

GOODS FOR GOOD

The Great Northfield Rummage Raid for Charity

Tips for Your Sale *by the Garage Sale Diva*

There are many exceptions to every tip listed here. Nonetheless, *every* tip is true!

1. Sort your items and group “like items” together.
2. Label your tables.
3. Use clothes racks and hang your clothes. Hanging clothes sell better.
4. Group small “like items” in boxes priced \$1.00 rather than a bunch of items sitting on tables for \$.25 each. Price nothing less than \$.25.
5. If selling in your garage, put up extra (temporary) lighting.
6. If extra lighting is not an option, you should switch light bulbs in your garage to higher watt bulbs for the sale.
7. I did say sort your items, right?
8. Clean your garage. Sweep the floor and ceiling, get rid of cobwebs.
9. Wash or repaint the door that goes into the house from the garage.
10. Make sure all sale items are clean. If items are stained, torn, broken or missing pieces, throw them out.
11. Sort, sort, SORT!
12. When putting items out, keep a duster and wet wipes handy.
13. Clearly separate free items from sale items.
14. Have a supply of bags ready.
15. \$50.00 in change is a suggestion: One \$20, one \$10, one \$5, ten \$1's and five dollars in quarters.
16. Keep your money on you or in your house if doing a sale on your own.
17. If you're having a large sale, consider having multiple checkouts.
18. Be ready for shoppers who want to bargain with you over prices. Know which items you are “firm” on and which items you're willing to drop the price on in order to sell them.
19. It is unwise to let people into your home (this includes asking to use your bathroom and/or try on clothing). Be safe and politely refuse.
20. Put great items where they are easily seen from the street as “bait” to draw people in.
21. Price everything so that there is nothing left.

