

Get the Most out of Consignment Sales!
courtesy of



keeping kids cute
saving moms money

KIDSmartUtah.com

What is a seasonal consignment sale?

Seasonal consignment sales are popping up all over the country—some started up to twenty years ago. They're a great way to shop, sell and save as you outfit your entire family. So what is a seasonal consignment sale?

Seasonal consignment sales are limited-time events where consignors price and drop off their gently used items, and shoppers then get a huge selection at huge savings. Most sales are also limited by the types of items, age ranges (size ranges) and seasonality. Kids' consignment events are especially popular because children are always growing—growing out of their old clothes and needing new ones.

A kids' consignment sale will typically accept items including clothing, uniforms, dance gear, costumes, bedding, cribs, car seats (with signed safety statements), toys, books, school gear, movies, and much more. Most kids' consignment sales also accept maternity and nursing wear for moms-to-be. **All items should be in great condition** without stains, tears, fading, missing pieces, broken bits, or other problems.

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In addition to these categories, as the premier seasonal consignment sale event in Utah County, **KIDSmart Consignment Sale will also accept items for missionaries.**

Seasonal consignment sales are *not* shops with constant overhead. They maximize profits for the seller, offering them way more than they'd get at a secondhand or consignment store. Because of the limited-time nature of a seasonal consignment sale, they also maximize savings, variety and selection for buyers. **Where else can you find tens of thousands of babies', kids', teens' and moms' items under a single roof—up to 90% off retail prices?**

Give a seasonal consignment sale a chance as a consignor, volunteer and shopper, and you'll never want to pay full price again! Read on for lots more information about how to get the most out of the next KIDSmart consignment sale!

How does a consignment sale work?

Consignors price items & tag in their own homes



Consignors
keep 66%

Consignors drop off items just before the sale

No strangers at your house • No waking at the crack of dawn
No set up or hauling to DI • NO HAGGLING WITH CUSTOMERS!

Before sale

Shoppers get 1000s of items
up to 90% off retail!

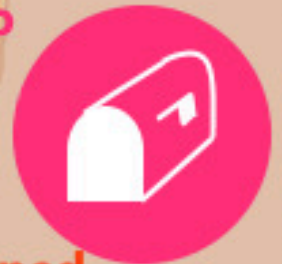
At the sale
1 week, twice a year

Want to
shop first?

Early shopping for
volunteers consignors 1st time moms

Don't forget
last day =
Discount Day!
50% OFF
participating items

Checks mailed to
consignors



Unsold items returned
or donated to charity

After sale



kidsmartutah.com/join

Join our list to SHOP, SELL & SAVE in UTAH COUNTY!

Why consignment?

Get deals, make money, less work—what more do you want to know?

Oh, you do want to know more? Okay!

You could always throw away or donate your used kids clothes or hold a yard sale, just like you can easily shop yard sales, thrift shops and secondhand children's stores. But **a seasonal children's consignment sale is usually better for both shoppers and sellers!**

Shoppers benefit from a more convenient experience (and save tons of money over shopping new!):

- More inventory and more child-focused inventory than general thrift and consignment stores
- Better quality, better and more targeted inventory, and higher convenience than yard sales
- Better prices and inventory than secondhand stores

Did we mention that you can save up to 90% off retail prices?

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Consignors also benefit from

- Better profits than donating to thrift stores (with tax benefits still available from donating unsold items)
- Better revenue split than most consignment stores
- SOOO much easier and better profit than yard sales: just tag and drop off your items, and let us do the heavy lifting!
- Better profit than selling to secondhand stores

Check out our next consignment sale and see for yourself! We're sure you'll be hooked!

How to shop consignment sales

My friends and family shop save a boatload of money by shopping at consignment sales across the country! How can you meet the same success? Here are five tips!

Know your sale

When does your sale open to the general public? Most sales feature pre-sale times. You can get into these invitation only pre-sales by volunteering with the sale, consigning, being a first time mom and more. **Pre-sales are THE BEST TIME to shop!** Many sales, like KIDSmart, even reward people who volunteer more with the very first crack at the shopping.

Also know whether your sale offers any discount days/times. Often the last day or two of the sale has all items by participating consignors at **half off or more!** Some sales have pre-sale times for their discount days as well.

