



Preparing for a Resale

Getting Started

Things to think about when planning for a resale:

1. What are you selling? Examples: clothes, toys, gear, maternity
2. Do you have enough product to fill one (1) or two (2) spaces?
3. What will I need to bring to the resale to display my items? Examples: tables, shelves, hanging racks, plastic bins/boxes, etc.
4. Decide if this sale is a one time event or something you want to do on an on-going basis. That will help determine how much money you want to spend before your first sale to invest in items like display racks (that you shouldn't have to spend for subsequent sales).
5. Consider going to a sale to see how people organize and price things

Getting Organized

Inventory

1. Start collecting items from around your house and put them in a single location 2-3 weeks before resale.

Pricing

1. Price each item individually based on size, brand, condition, and the number of pieces. Use tag or sticker. (Suggestion: put price and size on sticker to make it easy for shoppers to see) OR
2. Do a flat pricing system (Examples: all shirts are \$3, all onesies are \$2, etc.) Make a visible sign so shoppers can see it.
3. Price items based on how fast you want them to move.

Display

1. Decide what fixtures you will use to display your items.

- a. Table system: Clothes folded in piles that are sized from smallest to largest size (Suggestion: Make size signs to tape to the tables so shoppers can readily see what sizes you have and where they are.)
 - b. Plastic bins/boxes: Clothes are in bins that are marked with different sizes and genders for shoppers to look through.
 - c. Hanging clothing racks: Clothes are hung by size and gender. Have a size ring of some sort so shoppers can quickly find the size they are looking for (Suggestion: Use paper plates. Plastic size rings on ebay are inexpensive).
 - d. (Suggestion: Hang clothes at home and store in bins to transport to resale to save time when setting up. Some racks allow you to transport clothes already hung)
 - e. Use a combination of fixtures - use a clothing rack for nicer clothes such as dresses, nice outfits, and outerwear. Then the rest of your items can be in bins or on tables.
2. Decide how and where you will display shoes - price by condition and brand
 3. Toys and gear - price individually with stickers so shoppers can readily see prices. Base pricing on condition, brand, and how fast you want to move the item.

Transportation

1. Clothing already sized in bins so it's ready to put on a table, hang up, or leaving in bin.
2. Have bins for smaller toys for ease of transportation. Bigger toys such as riding toys are separate.
3. It makes things much easier to get merchandise from your car to your resale spot, if you have a dollie or something with wheels.

Set-Up

1. The more organized you are at home before the resale will make set-up much easier.
2. Decide how you will organize your space(s): Where will you put the table, clothing rack, and/or bins for clothes?
3. Group like toys and gear together. Put books in some kind of bin and have an overall price displayed (ex. \$.50 or \$1)
4. For every table space you have, you can put two (2) items in the Big Things Area. Use this to free up space in your sale space! Fill out the provided form.
5. Bring money to the Friday night set-up (since people can shop)
6. Bring money to make change with people (Suggestion: bring \$100-\$150 in change of \$1, \$5, and \$10)
7. Bring your own money to shop that evening for when you are done setting up. (keep separate from your change so you know how much you make).
8. Have a place to put your money (pouch, cash box, etc.)
9. Bring plastic bags to give to people who don't bring their own bags (grocery bags are fine).

At the Resale

During the Event

1. Greet people and watch carefully!
2. During downtimes, straighten up hanging racks and clothing tables. As toys sell, shift toys and gear around to fill in empty table spots.
3. Be prepared for people to bargain ask for lower prices. In each situation, you have to decide if you will stick to your original price or take a little less.
4. Decide if you will lower prices in the second half of the morning. It depends on if you want to move things during this resale or bring them back the next time.

After the Event

1. Pack up your items in your containers. There is an option to donate some to all of your items to an agency that arrives at the end of the resale.
2. Once at home, count your money to see how all your efforts paid off! Sit back and enjoy the extra space in your house now that you have sold lots of stuff (hopefully!).