordinated sets sell much better than individual items. Remember hair bows, hats, & socks. Put those items with matching outfits. When you coordinate two pieces with different brands, please list both name brands in the description (Example: Old Navy Yellow & Navy Shirt, Lands End Navy Leggings). A great way to hang these sets is to hang each item on a separate hanger and then rubber band the hangers together. You can also pin the pants, shorts, or skirt to the hanger at the shoulder area of your shirt. This lets shoppers see both pieces without having to unpin anything.

#### **Hanging/Preparing Your Items for Display**

**Hangers should look like a question mark with the tag hanging on the upper left side of the item, facing you on the right.**

**Shirts:** If a shirt has a wide neck and doesn't stay on a hanger well, safety pin the shirt onto the hanger near the shoulders or neck to ensure that the shirt stays put.

**Girls' Pants, Skirts, Shorts, etc.:** Pin the pants to the top part of the hanger on each side. Place the pins close enough to the middle that the pants won't slide to the bottom. If you can pull them to the bottom of the hanger on either side, remove the safety pins and pin them closer together on the item. This will help sell your jeans, shorts, skirts, etc. because people won't be shuffling them around to check them out for wear.

**Boys' pants and shorts:** Good news, Mom! You don't have to hang these items. We'll be folding them on tables. Pin tags to the upper left corner on the front of the item. The tag will be on your right side when you're facing the item.

**Two piece outfit:** Hang the shirt first, then turn the hanger over and pin the waist of the pants/shorts to the back of the shirt. Try to grasp the lines of the hanger in the safety pin as well, so the pants do not weigh down the shirt. Do not pin second pieces under a jacket or shirt where they are not visible.

**Misc. parts to an outfit:** Other parts of an outfit (hats, bloomers, socks, etc...), may be placed in a zip bag and pinned to the top of the outfit. You may also pin an individual item, like a hat, to the top without being in a zip bag. These items cannot be pinned over buttons, snaps or zippers.

**Shoes:** We accept all shoe sizes. Shoes must be tied in pairs by shoelaces or ribbon.

*(Continued on page 4)*

Tagging Shoes: Either attach a tag with a large safety pin or hole punch and tie the tag on the laces with ribbon or put the shoes in a Ziploc and put the tag on the bag. Be PICKY! Please help us keep our reputation of selling high quality items. Shoes will be inspected along with clothing. They will be reevaluated after drop off. Any shoes found that do not meet the guidelines will be returned to the consignor or donated if marked to be donated. As with clothing, please make sure that the shoes are season appropriate. We will accept shoes that are in brand new or like new condition **ONLY.**

### Tagging Items

Sort your items by gender and size before tagging. If your sale uses inventory sheets, it will be much easier for them to check your list if items are entered in order and kept in that order for drop-off. Follow your sales directions for tagging items. Most sales require safety pins. Some use tagging guns. If your sale uses a tagging gun, they can be purchased affordably and are a good investment if you are participating in sales frequently. You can buy a tagging gun online for less than \$15.00 and 5000 tags for \$7.50 at [www.fetpak.com](http://www.fetpak.com).

### Information Regarding Children's Market Tags

#### Screen Shot of Data Entry

The screenshot shows a web form titled "You are entering items for consignor #: 1185". Below the title is the instruction "Fill in the information below and click 'Submit Item' to enter a new item." The form contains the following fields and options:

- Category:** A dropdown menu with "Accessories" selected.
- Size:** A dropdown menu with "Leave Blank" selected.
- Description Line 1:** A text input field.
- Description Line 2:** A text input field.
- Price: (ex: 3.00 or 3.50)** A text input field with a dollar sign (\$) to its left.
- Two checkboxes:  Check To Discount and  Check To Donate.
- A link: [I'm finished for now](#)
- A button: **Submit Item**

**Category** - We have a wide selection of categories for your items. Please select the category that best suits each item. This will help us get your things in the area where they'll sell best. For teen sizes, select junior - boys or junior - girls.

**Size** - Children's sizes - You have choices ranging from Premie to XXL and just about every numerical size between the two.

