

# SUCCESSFUL

# YARD SALE TIPS

## Make Your Event "Hassle Free"

### Before Your Sale

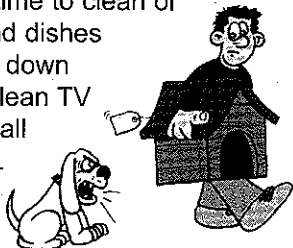
- Prepare to start early. Collectors and antique dealers like to show up early in the morning.



- Obtain a permit to host a yard sale if required by your town.
- Spruce up. If your sale is in the garage, clean it out and sweep. If it's outside, mow the lawn.
- Gather lots of shopping bags. Most people underestimate how many they will need.

### Gathering Items

- Items can be hidden everywhere. Check all areas of your house or yard for things you don't use.
- Collect your "merchandise" in one area and sort it by type (clothing, toys, tools, etc.).
- Test any electrical items to make sure they work properly.
- As you gather items, take the time to clean or repair them. Run glassware and dishes through the dishwasher. Wipe down plastic items with a cleaner. Clean TV and computer screens. Wash all the clothes so they smell fresh. Items that look clean will sell for a higher price.



### What Sells Best?

- Household items: Curtains, rugs, bedspreads, etc.
- Jewelry: Costume or the real thing.
- Tools: Guys love it all, any kind, any condition.
- Baby items of all kinds, especially clothing.
- Clothing: Kids & adult. Clean out your closets.
- Kitchen appliances.
- Bric-a-brac of all kinds: If it collects dust, people buy it.

### What should you NOT sell?

- Items missing safety parts.
- Unused prescription drugs or medications.
- Personal hygiene items.
- Halogen floor lamps.
- Hair dryers without ground fault detectors.
- Old baby cribs or playpens, incomplete child safety seats, children's clothing with drawstrings and accordion-style safety gates. All pose safety risks.

The Consumer Protection Agency offers a complete list of dangerous items to sell at yard sales. Visit [www.cpsc.gov](http://www.cpsc.gov).

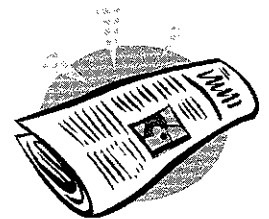


### Multi-Family Sales

- Prior to the sale, determine the responsibility of each family: advertising, signs, setup, etc.
- Together, decide where the sale will be held: one house or multiple houses.
- Create a price coding system. Use color-coded labels for each family or place initials on the price stickers.
- Create one pay table to avoid confusing customers.
- Use the *Sales Record Form* to track items sold.

### Advertising

- Tell every friend, family or co-worker about your sale. Word travels.
- Place a classified ad to attract more people. Remember to check the publication's deadline.
- In your ad, give lots of details. Include the address, day(s) and time of your sale. List major items such as a "table saw" or "lots of kids clothes".
- Give directions from major roadways or landmarks.

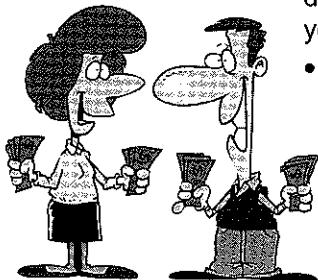


### Signs

- Some towns regulate the size, quantity or location of yard sale signs. Check your local ordinances.
- List your address and sale date(s) on all signs.
- Post your signs at main intersections, street corners and at the end of your driveway.
- Put a few signs up several days before the sale to raise awareness.
- Be consistent. Use the same colors and writing on your signs so people recognize them at a glance.
- Keep a list of where you posted your signs. It will be helpful when it's time to take them down.

## Pay Table/Money

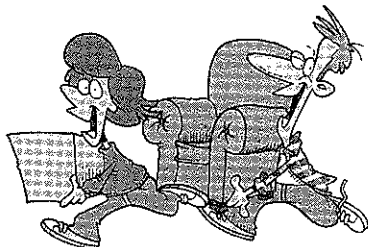
- Have at least \$50-\$60 in bills and change. A roll of nickels (\$2), dimes (\$5) and quarters (\$10), \$20 in singles and \$20 in fives is usually adequate.
- Keep a pen, paper and calculator handy.
- Post a "Pay Here" sign on your pay table.
- Consider posting a "Sorry No Restrooms" sign if you do not want people entering your home.



- Always keep someone at the pay table to accept payments and guard the change box.
- As money collects, bring larger amounts in the house for safekeeping.

## Set up

- Organize, organize, organize. Use boxes, tables, blankets and organize your items by categories. People buy more at a well organized sale.
- Hang the clothing. Use a pole or rope between trees or from rafters in the garage. Sort it by type, size or season so people can find items easily.
- Label items that are difficult to identify. People love gadgets, but can't always recognize them.
- Place BIG items near the road or on the outskirts of your sale. It attracts more people.
- Consider a free table. People love things for free and often feel obligated to buy something else.



