

How Do I Price My Items?

Finding the sweet spot between pricing your items to sell and selling them to be profitable can be tricky. But here's the deal: pricing is EVERYTHING in consignment sale world and you'll want to be on your A-game! Great pricing is often the difference between a 90% sell-through or in picking up a huge stack of items at the sale's end.

Here are two KEY things to ask yourself when pricing:

1. What would I be willing to pay for this item?
2. Am I pricing too high because I have "emotional baggage" and a personal attachment to this item?

Bargain Brands (Circo, Garanimals, Carters) = resell at \$1- \$4

Basic Brands (Old Navy, TCP, OshKosh) = resell at \$3 - \$6

Better Brands (Gymboree, Gap, Polo) = resell at \$4- \$10

Boutique Brands (Specialty clothing) = resell at \$10 - \$20

Toys, Gear, Books, and Everything Else = 30% of retail price

Consignment Mommies.com



Remember: Place card lengthwise on RIGHT side of clothing. Bag all shoes and tape tag to the bag. For shoes too big for a ziplock bag, we suggest using zip-ties.

Thursday 6pm-8pm/ Friday 9am-8pm/
1/2 Price Sale = Saturday 8am-12pm!

May 2-4, 2019
Mt. Carmel UMC
4265 Ebert Road
Winston-Salem, NC
www.mtcarmelumc.org

family
consignment
sale

Clothing all sizes!
Books, toys, sports items, etc.

Welcome to

Mt. Carmel's Family Consignment Sale

May 2-4, 2019

Thur (6-8pm)/Fri (9am-8pm)/
1/2 price sale = Sat (8am-12pm)

New and Gently used Children,
Youth, Adult & Maternity Clothing,
Shoes, Books, Toys, Sport Items

Mt. Carmel's Family (Kids, Teens, and Adults) Consignment Sale Instructions



Mt. Carmel United Methodist Church *Email: mtcarmelumcws@gmail.com
4265 Ebert Road, Winston-Salem, NC 27127 336-788-4183

**Please complete the registration online at www.mtcarmelumc.org.
Information and consignor number will be sent to you via email.
We will try to accommodate any requested consignment numbers if available.**

-Schedule-

Drop Off Times: Monday, April 29 and Tuesday April 30, 2019
From: 10am-12pm & 6:00-9:00pm

Preview Sale: Thursday – May 2 - 4:00-6:00pm
(For Consignors Only!! You will be issued one ticket to get into the pre-sale.)

Sale Dates: **Thursday May 2- 6:00-8:00pm**
Friday May 3 - 9:00am – 8:00pm
Saturday May 4 - 8:00am – 12:00pm
(Saturday is half price sale)

Pick Up: Saturday May 4 - 5:00pm-8:00pm
(*Please note: Any item not picked up by 8:00pm on Sat. will be donated to charity!)

ATTENTION:

Consignors, you will receive 60% of the price on the items that you sell. The other 40% goes to our Children's Ministries. That portion is counted as a tax donation and we will include a tax receipt when we mail you your proceed check. Your check will be mailed to you after two weeks of sale close. **You must provide a self-addressed stamped envelope at drop-off or the cost of postage will be subtracted from your profits.**


Bring **ONLY Spring and Summer** children, teen, adult, and maternity clothing, and related items, shoes, toys, age appropriate books, bikes, yard toys, backpacks, baby and sports equipment, and baby furniture. Car seats must be fewer than 5 years old and accident free. **DO NOT BRING** any household items, recalled items, drop sided cribs, or items with stains, rips, broken zippers, worn spots, missing buttons/parts or underwear. Ensure items are not recalled by visiting: www.saferproducts.gov
Maximum of 200 items per consignor. We reserve the right to decline any item.

TAGGING:

- You set your own prices. A general rule of thumb is 30-40% of the original price. Prices need to be in .50 or 1.00 increments.
- Items should be hung, priced, tagged and separated by size and gender before you drop off.
- Use an entire 3x5 index card, hanging vertically, and safety pinned at the top. Please use black ink on index cards.
- All items must be hung on a hanger with the hook facing left like a question mark. Safety pin the tag to the right shoulder (use only medium or large safety pins)
- Safety pin skirts, pants or loose items to the top of hanger near the hook to prevent sliding and twisting of garments.
- Place shoes, small toys, bibs, hair ribbons, socks and mitten in Ziploc bags. Tape shut with clear packing tape. Tape the tag to the outside of the bag on 3 sides.
- Use clear packing tape to place tag on larger toys, books, videos and baby equipment. Fresh batteries MUST in all electronic devices or they will not be displayed.
- NO** video games rated T or M; **NO** movies PG-13 or R.
- Write your consignment number at least 1 inch below the safety pin. Then list the gender of item, a brief description, size and price. *Please make sure to use a numeric size. (NOT S, M, L). **IMPORTANT:** If you do not want your items to go half price you should **CIRCLE** the price with a red marker.
- If you wish to donate any unsold item to charity, please write a large "D" on the bottom right corner of the tag.
- Please see examples of how items should be properly hung and tagged. Picture indicates how clothing will look when facing you.
- Mt. Carmel's Consignment Sale is not responsible for broken, lost or stolen items, switched tags or separated items. In the event that items are missing tags, or do not have prices, we will remove them from the sale.**



* Please initial here that you are in agreement with the terms of these Instructions.

 PIN HERE
#400
2T BOYS Osh Kosh Denim Overalls
<div style="border: 1px solid red; border-radius: 50%; width: 40px; height: 40px; display: flex; align-items: center; justify-content: center;"> \$4.00 </div>
D