



**JUST BETWEEN  
FRIENDS**

*Summer 2025*

# *Consignor Guide*



**OVERLAND PARK**



# WHY JBF?

If you've tried selling all those outgrown items on social media or spending your whole weekend sitting outside to host a less-than-amazing yard sale, you know there's got to be a better way.

Families who sell with Just Between Friends earn more and sell more—all in one place, all at one time. Plus, you'll feel warm and fuzzy knowing you are helping so many local families who love finding great deals for their kids at the JBF sale!

## CONSIGNOR DETAILS

- Earn 60% on sold items; less the \$12.50 per sale consignor fee
- **Item limits\*: 500 items; 250 of which can be hanging** (1 tag=1 item) \*Help at a sorting shift and you may double your item limits.
- **Consignors who wish to bring more than the item limits will need to contact Stephanie - [stephaniehyder@jbfsale.com](mailto:stephaniehyder@jbfsale.com) as special arrangements are required.**
- Get access to our JBF tagging system to create your own personalized JBF tags!
- Enter tags using a computer or smart phone
- Enter tags using "talk to text"
- Watch your sales live during the sale
- Receive check via email within 14 days of sales end
- May choose to reduce items for discount days
- May choose to donate unsold items to our partnering charities

[Register](#)



Click here to register for a consignor number and start tagging today!





## What's in this Guide

We will walk you through the consignor process and will give you tips and tricks for **selling successfully!**

We will show you how to register to consign for the sale, prep and tag your items, and...all the rest.

**Registration opens a few weeks before each sale.**

We host 4-5 sales per year so there are 4-5 opportunities to sell and the best part is that you don't have to re-tag anything.

**This guide contains everything you need to know about consigning for our upcoming event!**

- Why JBF?
- Consignor Details
- JBF Standards
- Acceptable Items
  - Clothing
  - Non- Clothing
  - Large Items/Hot sellers
- Video Tutorials
- Register to Sell
- Consignor Drop Off
- Gather
- Prep Toys
- Prep Clothing
- Prep Accessories
- Tips & Tricks
- Pricing Guide
- Create Tags
- Drop off & Pick up
- Incentives
- Dates
- During the Sale
- Support



Please bring us your BEST items  
**High Quality items = Happy Shoppers!**



## CLEAN

The newer it looks, the better it sells. Check carefully for stains and holes in clothing. Clean all items thoroughly.

## CURRENT

Sell items that are seasonally appropriate. Check the complete list of acceptable items below. Shoppers love current styles that are in fashion (we recommend less than 5-6 years old)

## COMPLETE

Be sure all parts & pieces are present before you tag items. This includes working batteries.

## COMPLIANT

Important Safety Guidelines apply to car seats, cribs, infant equipment & toys. Go to [cpsc.gov](http://cpsc.gov) to check for recalls! Check for recalls and be sure all safety straps are included.

### REQUIRED FORMS

Crib waiver (We only accept cribs manufactured after June 2011)

Car seat waiver (Required for car seat bases and booster seats too)

#### Item Limits:

- **500 items; 250 of which can be hanging - additional requirements can be found on following two pages.**

Limits are doubled for anyone helping at the sorting shift. Consignors wishing to bring more items must make arrangements with Stephanie via email ([stephaniehyder@jbfsale.com](mailto:stephaniehyder@jbfsale.com)) to avoid additional fees.



[Click to play video](#)



# ITEM LIMITS

**Total Item Limit is 500\***

**\*All limits double if working the sorting shift\***

**Failure to abide by limits may result in additional fees.**

**Want to bring more items?**

**Email Stephanie at [stephaniehyder@jbfsale.com](mailto:stephaniehyder@jbfsale.com) for additional requirements**

**HANGING CLOTHING**  
**\$3 MINIMUM PRICE ON CLOTHING**

**250**  
**TAGS**

**JRS CLOTHING (SIZE 14+)**

**NEW - LIMITS BY BRAND - PLEASE SEE PAGE 7 FOR DETAILS**

**MATERNITY CLOTHING**

**15**  
**TAGS**

**ACCESSORIES**

**NEW LIMITS - PLEASE DETAILS ON PAGE 6**

**25**  
**TAGS**

**NOT  
ACCEPTED/  
NO THANK  
YOU**

- **BEDDING SETS (ANYTHING IN A BIG BAG)**
- **FRAMED ART**
- **HOME DECOR NOT CLEARLY FOR KIDS**
- **EASILY BREAKABLE ITEMS...WE HAVE LOTS OF LITTLE HANDS THAT COME THROUGH OUR SALE**

**\*MORE DETAILS NOTED ON FOLLOWING PAGES\***



# Accessories



Limited to 25

We STRONGLY recommend you price accessories to go half price due to the volume of these items we get at each sale.