**Description** - List the details that will help sell your item. **Good Phrases To Use:** "Washes Well!", "Only Worn Once," "Like New!" Noting the brand name is good. You can include these phrases WITH a detailed description. **Phrases to Avoid:** Negative use of words, such as "Never Worn" should be avoided. Someone will wonder why your child didn't want to wear it.

**Other Ideas:** On large ticket items such as furniture & electronics, you may want to point out the retail price so buyers understand what a good deal they are getting. It's also a great idea to attach a picture of that item with the pricing, if you can find it on the internet

**Price** - The minimum price is \$2. Prices must be in \$1 or 50-cent increments. If you have something you think won't sell for \$2, donate it or pair it with other items to sell as a

group.

**Discount** - This will tell us what to sell for ½-price on Saturday. Check the box if you want your item to be reduced during the half price sale. If the box is not checked, your item will sell at full-price.

**Pricing Tip:** If you're donating an item, go ahead and reduce it for Saturday. If you're not taking it home, you have nothing to lose by marking it 50% off.

**Donate** - Did you clean out the closet knowing that you don't want to put unsold items back in there? You can donate items through our sale and help others in the process. Check the box if you want to donate an item. If the box is not checked, the system will default to show "Donate: No" on the tag. After the sale, non-donation items will be sorted for you to pick up. **All items must be picked up by 3 pm on Saturday or they will be donated regardless of what is indicated on the tag.** Even if you want to donate all unsold items, please mark "Yes" on each individual entry.

### **Tag Printing Tips**

Use only white cardstock.

Print tags in Normal mode (The best quality option will make the barcodes too dark and blurry).

Make sure you select the Black Ink option if you are using a color printer.

Before you start printing your tags, print a test page with two or three tags to check your printer settings and make sure the barcodes are crisp and clear. If barcodes are wavy or hard to see, do a print test and realign your printer. Try to print test tags again. You should see an improvement. To realign your printer, follow the manufacturer's directions.



## ***Our Favorite Stain Removal Tips:***

**Lemon Juice** - If you have spots on white clothes, apply some lemon juice and lay them in the sun, then launder as usual. This is really effective on baby formula stains on white fabric.

**Alcohol** - Rubbing alcohol is great for grass stains!

**A Paste of Tide Powder and Spray-n-Wash** –Mix these together to form a paste and apply with a toothbrush. Let it penetrate the fabric, set for a few minutes, then launder.

**Hot Water** - is great for Kool-Aid and Jell-O type stains. Hold fabric taut and pour from a height of several inches. Soak or repeat if necessary.

**Oxy Clean** - great for all types of stains! We recommend using both the spray stain removal (first spray, scrub with brush--can even be a toothbrush, and wash as directed) and the powder detergent. For tougher stains, place item in a bucket w/ 1 scoop and soak in the hottest water possible (depending on type of stain) for as long as necessary (sometimes for as long as a week) to remove most stains that didn't come out the first time. On white fabrics, add a little Clorox bleach to the Oxy Clean on a toothbrush to remove spot.

**Goop Hand Cleaner** - Non-toxic/biodegradable stain removal effective at removing grease, gum, grass, baby formula, blood, ink, crayon, lipstick, coffee, tar, oil and glue. When using Goop Gel or liquid on fabric or garments- Apply Goop directly to the spot or stain on the garment. Thoroughly rub the Goop into the fabric and let it sit for at least a half hour. Then wash the garment as you usually would. For really tough stains - Apply liberal amounts of Goop to the stain then roll the garment up and let it sit overnight. Wrapping the treated garment in a plastic bag keeps the moisture in the Goop from evaporating and helps maximize the stain removing power. Then, wash as usual. NOTE: Inspect the garment before drying. If the stain is not completely removed, Do Not Dry The Garment. Drying the garment, especially in a hot dryer, will lock in the stain. Apply more Goop to the stain and let it sit overnight, then wash again. Goop has been known to totally remove stains that other stain removers can't, or that just won't come out the first time Goop is used.

**Dawn Detergent** - For dark spots on dark fabrics, which are usually a grease stain, use Dawn Dishwashing Liquid. Rub into the stain and wash as normal. Almost always works great, even if the item has been dried in the dryer. Occasionally it will take treating twice.