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Know what you need

Don't be seduced by every good deal you see—because you'll find waaay too many good deals! Come in knowing your kids' sizes and what they need, whether that's a complete wardrobe or one new winter coat. Don't forget toys, books and other gear like strollers, car seats, cribs, beds, backpacks on your list!

Know your budget

You can get a lot for your money at a consignment sale, but we don't want you to suffer from buyer's remorse because you spent your entire food budget for next month! Keep a running tally in your head, with a buffer for sales tax.

Get a sitter (or trade with another mom)

Maybe it's just me, but I am SOOOO not the mom of that happy family of twelve you see skipping down the aisles at the grocery store. Even the shortest shopping trip with all five of my children usually turns into my personal nightmare. Add in TONS of people and merchandise and suuuper tempting toys and it's a sure recipe for chaos. Children in arms are generally better behaved but make shopping a lot harder. Unless you're way more buff than me. (You probably are, huh?)

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GAME DAY: what to bring with you

Finally, think about the logistics of shopping: will you need your hands free? Do they offer shopping carts, or do they encourage you to bring your own laundry basket? Do you have a plan for getting that bed you need to buy home? Does the venue have drinks and snacks, or do they not allow outside food? How long do you have? Where is your list?

Then go forth and shop, sell & save!

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Top 8 Shopping strategies

Make a list (Sure, check it twice)

It's easy to feel overwhelmed when you're faced with so! Many! Deals!, so it helps to have a guide for yourself. Maybe your five-year-old has all the jeans he can use but needs sweaters and a coat, while your three-year-old has no pants. (I'd definitely need a list to help me remember which kid needed what—I'd get them mixed up. Like how I buy frozen peas when I'm actually low on frozen broccoli, and vice versa, over and over.)

It's also a good idea **to set a budget on these items**. For example, you might not want to spend more than \$3 per pair of jeans for your three-year-old, but and while your thirteen-year-old will probably need some higher priced jackets for his chilly walk to school.

Don't forget things like sports equipment, dance gear, and Halloween costumes, as well as books (with reading levels!) and toys. **And you'll want a whole section of your list for those big ticket items from a ride-on toy for the toddler to bikes or bunk beds for your big kids.**

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Come prepared

Comfortable clothes, shoes made for walking and a tote are a must! Many sales encourage shoppers to bring laundry baskets with a rope as a leash, or you can pick up a super sturdy, extra large tote at IKEA for only 99¢!

Get the lay of the land

When you enter the sale, **take a look around to get a feel where things are.** Typically, there will be separate areas for children's clothes (sorted by size), moms' clothes, toys, books, gear and larger items from car seats and high chairs to bikes and beds.

Form your plan of attack

Once you've figured out where things are in your sale, **think about the route you want to take through the sale.** Maybe your top priority is a crib, so you'll check out the large items first, then swing by the baby clothes. Perhaps you'll want to make a beeline to the homeschooling curricula. Or maybe you'll want to follow the basic traffic flow of your sale, going from clothing racks to table items to the large item area so you don't miss anything.

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Measure with a measuring tape

Whether you're shopping for four-year-olds or furniture, it helps to **know exactly what size you're looking for**. Since kids and consignment sales aren't always the best mix (okay, kids and shopping aren't always the best mix), and since consignment sales don't have fitting rooms, it's often easiest to just bring your children's measurements and a tape measure or marked ribbon to measure clothes against them. (Remember that clothes must also have "ease," and extra room to put them on and move. Standard fit clothing requires about 2 inches of ease, while loose fitting clothing has more extra room.)

If you're shopping for assembled furniture, also measure the doorways, halls and corners it will have to pass through. There's nothing like bringing home the perfect bunk bed only to discover you can't get it down the hall or make the last corner. (This happened to us once—we ended up taking the window out of the frame and hoisting the bottom bed into the ground-floor bedroom. Twice, since we took it with us when we moved!)

Sort

Once you've made your selections, **take a minute to sort through**

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them. Maybe you found five pairs of great jeans or ten adorable maternity tops, but you really only need a few. **Pick the ones you love most.** If your consignment sale has a sorting area like KIDSmart does, be sure to take advantage of it. This also helps KIDSmart and its volunteers get the merchandise you changed your mind about back out on the floor quickly for someone else to fall in love with.

Come back for discount day!