**NEW IN PACKAGE ONLY**

- **UNDERWEAR**
- **TIGHTS**

**LIKE NEW CONDITION**

- **SOCKS**
- **HAIR BOWS**

**NOT ACCEPTED**

- **JEWELRY**
- **WALLETS\***
- **PURSES\***

**\*EXCEPTIONS: WALLETS & PURSES CLEARLY MEANT FOR CHILDREN/TEENS. EXAMPLES INCLUDE DRESS UP PURSES/PRETEND WALLETS & CROSS BODY PURSES THAT A PRE-TEEN/TEEN WOULD WEAR.**

**HOLIDAY RELATED**

**4TH OF JULY**







# TEEN LIMITS



## TEEN CLOTHING LIMITS

IN AN EFFORT TO BRING MORE QUALITY AND VARIETY TO THE TEEN SHOPPING, WE HAVE CREATED NEW LIMITS FOR THIS AREA. PLEASE REVIEW BELOW. THE LIST BELOW IS SUBJECT TO CHANGE AS WE IMPLEMENT THESE NEW REQUIREMENTS. IF YOU HAVE SUGGESTIONS FOR BRANDS THAT SHOULD BE ADDED TO THIS LIST, PLEASE SHARE THEM WITH STEPHANIE

### Junior Girls & Junior Boys

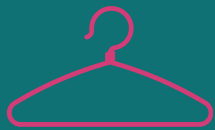
ALL SIZES ABOVE 14 & XS-XL ARE ACCEPTABLE FOR TEEN BRANDS

JEANS, JEAN SHORTS, KHAKI PANTS, NAVY PANTS & BLACK PANTS - ANY BRAND ACCEPTED



### CLOTHING WE WILL NOT CURRENTLY ACCEPT:

We will NOT ACCEPT clothing designed and marketed for adult women or adult men. Just because your teen wore it, that does not mean that JBF will automatically accept it for resale. Your clothing inspector will use their discretion to give a final decision.



# Category

## Requirements

**Items in the following categories\* will not be sorted at the conclusion of the sale and will automatically be donated. If you do not want any of these remaining items donated, please do not bring them to the sale.**

NEW

- **PARENTING & PREGNANCY BOOKS**
- **ROOM DECOR**
- **PARTY SUPPLIES**
- **DVDS**
- **ITEMS ON THE NO THANK YOU/NOT ACCEPTED LIST**

\*Item category is determined by how the sales floor is organized, not the category selected in the tagging account.







# WHAT TO SELL CLOTHING

# SPRING

**\$3 minimum on hanging items.**

Summer dresses, shirts  
onesies & dress shirts  
(long & short okay)



Shorts, skirts, rompers, capris  
active wear pants, jeans  
dress pants, leggings



Lightweight summer  
pajamas and sleepwear



Sandals, tennis shoes,  
rain boots, dress shoes,  
cleats, dance, flip flops  
water/swim shoes



Sweatshirts  
lightweight jackets  
summer accessories



Swimsuits and  
accessories



Fan gear—any length  
dance wear  
dress-up/pretend play outfits  
Maternity (all seasons ok)



## NO THANK YOU ITEMS

**X** clothing with stains, rips, tears, holes or overly loved

**X** shoes/laces with dirt or scuffs

**There are some items we know we cannot sell right now.**

**To those items, we say "no thank you" for NOW—please save for our FALL sale.**

**X** shirts/outfits depicting colder weather holidays

**X** camp shirts

**X** fleece pajamas with winter theme

**X** winter pajamas

**X** snow boots

**X** winter jackets

**X** gloves

**X** winter gear

**X** Halloween costumes & accessories



# WHAT TO SELL OTHER ITEMS

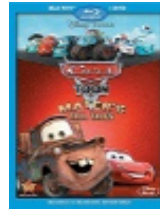
# ALL YEAR

**Safety First:** All items must meet safety standards. Please check for recalls and be sure all safety straps are included. Please note that this list is not all-inclusive.

