



Reference Section

What Should You Sell?

You may sell anything for babies, kids of all ages, or maternity and nursing items. We will be in a very large location, so feel free to bring items like cribs, play structures, walkers, playpens, high chairs, bikes, strollers, etc. Be sure not to bring anything that has been recalled by the manufacturer. We ask that you bring the original paperwork and/or instruction manual with car seats, cribs, playpens, and other similar items. You may tape the paperwork to the item.

Seasonal items usually sell well. Fall, winter and snow clothing, indoor toys, Christmas clothes, gifts or decorations and Halloween costumes sell well at the Fall sale. Spring and Summer clothes, Easter dresses, Easter toys and decorations, beach and outdoor toys, and swimwear sell well at the Spring sale. Items with familiar characters or name brand items are often good sellers. Toys and large items of all kinds are always popular items. New items with tags also sell well.

There are many, many possibilities of items to sell! The last page of this section will give you some more ideas, but don't let it limit you! If you can relate the item to children, bring it!

Unacceptable and Non-Sellable Items

Before the sale begins, we will be checking items for quality. If an item is considered to be unsellable, it will be pulled from the sale and returned to the seller. Please do not bring items that:

- Are broken or have missing buttons, snaps, or broken zippers
- Are stained or torn, outdated in style, or have excessive fading or wear
- Have missing parts or pieces
- Have been recalled

Please also note that we cannot accept the following:

- Items that have any sale tags other than the pink ones we provide (except original store price tags)
- Any item with staples on it anywhere (for safety reasons)
- Clothing in adult or junior sizes (except maternity and nursing)
- Health items such as nipples, pacifiers, spoons, or sippy cups, except when new and sealed in their original package

These rules will be **strictly** enforced. It is very important for the reputation of the business that we sell only good quality, clean items. Any items not meeting these standards will be moved to the unsellable area. Your unsellable items will be returned to you on pick-up day. We will be thoroughly inspecting every item at the sale. It is best to check clothing in direct sunlight, since that will reveal stains and discoloration better than traditional indoor lighting.

Need Hangers?

For safety reasons, please bring your clothing items on **plastic** hangers. **Do not** bring metal hangers (plastic hangers with a metal hook are acceptable). We will provide hangers free to sellers on a first come-first served basis if needed.

Note: To be fair to all sellers, we will be limiting hanger requests as follows:

- Each seller may have no more than 400 hangers total
- We may limit quantities on pants and outfit hangers to no more than 100 of each style per seller, since we have the most limited quantity of those styles.

Please plan to pick up hangers before the event if you need them. This should help you to be prepared ahead of time and will ease some of the frenzy at drop-off. If you need hangers, please call 408-391-5909 or email info@OutrageousOutgrows.com and tell us:

- Your seller number
- How many hangers you will need and what type and size of hanger (shirt, pants, or outfit hangers - infant, toddler, child's, or adult size, etc.)
- Your preferred time to pick up the hangers and your contact information

We will accommodate your request to the best of our ability, but as the sale draws near, we cannot guarantee that hangers will still be available. We will contact you to confirm the pick up location, date, and time, as well as to discuss any concerns with your request.

Please note: Hangers from sold items cannot be returned.

Pricing Your Items

Suggestions When Pricing Your Items

Allow plenty of time to prepare your price tags and price your items. It usually takes longer than you initially anticipate.

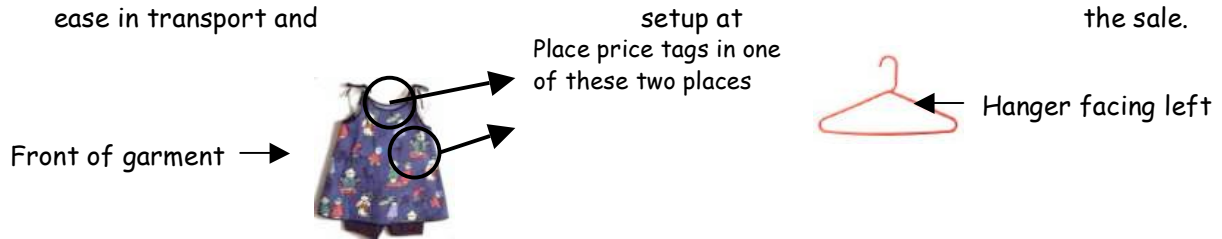
Price your items in a range where you would be comfortable buying it yourself. If you price your items too high, you may be disappointed that your items didn't sell. Remember that people are looking for a good deal at this event, so lower prices on good quality merchandise will be enticing. Because shoppers are coming to buy the specific types of items being sold at the show, you should price items higher than you would at a garage sale - typically somewhere around 25% of retail. New or newer items, large items, and highly desirable items may sell for even more.

Make sure that every price tag is completely filled out. Your Item Price List should also be completely filled out. Should a tag become separated from its item or have missing information, we use this list as a reference throughout the sale. It will also help you should you choose to track your sold items and estimate your payout. Before you turn it in, be sure you've made a copy for yourself.

Prices that end in \$_.99 are popular and enticing. Many customers also prefer even dollar amounts. Average prices from previous sales are as follows: Clothing - \$3.50/ea, Books & Media (*including bundles*) - \$3.00/ea, Toys - \$4.00/ea. Please remember that these are only averages and include all types of items within each category (for example, clothing may include the average of a fancy dress and a t-shirt or pair of socks, and toys would include all sizes and kinds).

