

## **Selling Tips:**

**Appearance:** The appearance of your items will be the thing that will close the deal for many shoppers. Clothes that are High Quality, clean, smell fresh, and are pressed, with buttons and zippers closed, look newer and generally sell better. Items that have stains, missing buttons, or broken snaps/zippers will be pulled before the sale begins. Spend a little extra time getting your items ready so they will look as near to new as possible. Items cannot smell like smoke or have pet hair.

**Tagging:** Items with lost tags cannot sell. Clear packaging tape used to secure index card on toys, equipment, zip locks, etc. tends to hold better than scotch or masking tape. **Do not put any tape on the Barcodes; otherwise they won't scan at check-out.**

**Pricing:** You get to set the price for your items. Ask yourself what you would be willing to pay for the item. Don't want to pick up items at the end of the sale? Price your items to sell or mark the price with DISCOUNT to sell for half price on Sunday. Half the money is better than no money! For larger items, include the manual or download information from the internet and include it with the item you are selling. This will give a full description and provide cost of item new.

**Presentation:** Items in the original box or packaging sell much faster! Battery-operated toys should include working batteries. Shoppers will be hesitant to buy an item if there is no proof that it is in working condition.

Sets tend to sell better than separate items, so match things up if you can. This includes accessories, hair bows, socks, hats, etc. They can be pinned on and all priced as one item. Note on your tag all of the items included in the set.

Shoes must be clean and in excellent condition. They should be tied with a zip tie or put into a zip lock bag to ensure pairs are kept together.

Pants must be pinned to the top of a hanger, not folded over, as they tend to end up on the floor. Even if they are in sets, PIN the pants to the hanger

Equipment needs to be clean and fully assembled at drop off. All pieces and parts should be included in zip locks and securely attached to the main part with packaging tape. Bags need to be sealed so children cannot get into them.

Selling items with missing pieces is extremely disappointing to the buyer, affects the credibility of the seller, and lowers the standard of the sale. In order to protect the quality standards, Wiggles & Giggles Consignment will discontinue accepting such items from participants who repeatedly disrespect this request.

Be sure to bring a container(s) with you for pick up of unsold items.