Puzzles  
Games



Electronics  
Musical Instruments  
DVDs: Rated  
G, PG or PG-13



Arts & Crafts  
**Children's** Room Decor  
Sporting Goods



Soft infant toys  
Character or  
animated stuffed animals



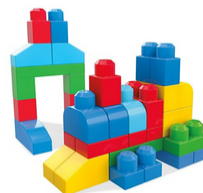
Girl, Boy,  
Infant and Toddler toys  
\*if needed, include  
batteries



BOOKS: Soft, board  
picture, chapter  
educational, tween



Building and Other Toys



## NO THANK YOU ITEMS

There are some items we know we cannot sell, no matter what the season.

X games or puzzles without all of their pieces

X mature rated video games

X R-rated DVDs

X adult content DVDs

X VHS tapes

X CDs

X partially completed art projects

X adult room decor

X framed art work

X basic stuffed animals

X toys requiring batteries that no longer work

X broken/incomplete toys

X adult books

X cookbooks

X self-help books

X incomplete sets



# WHAT TO SELL OTHER ITEMS

# ALL YEAR

**Safety First:** All items must meet safety standards. Please check for recalls and be sure all safety straps are included. Please note that this list is not all-inclusive.

Plates, cups, utensils



## NO THANK YOU ITEMS

**There are some items we know we cannot sell, no matter what the season.**

NEW nipples & pacifiers  
bottles with nipples removed



- X formula
- X food
- X medicine

Nursing related items & accessories  
Infant Care  
Safety



- X USED nipples
- X USED pacifiers
- X USED teething necklaces

Diapering  
Potty Items  
Bath Items



- X Homemade or used masks

Cribs, toddler-twin beds  
bed rails, bassinets



- X soiled/stained diapers

Baby Carriers & Slings  
Diaper Bags  
Backpacks & Lunchboxes



- X drop-side cribs
- X full+ size beds
- X Items that DO NOT follow the CPSC safe sleep guidelines such as: Baby Boxes, Dock-a-tots, Infant Tents, Sleep Wedges, In-Bed Sleepers, Baby Nests & Pods & Inclined Sleepers

Sleep Sacks/Swaddles  
Blankets & Towels  
Changing Pads/Covers



- X full+ sized bedding
- X crib bumpers (including mesh)
- X crib rail coverings





# HOT SELLERS

**Safety First:** All items must meet safety standards. Please check for recalls and be sure all safety straps are included.

**Claim Tickets:** Large items will get claim tickets attached at drop off. Loosely attach your tags to your items.

**Assembly Required:** All larger items must be assembled and have batteries included when placed on the sales floor.

## Shoppers LOVE these items!







Buy Supplies Here

## Tagging Supplies

## Hangers



### Shopper-Focused Pricing

Ask yourself, "What price would make me buy this item without hesitation...and brag about my bargain to my friends?"

Retail Price	JBF Clothing Price	Pricing Non-Clothing Items	Price a little higher for:
less than \$10	\$1-2 Value Brands: Cherokee, Circo	Toys Books Baby Gear	<ul style="list-style-type: none"> <li>new with tags</li> <li>hot selling</li> </ul>