## Pricing

- Price all of your items BEFORE the day of your sale.
- If you suspect items may be antiques or collectibles, research them online or call an antique dealer.
- Don't price like it's a retail store. The original cost of an item has little bearing on its resale price. Remember that your goal is to clean out the house.
- Position pricing labels so they are visible without picking up the item. Customers often pass on a purchase if they do not see a price.
- For large items, use oversized price tags or a piece of paper to write details such as "Works Great" or "Only used once".
- Group similar together. Clothes can be sold by the bag or books sold by the box.

## Sale Day

- SET UP EARLY. No matter what time you post on your sign, people show up early. Be prepared. Early birds can be good customers if you're set up in time.
- Spread out your merchandise so that everything is easy to see. Don't leave things in boxes.
- Be pleasant. Say "Hello" to everyone.
- If you see someone with an armful of merchandise, offer to hold it for them at your pay table so they can continue shopping.
- If a large item is purchased, label it immediately as "Sold".
- Even if you posted a "No Restrooms" sign, some people may still ask. Be prepared with directions to the nearest public restroom.
- Thank your customers for visiting your sale.

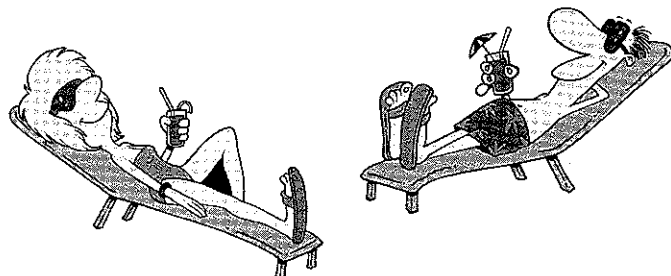


## Handling Hagglers

- Haggling is commonplace at yard sales. People try to negotiate on everything from 20 dollars to 20 cents.
- Know the minimum price you will accept for each item.
- Consider the time of day. You may consider being more negotiable near the end of the sale.
- If you don't like someone's offer, ALWAYS make a counteroffer and keep negotiating.
- If you can't agree on a price, take their name and number. You can call them after the sale if the item doesn't sell.

## After Your Sale

- Remove ALL of the signs you posted. This will be easy if you made a list.
- If you have large unsold merchandise, place a classified ad to sell the remaining items.
- If you wish to donate unsold items to charity, remember that most donations are tax deductible. Ask for a receipt.
- Relax! You Deserve it!



# Garage Sale Checklist

## Before the Sale

- Check if a permit is required.
- Gather items from:
  - Garage       Attic       Closets
  - Sheds       Car Trunk       Kitchen
  - Yard       Basement       Kids rooms
- Wash clothes, clean glassware & wipe down all items.
- Test electrical items.
- Price ALL of your items.
- Collect lots of plastic bags, boxes and newspapers (for wrapping fragile items).
- Gather tables and chairs.
- Collect money for your pay table:
  - \$10 in quarters (1 roll)
  - \$5 roll of dimes (1 roll)
  - \$2 roll of nickels (1 roll)
  - \$20 in \$1 bills
  - \$20 in \$5 bills
- Develop an alternative plan in case of bad weather.

## Advertising

- Call the newspaper and place your classified ad.
- Create a list of where to post signs.
- Prepare Signs: List your address, dates of the sale and fill in arrows.

## Sale Day

- Post your signs.
- Post additional signs around your sale as needed:
  - "No Parking"
  - "Sorry, No Restrooms Available"
  - "No Smoking Please"
- Have a power cord available to try electrical items.
- Set up your pay table:
  - Calculator       "Pay Here" Sign
  - Pen/Paper       "All Sales Final" Sign
  - Money       Sales Record Form
  - Trash Bin

## After the Sale

- Take down all your signs.
- Review offers on unsold items.
- Place a classified ad for unsold items.
- Dispose or donate remaining merchandise. (Avoid putting it back in the garage.)
- RELAX! You deserve it!



## Sign Locations

Make a list of where you place your signs so you remember to take them all down after the sale.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

## Collect ALL Offers

Not ready to reduce your price? Take a name. If the item doesn't sell, you can call after the sale.

Item: \_\_\_\_\_ Offer: \$ \_\_\_\_\_

Name: \_\_\_\_\_

Phone #: \_\_\_\_\_

Item: \_\_\_\_\_ Offer: \$ \_\_\_\_\_

Name: \_\_\_\_\_

Phone #: \_\_\_\_\_

Item: \_\_\_\_\_ Offer: \$ \_\_\_\_\_

Name: \_\_\_\_\_

Phone #: \_\_\_\_\_

Item: \_\_\_\_\_ Offer: \$ \_\_\_\_\_

Name: \_\_\_\_\_

Phone #: \_\_\_\_\_

Item: \_\_\_\_\_ Offer: \$ \_\_\_\_\_

Name: \_\_\_\_\_

Phone #: \_\_\_\_\_