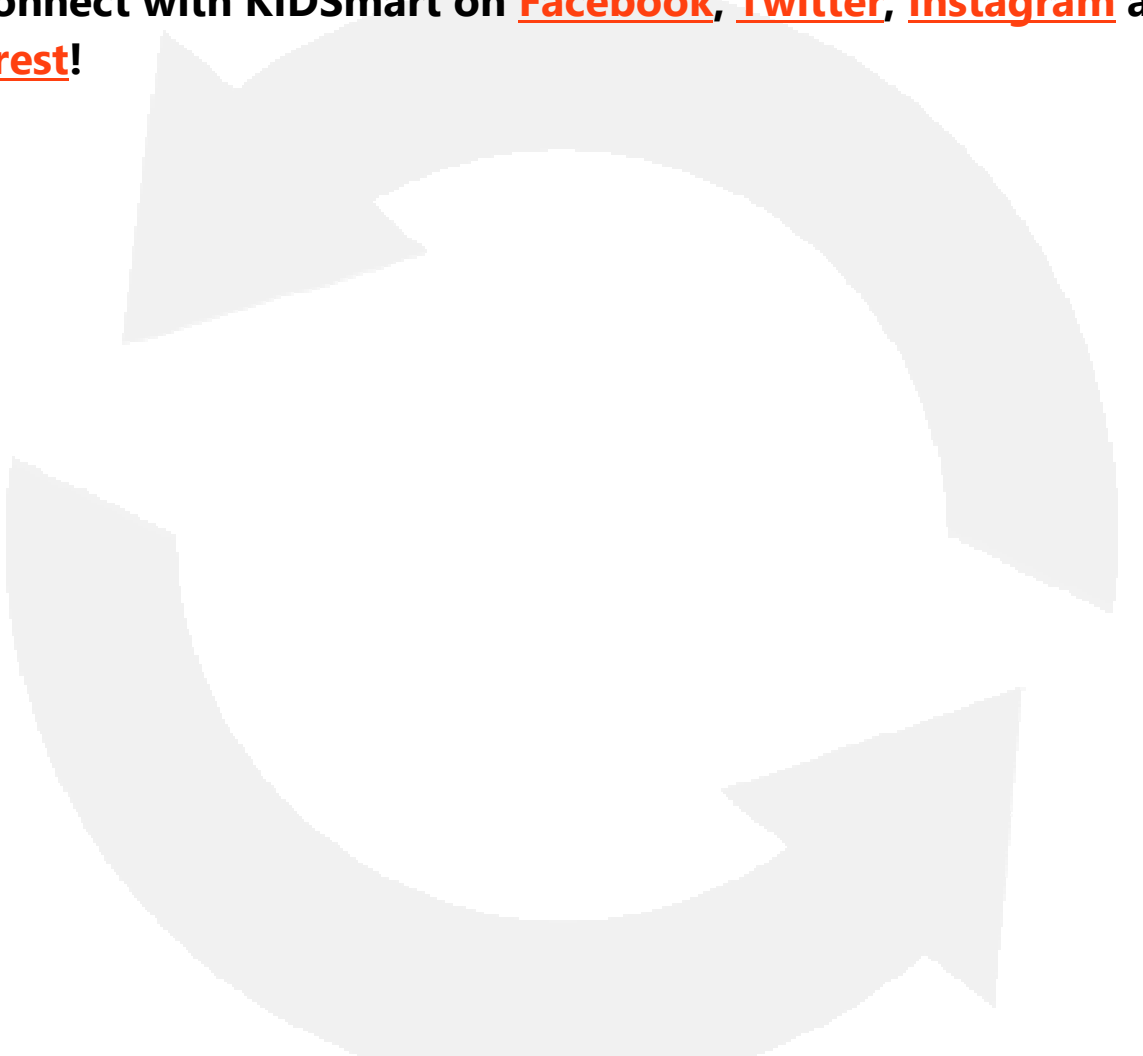
While as much as half of the merchandise at a consignment sale can sell during the pre-sales and a significant amount is also purchased during the regular sales days, there are still more great deals to be found on the final day of the sale: **discount day!** Who can say no to an even better deal? Gently used clothing for pennies on the dollar! And since there's no way you can see everything in one trip, it's always a good idea to come back for a second look.