## Pricing

## Clothing



## Toys



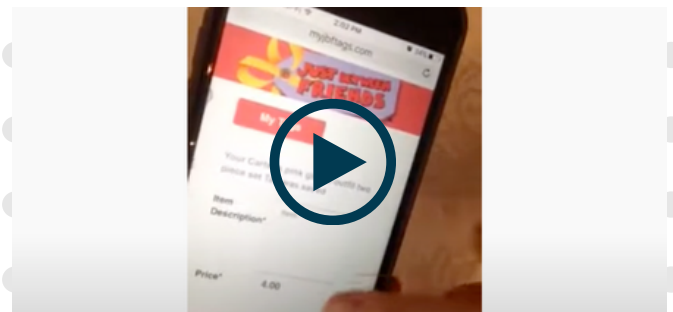
## Shoes

## Books, DVD's & Electronics



## Bedding

## Talk to Text Tagging

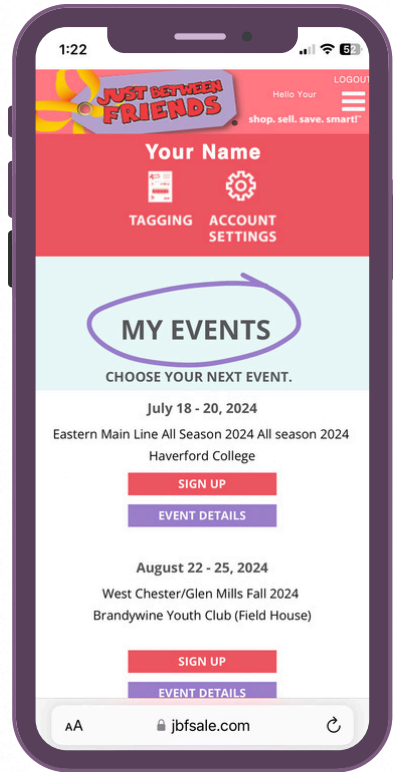




# REGISTER

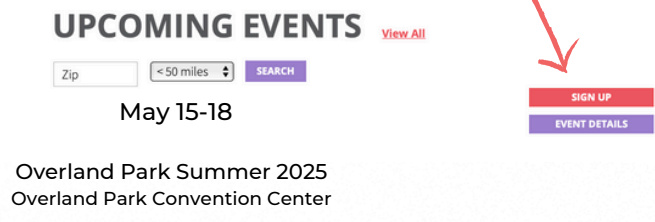
## First Things First: REGISTER

Save your spot by registering as a Consignor for the upcoming Overland Park event.



Go to [kc.jbfsale.com/sell](https://kc.jbfsale.com/sell), and then click "seller login"

Find the event and click "Sign up"



# CONSIGNOR DROP OFF APPOINTMENT

All DIY Consignors Must Schedule a Drop Off appointment.

- Monday, May 12th- 6pm-8pm
- Tuesday, May 13th - 9am-8pm



Second Drop Off - no appointment needed

- Thursday, May 15th - 12pm-8pm

All items except shoes & clothing accepted at 2nd drop off

# EXPRESS DROP OFF

If you're in a hurry, we can help! Your items are tagged and you need help getting them on the sales floor? We can do that!

- Monday, May 12th | 12pm-5pm







# GATHER

## Kids Grow Fast!

Each child cycles through a wardrobe every 6 months.

So, if you're feeling like you have lots of outgrown clothes in your home, you're not alone!

Plus, you can also sell items you likely have around your home. Here are some places to look for more to sell.



### Check all over your home!

#### Bedrooms

- clothing + shoes
- lamps + rugs
- gliders + rockers
- boppies + monitors

#### Closets

- sheets + towels
- diapers + new supplies
- step stools
- pillows + blankets
- maternity wear

#### Playrooms

- puzzles + games
- family DVDs
- dress up + costumes
- crafts + supplies
- instruments
- gaming systems

#### Bathrooms

- diaper disposal systems
- bath toys + supplies
- newborn tubs

...and check the garage!



### Have any of these hot-selling items?

#### Large toys

- exersaucers
- rockers
- play kitchen sets
- tool bench play sets

#### Furniture

- toddler beds
- dressers + bassinets
- changing tables

#### Feeding supplies

- new pacifiers
- dishes + lunch boxes
- sippy cups + boosters
- safety items

#### Outdoor toys

- bikes + trikes
- scooters + skates
- ride-on toys
- playhouses

# SORT



## Keep | Toss | Sell

It's okay to **KEEP** the items that you just aren't ready to part with yet.