**Carbena Stain Removers** - 9 different solutions - Check for color-fastness.

**Tilex** - great for mildew stains on white fabrics. Remember, it is bleach! This must be used carefully. On whites, spray on and let sit - just rinse if blue spots occur. On colored fabrics, it's easy to cause bleach spots, but carefully spray on and rinse quickly.

**Rit Dye Color Remover** - another last resort, but can be effective. Follow the directions carefully. On small stained areas, it is easier to use the stove-top method. For larger loads, use the washer.

**Goop Gone** - removes tree sap, gum, tape residue, and crayon. Just spray on, let sit for 10 minutes, and wash as usual.

**Biz** - Soak your white laces in Biz and your shoes will look 80% better!

**Mr. Clean's Magic Eraser** - works wonders on plastic toys. Test a small area on the toy first before using all over.

## Pricing Tips

Are you wondering if you're pricing too high or too low?

**Here are some tips to ensure that you are pricing in the right range:**

Off-brand clothing and sizes under 2T should be priced on the lower end of the range, due to the abundance of these items and the relatively lower demand. Very popular toys like Thomas the Tank Engine and Little Tikes outdoor playhouses may be priced a bit higher because there is a higher demand for these types of toys.

Keep in mind that there are brands that will sell higher than others. For example, a Cirrco brand shirt from Target will sell for the lower end of the scale, while a dress from Susanne Lively will sell for the high end of the scale. Also consider size (sizes up to and including 2T should be priced lower due to a higher supply than demand), style (classic styles in jeans, overalls, jumpers are usually more desirable with the exception of big girls sizes), and condition (new clothing with tags will sell at the higher end of the scale).

### **20% -- This pricing level is best used for:**

✦ Newborn to Size 2T clothing (these are abundant and will sell better when priced lower). If you do not feel that one item will bring the minimum price of \$2, then pair it with other related items. For example, match two or more sleepers together and price them as a set. Be sure to attach the hangers with a rubber band and note in the description that the price is for both items.

✦ Maternity clothing

✦ Books

✦ Bigger kid clothes that are off-brand (Wal-Mart, K-Mart, Target)

This is NOT for pricing items that are worn out, outdated, or otherwise flawed. Those items will NOT SELL at any price and will be refused at Drop-Off or pulled from the sales floor.

### **25% - This pricing level is best used for**

✦ Kid's clothing sizes over 2T

✦ Most toys

Baby Equipment, bedding, & furnishings

### **30 - 35%+ -- This pricing level is best used for:**

✦ Brand new items WITH TAGS ON. (If you bought something on clearance, please don't leave the clearance tags on your items if you're pricing them higher.)

✦ Very popular toys - Little Tikes, Thomas, etc.

Very high end and designer clothing

One thought to keep in mind for boutique items is that, even though the original price was high, there seems to be a cap on how much people are willing to spend for one outfit at a consignment sale. Consignment sale shoppers are shopping to get the most items they can for what they consider their budget to be. Even if you spent \$150 on a dress that was worn once or twice, the resale potential is going to max out at around \$35 - \$40 at most sales, depending on the economic area. If you're taking items to a sale in Mountain Brook in Birmingham, you would get more for a boutique item that you will in Calhoun County.

### **Pricing toys**

If you get stumped when pricing toys, refer to the following list of sites where you can see the retail price for comparable items:

<http://www.toyrus.com/>  
<http://www.walmart.com/>  
<http://www.kbkids.com/>  
<http://www.target.com/>  
<http://www.littletikes.com/>

### **Here are some ideas of popular merchandise and sought-after items!**

#### **For Babies through Preschoolers**

Brand name Clothing e.g. Osh Kosh, Carters, Children's Place, Baby Gap, Gymboree, Ralph Lauren, Laura Ashley, etc.

Baby Gates, Baby bed rails.

Infant Car Seats, Car Seats, Booster Seats.

Shoes in new or like new condition only.

Fisher Price, Little Tykes & Step 2 Toys, items, etc. (especially larger items)

Jog Strollers/Double/Strollers (a big hit).

Large Play Equipment (play houses, kitchens, workbench).

Wagons.

Pack 'n Plays.

High Chairs/ Booster Seats.

Bath Tubs.

Baby sleeper outfits, PJ's for Boys & Girls.

Baby Walkers, Interactive Baby Toys.

Cribs, Bassinets, Changing Tables.