Keep up with the sale

Follow your local consignment sale on social media for even more fun and goodies. Consignment sales frequently run giveaways and promotions through their social media accounts, as well as make important announcements. The email list you've joined to receive this

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freebie is probably the most important way KIDSmart will communicate with you, but for more fun, games and sharing with your friends, **you can connect with KIDSmart on Facebook, Twitter, Instagram and Pinterest!**



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why you should shop pre-sales

Virtually all seasonal consignment sale events feature “pre-sales.”

Before the general public floods in, select groups get the chance to shop early—getting the best selection and the best deals before more people even see them.

One of the top ten consignment sales in the United States, KidsEveryWear, says that **as much as half their merchandise sells during their pre-sale events**. That represents thousands of items gone before most people ever walk through the doors. This means that shopping at the pre-sale gives you twice the selection you’ll see in the public sale. Unlike a traditional store, a consignment sale doesn’t have repeated inventory—if there’s an item you like, we probably won’t have another one like it. Shopping the sale early is a very. Big. Deal.

So, how do you get into a pre-sale? This varies from sale to sale, but typically **the #1 way to get a pre-sale slot is to volunteer with the sale**. KIDSmart Consignment Sales open to volunteers who’ve signed up for multiple helping shifts first, then single-shift volunteers, consignors and other groups including first-time moms and homeschooling families.

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Pre-sales offer another hidden advantage: **crowd control**. During the public sale day, hundreds of people might be trying to crowd through the aisles, compete for the same clothes or conflict over the same slide or crib. And don't get me started on checkout lines! **Shopping at a pre-sale means you don't have to duke it out with two hundred other moms from the time you walk in to the time you wait in line to check out.** Instead, you get exclusive selection and faster checkout, all in exchange for a few hours of your time. Hashtag worth it!

Consignment sales or online yard sales/classifieds?

Seasonal consignment sales can be the BEST place to outfit your whole family, but they don't have to be the only place you'll ever shop again.

Online yard sales and even classified ads have their place, too.

(However, trawling yard sales and thrift stores every Saturday will probably become a thing of the past with all the great deals. Then again, if that's how you like to spend the money you'll save . . . well, just text me if you find any cashmere sweaters, 'kay?)

Where consignment sales shine for shoppers

Selection

Consignment sales bring together the best items from hundreds of individuals, offering thousands of items in a single location.

Looking for a 4T shirt, size 8 maternity jeans or a changing table? We're sure to have what you're looking for—and most of the time, we'll have several for you to choose from!

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Buying a wardrobe or getting all geared up

Occasionally you'll find a whole wardrobe or everything you'll need for a baby or the next peewee football season up for grabs in a yard sale group—but you won't be the only one looking, and even then, your choice will be limited. If the style or fit doesn't work for you, you're out of luck. Plus, it's pretty rare that an entire wardrobe survives a child in sellable (or wearable!) condition. **When you need to buy everything your family needs for the next six months or year—and especially if you want to pick out your own styles—a consignment sale is the place to look!**

Convenience

Unless you're lucky enough to find one of those "all my baby gear and clothes" posts on a yard sale group in time to snap it up, you'll usually have to trawl several yard sale groups and dozens of online classified ads. Then you'll probably have to drive around to pick up all those purchases. Not to mention visiting thrift stores and consignment stores to collect everything you need, a piece here and an outfit there—and then fill in the gaps with some pricey brand new items, too. Instead, a **consignment sale can be your one stop shop** to find all you need for your ever-growing family!

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Quality

In general, there's no real check on the quality at a yard sale, online or offline, so condition can be hit-or-miss. Consignment sales have higher standards for the items offered there.

Where consignment sales shine for sellers

Selling large amounts

It's often hard to find someone to take an entire 3T wardrobe off your hands, especially not at a reasonable price per piece. Then you have to break it up into smaller groups, photograph everything, post it all and hope and pray everything sells. But even once things start selling, you've got to meet buyers all over the valley or have strangers come by your house. **A consignment sale, however, is a one-stop for sellers as well as buyers.** With hundreds of shoppers coming to one place to see your items, you don't have to worry about marketing each and every shirt, skirt and sweater!

Easy!

With a consignment sale, selling your gently used items is easy! No

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strangers at your house, no haggling, no getting up at the crack of dawn to run a yard sale, no advertising your sale and posting your address all over the Internet. **Once you've priced and tagged, all you have to do is drop off your items and you're done** (especially if you opt to donate your unsold items at the end of the sale).