**TOSS** the items that are too well-loved (stains, missing pieces, or are not working).





# PREP

## Maximize Profits

- Bundle Completed Sets
- Choose to Reduce
- The better they look, the better they sell

↳ Iron wrinkles, button buttons, zip zippers and snap snaps



## Gather these supplies to make your prep faster:

- hangers
- clear self-sealing bags (zip-loc)
- ribbon/string
- zip-ties
- clear tape & painter's tape
- clear (saran) wrap
- scissors
- safety pins or tagging gun
- hole-punch

[Buy Supplies Here](#)



# TOYS & GEAR

## Two Essentials:

- Tag is attached securely (won't fall off) &
- All pieces secured together (won't separate; tape bags closed)





# CLOTHING



### Hanging & Tagging Clothing

Put most clothing on a hanger. Bundle accessories like socks, infant mittens & hats, as well as accessories in clear self-sealing bags. Attach JBF tag with safety pin or packing tape.

### Hanger Direction

Be sure the hanger hook opens to the left, like a question mark. Attach JBF tag to front of item.



### Hanging pants

Pin pants to the top rail of the hanger



### Creating Outfits

It's okay to bundle items into sets.

Secure pieces to hanger using safety pins. Items **MUST** be the same size to bundle.



### Tagging Gun

If you use a tagging gun to attach JBF tags, only puncture the garment tag or an inside seam at the collar. (not the armpit) so that you do not damage the fabric. If you puncture the fabric, items will be rejected.

**\*Note - safety pin holes wash out in the laundry. Tagging gun holes will not.**





## Accessories

Use clear bags to bundle sets of socks (ensure all are the same size & note size on tag) & hair accessories.

Display neatly so shopper can see well. Tape JBF tag to the bag & tape the bag closed.



## Hats & Other Accessories

Simply attach JBF tag to item using a safety pin. No need to use a bag.



## Hanging Multiple Items on a Hanger

Multiple items—that are all the same size— can be hung on a single hanger. Use a safety pin to attach pants/skirts to hangers.

**Items MUST BE the same size.**

EX: 12 mo and 12mo **not** 12mo and 12-18mo



**Safety Pins:** Do not pin an item to another item.

Rather hang one item and then pin second item to the top rail of the hanger.



## Important Note

Smaller, expensive items should be given to the greeter or Stephanie at drop off so that we can properly secure the items on the sales floor.

### Some examples include:

- Pricey Shoes
- Diaper Bags
- Baby Carriers
- Breast Pumps
- Monitors
- Gaming Systems/Electronics
- Clothing items priced over \$25

Backpacks, diaper bags, baby carriers should be placed on a hanger and zip-tied securely to the hanger



You can bag "like" items together to save time. And use saran wrap to display puzzles.



For drop off- keep sizes separate by alternating sides for each size or put them in bags.







# PRICE

## Shopper-Focused Pricing

Ask yourself, "What price would make me buy this item without hesitation...and brag about my bargain to my friends?"

Retail Price	JBF Clothing Price	Pricing Non-Clothing Items	
less than <b>\$10</b>	Value <b>\$1-3</b>	Toys Books Baby Gear Furniture Electronics Strollers + Joggers Sporting Goods	 Price a little <b>higher</b> for: <ul style="list-style-type: none"> <li>• new with tags</li> <li>• hot selling</li> <li>• like-new</li> <li>• large toys</li> </ul>
less than <b>\$20</b>	Standard <b>\$3-6</b>	<b>50-90% off retail</b>	Price a little <b>lower</b> for: <ul style="list-style-type: none"> <li>• infant clothing</li> <li>• play clothes</li> <li>• good condition</li> <li>• maternity</li> </ul> 
more than <b>\$20</b>	Boutique <b>\$7-15</b>	<b>Want to SELL Even MORE?</b> Choose to REDUCE, which allows your items to sell at 50% off during discount sale days	

## Examples of Brands

### Value

- Cat & Jack
- Just One You
- Genuine kids
- Child of Mine
- Circo
- Cherokee
- Gerber
- Oshkosh
- Faded Glory
- Garanimals

### Standard

- Nike
- Under Armour
- Adidas
- Gap
- Polo
- Ralph lauren
- Vineyard Vines
- Children's Place
- Crazy 8
- H&M
- Zara
- Toms
- Stride Rite
- Justice
- Carter's
- Old Navy