Complete Crib Bedding Sets.

Bikes, Motorized ride on vehicles, other ride on toys.

Dollhouses with or without furniture.

Educational toys, books, videos. (Especially Baby Einstein)

Train sets, train tables, etc.

#### **For Moms-to-Be**

We have had several inquires from new moms and moms-to-be about what we will have in our inventory. If you would like to email a short list of some of the items (especially bigger items), I will it pass it on to them. We really need cribs, strollers and equipment for these new mommies, so if you do not have it, see if a friend is ready to part with it and offer to sell it for her.

Nursery Furniture, Rocking Chairs, Gliders, etc.

Baby Monitors.

Maternity & Nursing Clothing (All Seasons).

Parenting Magazines (bundled in bundles of 6 or 1 dozen - price accordingly).

#### **For Teens**

Brand Name Jeans

Brand Name Shirts

Brand Name Shoes

Purses & accessories

#### **For Kids**

Brand Name Clothing e.g. Gap, Children's Place, Limited Too, Gymboree, Old Navy, etc.

For Younger Girls, Ensembles with Coordinating Hair Bows

Sports Equipment.

Dress up Clothing.

Dancewear.

Videos, puzzles, games - all pieces please.

Socks (clean, no holes, put several pairs in a Ziploc bag).

Toys (clean and in working condition - provide batteries. You can buy them at Dollar General or Dollar Tree for a bargain).

Remote control toys (cars, planes, etc.) with working batteries

Shoes in new or like new condition only. Check the bottoms for dirt, rocks, and other debris.

### **Tagging Items**

#### **You will need the following tagging supplies for most sales:**

- White card stock, index cards, or whatever type of paper your sale requires.
- One inch or larger safety pins. You'll end up with sore, bloody fingers if you use smaller ones.
- Ziploc bags (To hold accessories/parts). Gallon-sized bags are great for socks, bibs, small items, and smaller shoes. They're also an easy way to keep extra toy pieces together. Simply securely tape the bag to the larger item and everything will stay together. If you're selling bedding, Ziploc has very large bags that are great for these items. The bags are available at Wal-Mart and have three or four bags in a box.
- Packing tape or masking tape (to secure tags, parts or bags of accessories to larger items). Check with your sale to see what type of tape they prefer.
- String, cable ties (found at most hardware, Wal-Mart, or home improvement stores), and/or ribbon (to attach tags to toys and/or equipment, separate items into groups for transporting & drop-off, secure larger pairs of shoes together, etc.)
- Hangers – Dry cleaners are great sources for wire hangers. Check with your sale to see what type of hanger is acceptable. Many sales only accept wire hangers, while others will accept all hangers.

# Tagging Examples



## **General Consignor Checklist for Drop-Off**

- I have scheduled my drop-off appointment or know what time I can take my items to the sale.
- I have a self-addressed stamped envelope if I am not picking up my check.
- I have my signed consignor agreement if required.
- My hangers are facing the right direction according to my sale's guidelines.
- Snaps are snapped; zippers are zipped; buttons are buttoned.
- I have checked my items for any stains or defects.
- My correct seller number is on every tag.
- Tags are hung correctly and securely.
- Items are grouped by gender and size, or as directed by my sale organizers.
- Toys requiring batteries have working batteries and are in good working condition.
- All items are priced according to my sale's guidelines.
- I have checked to see if any of my items have been recalled.

# Making Drop-Off and Pick-Up Easier

## Drop-Off

For most sales, you'll need to check in with a coordinator before bringing in your things. Check to see if you have to sign a seller/consignor agreement ahead of time. Read it carefully to make sure you understand what you're signing.

Verify your seller information (your address, phone, e-mail, etc.) to make sure they can contact you if there is a question and to make sure you'll get your check mailed to the correct address.

At most sales, one or more volunteers will review your items and you may be asked to quickly place your items on the sales floor. Keep in mind that if you place your items in the wrong size it probably will not sell.

Organize your items at home before bringing them to the sale. Separate clothing by size and gender before you bring it. If you're using an inventory list, keep everything in order.

Your items will be screened for acceptability and proper tagging. Be prepared to have some items returned to you if they aren't acceptable. After screening, you may put your clothing on the selling floor by size, gender and type. Toys will be placed on tables, books on bookshelves, shoes in the correct area, etc.

