



Countdown to Cash!

Are you eager to turn your kids' clutter into cash? Any project is easier if you break it down into smaller steps and start early. Here are some tips from Professional Organizers of New Mexico (PONM) to help you get ready for the Just Between Friends Consignment Sale...and de-clutter your home at the same time!

6 weeks before the sale:

- Save the dates. Write the sale dates on your calendar so you don't forget!
- Register here if you are planning to consign/sell.
- Using this guide, and your calendar, plan out when you will do each task.
- Consider volunteering. Volunteers get to shop the bargains FIRST and earn more \$\$ on their sold items!
- Select a JBF 101 Conference Call Session to attend if you are a new consignor.
- Check the Full Sale Calendar for other important dates and deadlines.
- "Like" JBF of ABQ on Facebook and Tell Your Friends! (Send them this link.)
- Peruse links that will answer all your questions about Shopping, Consigning/Selling, and Volunteering.

5 weeks before the sale:

- Designate a Staging Area. This is a spot in your home where you can gather your sale items together. It should be handy enough to add items to on a daily basis over the next several weeks, but not so handy that you will trip over your stuff on a daily basis. If you think you will have bigger items to sell, pick a bigger spot. The garage might work, if it isn't already full, or perhaps you have a spare room you can use.
- Gather supplies: White cardstock, safety pins and/or tagging gun & fasteners, child size hangers, etc. See complete list here.
- View Tagging How-To Videos and familiarize yourself with the JBF easy-to-use online barcode tagging system.

4 weeks before the sale:

- Start going through your home, room-by-room, and gathering items to sell. Try doing just one or two rooms per day, moving obvious items to your Staging Area as you identify them. If you have time later, make a second sweep of each room. Include your family members (if your kids are old enough) in the search for items to sell. Turn it into a game! Don't forget to open up cupboards and drawers to see what might be lurking in there.
- Here are some room-by-room ideas to get you started:
 - ❖ Kitchen: sippy cups, kids' dishes, bibs, bottles, breast pumps
 - ❖ Living & Family Rooms: videos, music, books, toys, games, puzzles, swings and bouncy seats, electronics, play pens, train tables
 - ❖ Bathrooms: tub toys, potty chairs
 - ❖ Bedrooms: clothing, toys, dolls, cribs, bassinets, beds, bedding, décor, baby carriers and slings
 - ❖ Closets: kids' hangers, uniforms, gym & dance wear, backpacks, costumes, coats, musical instruments, craft items
 - ❖ Garage, Shed, Yard: bikes, tricycles, wagons, ride-on toys, strollers, car seats, pool toys, sporting equipment, stuff you stored out there previously and forgot about
 - ❖ Library, Home Office, Laundry Room, Craft Room, Guest Room: Don't forget to look everywhere!
- JBF's comprehensive list of What Sells will give you even more ideas...and don't forget about Mommy Mart! (Scroll down to bottom of What Sells.)
- Tagging can be time-consuming. It's not too early to start! If you simply won't have time, register now for the VIP Tagging service.

3 weeks before the sale:

- Read about Merchandise Prep. Make sure all your items are clean and in good condition for selling.
- If you haven't yet, watch the Pricing Guidelines Video.
- Take the Safety Pledge. Download resources to help you identify potential hazards and ensure everything you want to sell is safe for children to use.
- Start a separate pile for items that you think might be more suitable for donation than for selling at this upscale event.

2 weeks before the sale:

- Make another sweep through the house to see what else you can sell.
- Print your [Consignor Quick Reference Guide](#) and keep it handy.
- If you haven't started tagging your items yet, start now; don't wait until the last minute!
- Decide which items you want back (if they don't sell), and which ones you want donated to charity.

1 The week of the sale:

- Review [Consignor Drop Off / Pick Up](#) guidelines.
- Consider using the [Express Drop Off](#) service.
- Take your things to the sale, get some great bargains, and have a good time!
- Stop by our [PONM](#) "Ask the Organizer" booth and let us know if you found these tips helpful.

0 The week after the sale:

- Make note of what worked for you this time and what didn't.
- Start a permanent collection spot for items you want to sell next time!

Members of [Professional Organizers of New Mexico \(PONM\)](#) provide home and office organizing services in the Albuquerque area. Visit our website to [Find Your Organizer](#) and to download your copy of our free e-book, [Get Organized! 50 Tips for You](#).