### Boutique

- North Face
- Patagona
- Crew Cuts
- Mini Boden
- Tea Collection
- Mini Melissa
- Hanna Anderson
- Giggle Moon
- Persnickety
- Jelly the Pug
- Matilda Jane
- Livie & Luca
- Mud Pie

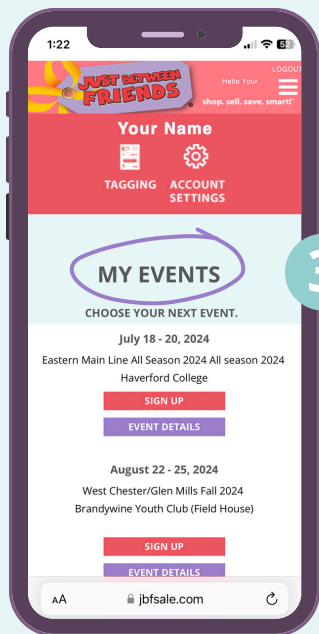
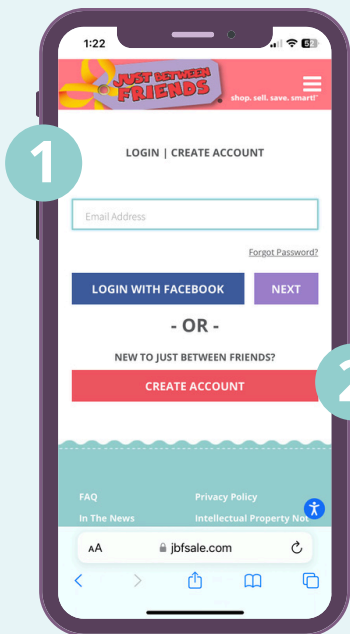
**\$3 minimum pricing on hanging items.**

**Bundle items to reach this minimum if needed**



# Creating Tags

## Using our Refreshed Tagging System




### Getting Started

- 1 Go to [jbf.com](http://jbf.com) & click on "Login"
- 2 Login or create a JBF profile
- 3 Be sure that you're registered for our upcoming event in your JBF profile
- 4 Click on the tagging icon 



Category	Size/Type	Description	Price	Reduce	Donate	Quantity
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="text" value="1"/>


  




137874867  
A123BCD  
\$4.50

Shoes - Girls  
05/22/2024

..... (place pin here) .....

**A-123-BCD** 

Carters Pink Sparkly Sneakers




Size/Type 137874867  
5 \$4.50

**Full Price Indicator:**  
In some cases, sellers do not want an item to be reduced during the JBF sale. In that case, UN-CHECK the "Reduce" box.

Reduce

UN-CHECK the "Reduce" box.

This will cause the "Full Price" STAR to print on your tag. Tags without this indicator will ring up at reduced prices on the reduced price days of the sale.

 Full Price

Full Price Star

If you make ANY change to your tags, you **MUST re-print** including adding or removing a star, repricing or changing the donate option.

**Print Your Tags**  
Print tags on 8.5"x11" **white cardstock**.  
**IMPORTANT - DO NOT USE REGULAR PAPER**  
- Tags will rip/fall off.





# DROP OFF

## You did it!

Now that your items are tagged, you'll want to pack items **organized by type and size** so that your Drop Off process is easy and fast.

1

Plan for 60-minutes to drop off your items. Longer if you have 250+ items to drop off. Drive to...Park...Enter...and **Check In**...you will receive access to your Presale Tickets!

2

You'll hang all clothing in gender/size areas on the racks behind the letter that corresponds to your Consignor Number. You will place your items on the floor and a map will be shared shortly before the sale so you'll know where everything goes on the sales floor!

3

For your Large Items, we will attach a claim ticket to the items which makes it easier for shoppers to purchase your items during the sale. Bring your JBF tag or loosely attach it to your item for drop off.

Items will be inspected after drop off and pulled from the floor if they do not meet JBF standards.



Pick up is **Monday, May 19th from 4pm-6pm**

No appointment needed.

Your items will be collected and located in a few areas.

# PICK UP

If you are donating all items you do NOT need to come to pick up. The Charities come to the sale and pick up all donated items and they go directly to families in need.





