

**Friday Night Set-up: 6:00-9:00pm**

**Saturday Sale Hours: 8:00am-noon**

## **Rocky River Early Childhood PTA Kids Klost Tips for Sellers**

### **Items:**

1. What to sell: gently used baby's and children's clothing and shoes/sandals/boots, clean toys, books, puzzles, music/videos/DVDs, baby/toddler furniture, car seats, strollers, highchairs, cribs/beds, bouncy seats, swings, clean bedding, age appropriate sports gear, tricycles/bicycles, etc. Seasonally appropriate items tend to sell better.
2. Price your items competitively. Consider quality, size and brand as you evaluate each item. Some people like to price each item, other people prefer to have prices for different types of items (example: all pants \$2). Decide what works for you and arrive prepared with pre-tagged items or signs explaining your pricing. See the **Sample Pricing Methods** document for more ideas.
3. Take time to check each item prior to the sale. Look for stains, tears, fading, pilly texture and general wear and tear. We have a reputation of selling quality, gently used items.

### **Your Area:**

4. Spaces will be approximately 8'x10', but size and shape may vary based on location. Please be courteous to your neighbors and do not infringe upon their space. Think about how small bookshelves, CD shelves, clothing racks or crates might make your display area more attractive. Your goal is to make your space as appealing and buyer-friendly as possible. Try to avoid large piles or bins that buyers must dig through to find a gem!
5. Think about how you want to set up your area while you are still at home before the sale. How will you arrange the clothes and toys? What items will work well on the floor? Displaying items neatly and with some organization can have a very positive impact on your sales. Take some time to group like items together, sort clothes by size and/or gender.
6. Signs can make all the difference, especially in the first hectic hour of sales. Consider making some simple computer-generated or neatly hand printed signs. Having the signs ready can make setting up on the morning of the sale less stressful. Gender and sizing information are very helpful to buyers trying to determine whether or not to stop at your table.
7. If you have large items, a sign describing the item's brand, features and price is often helpful. This makes it easy for a buyer to evaluate the item and means fewer questions for you – especially nice during busy periods. Sellers will be able to submit **one (1)** item to the Large Item Area at no charge.
8. We need to leave the facility as we found it, so please leave your area tidy. Please donate usable items and take other items to the dumpster.

### **Miscellaneous:**

9. Consider bringing a wagon, rolling cart, or dolly to make transportation to and from your vehicle easier.
10. Change is very important! Remember to bring enough to last for the entire sale. RRECPTA is NOT able to provide change to sellers. Many buyers will go to an ATM that morning and will have a stack of \$20 bills, so be prepared with ample change!
11. Think about how you want to handle your money. A cash box is one idea, but a shoe box, hip pack, small purse, or apron with pockets can also work well.
12. Start saving your plastic grocery bags. Many buyers will bring their own bag, but you want to be prepared for everyone!
13. A charity will be on site to accept donations; receipts will be available.
14. Items to consider for a "seller's kit": paper & tape for extra signs, thick marker, pens, extra price tags, safety pins, post-its.
15. The bake sale will have treats and drinks in case you are hungry and want to buy something to sustain you through the morning!