Hands-off

I don't know if I can say this enough, but the beauty of a consignment sale for a consignor is hard to overestimate. Instead of having to deal with dozens of people online or in person, each one trying to haggle you down another 50¢ (or \$5!), **you set the price you want, and that's what it sells for. No set up, no clean up, no hauling unsold stuff to DI, no driving all over the place to meet your buyers.**

Where online shines for shoppers

Convenience

Yes, both consignment sales *and* online yard sales are tops for convenience. If you really can't leave your house—bedrest or illness, for example—then online yard sales are ideal. They're also helpful if you

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won't be in town during your next consignment sale.

Requests

While you'll have greater selection at a consignment sale, you don't have much of an opportunity to put out requests or "in search of" (ISO) posts. It's the luck of the draw (of a very large pool). **If you need something specific, such as the uniform for your academy or dance studio,** online yard sales and parents' groups are hard to beat.

Haggling

For some people, a major part of the appeal of yard sale-ing is scoring the deal—especially the deal you get when you haggle. There's no haggling at a consignment sale (we don't have the authority to change consignors' prices!), **so if bargaining is your bag, stick to yard sales.** (Keep in mind that some online yard sale groups prohibit haggling—always follow the rules of your group!)

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Where online shines for sellers

Selling small amounts

A consignment sell typically works best for a consignor if they have at least \$85-\$100 worth of merchandise to sell, whether that's fifteen outfits, one crib or a hundred onesies. If only three sweaters and one pair of jeans survived your son's kindergarten year, I feel your pain. And online yard sales will probably be a better fit.

Immediacy

Online yard sales have the biggest benefit of immediacy. **If you need this stuff gone now**—not in two, three or six months—throw it up on Facebook or Craigslist and let your neighbors snap it up ASAP.

Not moving big stuff!

If you're selling something big, whether that's a stand-alone basketball hoop, a trampoline or a kids' bedroom suite, you can take pictures of it where it is now and post them on an online yard sale group. You don't have to move it unless someone claims it, and you can even specify

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that they have to pick it up and haul it away. While you'll probably only have to move something large once to a consignment sale (and set it up there), if it doesn't sell, and you don't choose to donate it afterward, you'll have to arrange to pick it up in the sale's pickup window. It's a small risk, but you should be prepared to face it if you choose to sell a large item at a consignment sale.

Both consignment sales and online sales groups are great ways to save money and make money with your kids' gently used online clothes, and they can complement each other well. We hope we'll see you at our next KIDSmart consignment sale so you can take advantage of all the benefits!

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5 easy steps to consign your stuff!

1

PREP

wash, remove stains,
get out wrinkles & smells
collect all pieces & repair
remember the batteries!



2

SORT



sort items by
size (clothes) or
department

depts: costumes, dance, sports, toys, books, furniture, outdoors, baby

3

PRINT

enter tags online
& print



describe your item (color, size, brand) in case the tag gets separated!

4

HANG



pin to hanger &
securely attach tag
make sure the hanger faces
like a ? from the front!

5

BRING

drop off items
at the right time



group same-sized clothes with rubber bands for faster drop off!



kidsmartutah.com/steps

share this infographic with your friends!

Building your consignor kit

To make selling your items at KIDSmart easier, **we highly recommend putting together your own consignor kit**. In a tub or bin of its own, you'll have everything you need to tag and prepare your items for the next sale, out of the way when you don't need it, and right where you can find it when you're ready!

Safety pins, zip ties or tagging gun

Depending on how you want to attach your tags, or the rules of your specific sale, these are an absolute must in your tagging kit.

Hangers

You don't necessarily have to store your hangers in here, but it sure makes things easier. Remember whether your sale prefers wire or plastic hangers—and **always face the hanger like a ? when hanging your item!** If your sale accepts wire hangers, check with local dollar stores and even dry cleaners for great deals.

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Packing tape

Clear packing tape is useful for keeping tags on. Some items don't attach to a hanger well, or don't have a good spot for pinning a tag, so packing tape helps to reinforce the tag spot and keep the item in place.

Large items are also tough to tag without your trusty tape.

Gallon zipper bags

These are **super handy for keeping together sets** of onesies, toys, books or hairbows, for example. For sets of bulkier items, you might also look for two-gallon bags. You can find good deals on these bags at stores like Dollar Tree and Big Lots.