## Pick-Up

Don't be late! Many sales donate items if they aren't picked up on time. Be prepared to be there for a while. If your sale provides inventory sheets, double-check to make sure you're picking up all of your unsold/not donated items. It's always a good idea to have your own inventory list to keep track of your items. Many sales don't pay for lost items, but they'll be willing to look for items that may have been sorted in a wrong pile. Let your sale organizer know if you have missing items from your inventory "pick-up" list *before* you leave that day. If you leave and find that you're missing items later, they are much harder to track down and are probably gone. Most sales don't pay for unaccounted items. (Remember reading your consignor agreement?).

You may have to check shoes, toys, and books for your own unsold items. Many sales do not sort these items at the end of the sale. Again, inventory lists come in very handy here. They'll help you go to the right area to scan for unsorted items.

Some sales have checks, donations receipts, etc. ready at pick-up. If your sale doesn't, be prepared to either return to pick up your check or receive it in the mail within several weeks. Length of time to receive your check varies from sale to sale. The best way to make sure your check gets delivered to you is to bring a self-addressed, stamped envelope with your address as the return address also.

Most sales require you to cash checks within 90 days or forfeit the proceeds. Don't wait around or you'll be out of the funds you worked hard to earn.

Checks can be lost in the mail. If you live in an apartment complex, make sure your sale has your correct apartment number. If you don't receive your check, let someone know. They can't fix anything if they don't know about it.

## Local Consignment Sales

Sale Name: Angel Wear  
Location: Coldwater Baptist Church  
4400 Airport Rd. Oxford, AL 36203

Consignor %: 70%  
Coordinator: Amanda Barno  
Contact: (256) 238-1792  
Sales are: Seasonal,

Sale Name: Children's Market  
Location: Jacksonville First United Methodist Church  
109 Gayle Ave, SW Jacksonville, AL  
Consignor %: 75% – 90% (More for volunteers)  
Coordinator: Elizabeth Renfro  
Contact: (256) 435-8357/ [www.jaxfumckids.org](http://www.jaxfumckids.org)  
Sales are: Seasonal, first week of April & 2<sup>nd</sup> week of September each year

Sale Name: Little Lambs  
Location: First Baptist Church of White Plains  
160 White Plains Rd. Anniston, AL 36207

Consignor %: 70%  
Coordinator: Stephanie Curvin  
Contact: (256) 237-5992  
Sales are: All Seasons, April & October

Sale Name: Sweet Repeats  
Location: Oxford (Physical location may vary)  
Consignor %: 66%  
Coordinators: Lori Steward, Robbie Doyle, Shae Doyle  
Contact: [www.sweetrepeats.biz](http://www.sweetrepeats.biz)  
Sales are: Seasonal, March & October

Sale Name: North Glencoe Baptist Church  
Location: 1119 Chastain Blvd., Gadsden, AL  
Consignor %: 66%  
Coordinator: Tangela Sims 256-494-5286  
Sales are: Seasonal, unknown months

Sale Name: Tots 2 Teens  
Location: FBC Eastaboga  
107 Church Lane, Eastaboga, Alabama  
Consignor %: 70%  
Coordinator: Sandra Cheek, [sandracheek@cableone.net](mailto:sandracheek@cableone.net)  
Contact: [www.tots2teens.org](http://www.tots2teens.org)  
Sales are: Seasonal, April & October

## **Birmingham Area Consignment Sales**

### **First United Methodist Church Trussville**

Growing Kids

### **Kid's Wear Plus** (Hoover)

### **Gardendale - Mt. Vernon UMC**

Kingdom Kids

### **Kid's Market and Mom** (Hoover)

### **Riverchase UMC**

TNT

Registration going on now

March 7 - 8 Open to Public

### **The Church at Cahaba Bend** (Helena)

New 2 You

### **Mountian Chapel UMC**

Kids Korner

### **Bluff Park UMC** (Hoover)

Bargains on the Bluff

### **Vestavia Hills UMC**

Whale of a Sale

### **Birmingham Area Mothers of Multiples** (Irondale)

### **Garywood Assembly of God** (Hueytown)

Twice Blessed

### **Trinity UMC** (Homewood)

Lil' Lambs

### **Asbury United Methodist Church** (North Shelby County)

Giggles & Grace

### **Palmerdale Community Center** (Pinson)

The Huge Kids Consignment Sale

## **Tips for Successful Consignment Shopping**

As you shop, keep these tips in mind to make the most of your experience.