Completing the Price Tag

- Items at the sale will be sorted by gender and size and hung facing left (see diagram) If you do this ahead of time, it will be much easier to hang your items when you arrive at the sale. You can put a rubber band around the hangers of items of the same gender and size to ease in transport and setup at the sale.



Complete the price tag before attaching it to your item. **If you need to change the price or if you want to cross out "Full Price", you MUST initial the tag near the change.**

- Stick the label with your seller identification number and item number in the dotted line box. If you don't have labels, please write this information on each tag.
- Attach price tags with the plastic fasteners included in your kit. For items with more than one piece, we suggest you safety pin them together, **but not to the hanger.**
- You may put children's underwear, socks, hair accessories and other small items in plastic bags. You can poke a hole in the bag and use a plastic tie wrap to keep it closed and attach the price tag, or tape the bag closed with the tag inside. **For safety reasons, please do not use staples!** Remember that many customers like to be able to see the items clearly before they buy them, so try to hang clothing whenever possible.
- Use one or two plastic tie wraps for shoes. When using two, put one through each shoe to connect the shoes together, and then attach the price tag with another tie wrap.
- Please do not put excessive tape on toys when attaching the price tag. When taping books and boxes, **BE SURE THAT THE TAPE WILL COME OFF EASILY WITHOUT DAMAGING THE ITEM.** Masking or painter's tape works best.
- Tape toy and puzzle boxes closed so pieces do not spill out. If pieces don't fit in the box, place them in a plastic bag, tape it closed, and attach it to the box with tape or a tie wrap. **Be sure to write on your price tags all the items that are included so customers will know that they are not missing any pieces.** It will also help staff to return any pieces to the original item should they become detached. Small toys can be bagged together and sold as a unit. These items usually sell well in groups.
- When bundling books, put them in a plastic bag or tie them together with strong string or painter's tape. It's best if the books are grouped by age or topic. **List the titles on the price tag so buyers will know what's in the bundle without having to disturb it.** In the case of items such as books, you may have to attach the tag with tape. Please use masking or painter's tape and try not to damage the item.
- **Important:** Circle "Full Price" if you don't want your item reduced to half price on Sunday. Circle "Return to Seller" if you don't want your item donated to charity if it doesn't sell.

Need Some Ideas For What Items To Sell? Don't Forget These!

Please note this is not an all-inclusive list, but only some suggestions. You are welcome to sell anything and everything related to babies, children, maternity and nursing!

Clothing & Accessories

- Socks
- Onesies/Layette
- T-Shirts
- Pants/Jeans
- Overalls
- Pajamas & Robes
- Jackets/Sweatshirts
- Sweaters
- School Uniforms
- Club/Sports Uniforms
- Gloves
- Hats
- Hair Bows/Barrettes
- Belts
- Ties
- Tights
- Leotards
- Swimsuits
- Backpacks
- Dresses
- Suits
- Costumes/Dress-Up

Bedding/Linens

- Sleeping Bags
- Sheets
- Crib Sets
- Beach Towels
- Blankets/Quilts
- Cloth Diapers
- Bath Towels/Washcloths

Shoes

- Cleats
- Slippers
- Dress Shoes
- Tennis Shoes
- Boots
- Dance Shoes

Feeding Items

- Dishes/Utensils/Cups
- Bottles
- Tupperware
- Bibs

Toys/Media/Educational

- Balls
- Sporting Equipment
- Bath Toys
- Bikes/Trikes
- Scooters/Skateboards
- Helmets & Protective Gear
- Art Supplies/Easels
- Board Games
- Card Games
- Books/Puzzles
- Music & Instruments
- Electronic Toys
- Action Figures
- Movies
- Computer Software
- Video Games & Systems
- Beanie Babies
- Stuffed Animals
- Craft Supplies
- Dolls
- Barbie
- Doll Houses & Accessories
- Lego's
- Blocks
- Building Toys
- Globes
- Swimming Toys
- Beach Toys
- Cars & Trucks
- Baby Toys
- Push/Pull Toys
- Rocking Horses
- Roller Skates
- Telescopes
- Microscopes
- Train Tables/Playsets
- Small Toy Lots
- Activity Centers/Walkers
- Ride-On Toys
- Kites
- Bubbles

Large Items

- Outdoor Play Structures
- Swing Sets
- Table & Chair Sets
- Playhouses/Tents

Furniture & Accessories

- Cribs
- Baby Monitors
- Bookshelves
- Bassinets
- Rocking Chairs
- Strollers
- Exersaucers
- Car Seats / Covers
- Picture Frames
- Lamps
- Wall Hangings
- Crib Mobiles
- Bath Tubs
- Changing Tables
- Toy Boxes/Chests
- Booster Seats
- Swings
- Playpens
- Portable Cribs
- Diaper Pails
- Gates
- Growth Charts
- High Chairs
- Humidifiers
- Infant Carriers
- Baby Backpacks
- Jumpers
- Potty Chairs
- Changing Pads/Covers
- Diaper Bags
- Diapers
- Step Stools
- Health/First Aid Items
- Night Lights
- Bed Rails
- Child Safety Locks
- Dressers/Desks/Tables
- Organizers

Nursing/Maternity

- Pants/Shirts
- Dresses
- Nightgowns/Robes
- Nursing Pillows
- Breast Pumps
- Back Support Belts
- Parenting Books