Cardstock

White, yellow, or your assigned color, you can't print tags without it! And **if you keep it in your kit, you never have to look for it again.**

Rubber bands

Rubber bands are great for keeping some types of items together, but

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especially for **attaching all of your size 5 clothes together for easier transport and drop off.**

Dryer sheets

If you need to freshen up your items, dryer sheets are helpful. **We do NOT recommend Febreeze because the scent is so strong** (unscented Febreeze may work in a pinch). Dryer sheets are borderline, honestly, but probably better than musty clothes.

Disinfecting wipes

Disinfecting wipes are a must for wiping down everything from cribs to outdoor toys to car seats. **Clean, kill germs and freshen up in one!**

Tide-to-go pen

For quick stain removal on clothes, stow one of these in your kit. You'll still have to clean some things, but this one can save you tons of time.

Get the Most out of Consignment Sales!



Pen & notebook

Instead of having to hop back and forth from your tablet or computer and your items, **keep a written inventory list as you prep your items, then enter them all at once.**

Locking tag fasteners or zip ties

Another great way to attach tags to some large items, these tags and ties are also **good for keeping manuals and instructions with those larger items.** Remember, items with the manual usually sell faster (i.e. for full price) so go ahead and hop on the Internet to print off a copy of the manuals. You might try ManualsOnline.com, ManualsLib.com or Retrevo.com.

Computer

Okay, you don't have to keep this in the box, but **be sure to have one nearby so you can double check if there are any recalls on your items.** Consignment sales won't accept them and often ask consignors to sign a waiver stating that they've checked their items for recalls. You can check for product recalls at recalls.gov.

One more thing that won't fit in your kit: **a clothing rack.** Useful for

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laundry or extra storage as well, a clothing rack can help you prep your clothing items so much faster!



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How should I price consigned items?



Bottom line: Would you buy this, in this condition, at this price?



kidsmartutah.com/steps
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Benefits of volunteering

Consignment sales can't run without our dedicated volunteers.

Consignment sales across the country use volunteers to set up, inspect items at drop off, run registers and security, break down the sale and run consignor pick up. Seriously, without volunteers, our sale couldn't happen!

Yes, volunteering is wonderful, and I'm sure I'll feel all warm and fuzzy. But if I'm going to leave my family—possibly even get a sitter—what's in it for me?

Valid question. We know that moms' (and dads'!) time is valuable, and it's hard to get away. So why would you want to spend your valuable me-time volunteering at a consignment sale like KIDSmart?

Well, first, **adult interaction**. You know those days when you don't have a "real" conversation with anyone, where pretty much every interaction is conducting the business of running a household, and when you finally *can* talk to another person who might understand that you have opinions and an inner life . . . he's already asleep?

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The day you volunteer is not one of those days. Interact with consignors, shoppers, other volunteers and the sale owners. On the surface, it sounds like this is just more business talk, but across the country, long-time sale owners and volunteers talk fondly about the friendships they've formed . . . which leads us to number two: **lasting friendships.**

Oh my goodness do I ever need friends. But I seldom have a chance to work alongside new people outside of my present circles of my neighborhood, church and children's school. **When you work together, you form lasting bonds**—and no one else will understand exactly what it was like that one time when you tackled this disaster or enjoyed that awesome success together.

And of course, last, the one you've been waiting for: **volunteers get to shop first.** This is a BIG DEAL because, as we've mentioned before, up to half of the items at a consignment sale are sold during the pre-public sale times. At KIDSmart, volunteers who work more than one shift (of 3-4 hours) have the privilege of shopping before anyone else. **You get the greatest selection, benefit from the shortest lines and enjoy exclusive shopping time.**

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After the multi-shift volunteers' pre-sale begins, the one-shift volunteers pre-sale begins, so you still get to enjoy tons of benefits. (But if you can squeeze a second shift in, it'll definitely be worth it!)

So, yes, you'll get those warm and fuzzies—but they won't be the only benefit of volunteering at a consignment sale. **Come help us run and reap the benefits for your family!**

Thanks again!

Thanks again for joining our mailing list. Keep an eye out for more great tips coming to your inbox twice a month!

If you enjoyed this guide, please encourage your friends to join the list to get their own copy here:

<http://KIDSmartUtah.com/join>

We hope to see you at the next KIDSmart consignment sale!