### **Before you go:**

- Check with the sale ahead of time to see what kind of payments they accept. Many sales only accept cash or checks. Bring an ID.
- Consider using a fanny pack or keep your money in your pocket....Some sales require shoppers to check bags at the door or leave them in the car. Don't be offended. They may have had problems with shoplifters in the past.
- Wear something comfortable. You may be bending, stretching, or standing in a long line.
- Make a list of what you need or want. If you know what it is you are looking for, you will be more likely to find it.
- Most sales don't offer dressing rooms. Bring a list of your kids measurements ([Land's End has an excellent how-to - http://landsend.com/cd/fp/help/0,,1\\_36877\\_36880\\_36973\\_00.html?sid=2345143837650129980](http://landsend.com/cd/fp/help/0,,1_36877_36880_36973_00.html?sid=2345143837650129980) and a tape measurer. Remember, the actual size isn't always the one on the tag. Check sizes above and below the size you're looking for to find more bargains. Sometimes clothes shrink or stretch after they've been worn and washed.
- Trace your child's foot on cardboard and bring that to slip into shoes - much easier than a wriggly child!
- Bring a laundry basket to put items in. Shopping bags and boxes are rare at these sales, so bring your own. Try tying a belt or rope to one end to drag your basket. It's better for your back. One of my favorite things to use is a short dog leash. Using a basket will help you to continue shopping once you've accumulated an armload of bargains, and helps you keep track of all your finds as you transport them to check-out.

### **At the Sale:**

- Smile. Be considerate of others.
- Come back at the end of the sale. Saturday is usually labeled as must-go day, with items marked at half-price. Although the selection is smaller, the items you do happen to discover will be cheaper.
- Consignment sales are not just for used items. People often donate new items they just never used. Keep an eye out for these cheap buys.
- Keep in mind that these are not garage sales. Prices are not negotiable. Your sale organizer can't lower a price for a consignor.
- Check and double-check everything before you buy it. Once items have been bought, returns are all but out of the question. Make sure you check that clothes are hole- and stain-free, books have all the pages, and toys and equipment are in proper working order.

- Check both the boys and girls sections for sizes you may need since there are so many things that are gender neutral these days.
- Are you looking specifically for smocked Bishop dresses? Scan the tops of the hangers. Bishops sit higher on hangers. This is the best way to spot them when there is a large volume of clothing.

### **Shopping with Children**

- Chaperone and supervise your children. Racks can be dangerous when they're used as climbing toys. Toys that don't have all of the pieces can't be sold. Please don't let your children play with toys unless you are definitely purchasing them. Another family may be missing out on a purchase they really want while you are just trying to keep your child entertained. Please be considerate of others.
- Most consignment sales are in tight spaces, so no strollers are allowed. For some places, strollers are only allowed after the morning rush, so make sure you call the sale before you go to make to know the rules. If you bring a stroller or any other large item that is similar to an item that is being sold, you might receive to mark your stroller as you come in the door. That will help the volunteers know it belongs to you instead of being sale merchandise.
- Most importantly, to ensure a pleasant shopping experience, remember to feed the family before you go. Rummaging through items can be fun, but not if you or your kids are hungry and cranky.
- If at all possible - leave the kids at home! Swap out babysitting with another mom. You'll be doing a lot of browsing, and many times the toys are just too much of a temptation for little people. When space is tight and crowds are thick, a stroller can become a hindrance. Some sales don't allow strollers. Again, check with your sale ahead of time to find out their rules on children, strollers, etc.

### **Bargain Hunting Tips -**

- Come back for the last day. Most sales have discount days or special discount times. Check with your sale for more information.
- Finally, consider volunteering to work for the sale. By giving up a few hours of your time, you get to shop a special "pre-sale" and will get first pick of all the choice merchandise and best bargains. Working at a sale is fun, easy, and you get to meet some great moms. Some sales offer higher percentages to consignors who help with the sale. Check into it.