## Consignor Referral Bonus System

Refer your friends to sell at the sale and

**Earn \$5 Cash!**

Refer 1 Friend = \$5

Refer 2 Friends = \$10

Refer 3 Friends = \$15

Ect...

Referred consignors must be NEW to JBF Overland Park, cannot be family and must consign a minimum of 50 items or more.

Referral bonus will be paid out to you upon sales end. **The payout will be added to your check. Referred consignors should note your name in their drop off appointment.**

*We will check to be sure the seller is new to Overland Park before the payout is made.*





# DATES

## Important Dates- JBF Overland Park

### Drop off



### Monday & Tuesday

May 12th | 6p-8p

May 13th | 9a-8p

### Presale



### Wednesday, May 14th

Consignor + 1 Guest - shop 12p-8p

Passes are given out at drop off

### 2nd Drop off



### Thursday, May 15th

Thursday noon-8pm 2nd drop off

We are looking for all items on the large item list and toys. We may also post more specific things we are in need of in the consignors Facebook group.

### Half Price Presale



### SATURDAY, May 17th

Consignors + Guests

5p-9p

All items that do not have stars are 50% off

**NOTE - you MUST enter after 5p to qualify for the 50% off shopping.**

### Pick Up



### MONDAY

May 19th

No appointment needed

**Pick up 4pm-6pm**

Items not picked up by 6:01p are donated. Sorry, no exceptions as we must vacate the building.

Consignor Checks: These will be emailed to you no later than 14 days from pick-up!



# During the Sale



## Make time to SHOP

MAKE SURE YOU GET THE BEST  
DEALS FOR YOUR FAMILY!

CONSIGNORS NEVER PAY  
ADMISSION AND ARE WELCOME  
ALL WEEK!



### Watch Your Consignor Check Grow

You can view your sold items!  
**Log in to your JBF Profile,**  
click on TAGGING, then  
choose REPORTS.



### Share Free Tickets

Now is the time to tell  
everyone to shop! The more  
you share, the bigger your  
consignor check will grow.  
Be sure all the families in  
your life know about the  
resource of JBF this week!



### Unsold Items Donated to Charity

You'll receive a donation  
receipt for tax purposes. This  
receipt will be sent via email  
at the conclusion of the sale.

### Presale Shopping

**Wednesday | May 14th**

16 Credit TM\* | 9am

12 Credit TM\* | 9:30am

8 Credit TM\* | 10am

4 Credit TM\* | 11am

TMs will be on a list at the door.

Consignors | 12pm

Access to your presale pass will  
be given at drop off.

### Public Shopping

**Thursday | May 15th**

**Friday | May 16th**

**Saturday | May 17th**

9am-8pm

*\$2 Admission Thursday*

### Half Price Presale

**Saturday | May 17th**

16 & 12 Credit TM\* | 3pm

8 & 4 Credit TM\* | 4pm

Consignors | 5pm

### Public Half Price Day

**Sunday | May 18th**

9am-3pm

*Free admission!*

### Seller Pick Up

*If items are not marked to donate*

**Monday | May 19th**

**4pm-6pm**

\*TM = Team Members helping at the sale.



# SUPPORT

## CONSIGNOR FACEBOOK GROUP

Our Consignor group is a place for all consignors to talk about selling at the sales. It is filled with videos and graphics and posts that can help you sell successfully!

There is a great mix of new and expert consignors that help each other succeed! We are a local group of parents and grandparents so you may even know some of the members right away!



PLUS: We have lots of contests leading up to & during the sale. Like this one!



## CONTACT ME!

Hi! My name is Stephanie Hyder. I am the owner/coordinator for the Just Between Friends sales in Overland Park. I have a daughter that keeps growing and a passion for helping families! They really go hand in hand!

I've been organizing the Overland Park sale since 2018 and I have not looked back.

I really enjoy teaching families how to financially recoup their investment with their children's items. I would love to help you get started!



✉ [STEPHANIEHYDER@JBFSALE.COM](mailto:STEPHANIEHYDER@JBFSALE.COM)

💬 [816.825.2295](tel:816.825.2295)

**Text or Email is always best. Facebook messages can get lost in the shuffle.**

OVERLAND PARK | TEXT STEPHANIE @ 816.825.2295