



# Ever Heard of a \$0 Budget?

What if you could clothe your kids for virtually NO money out of pocket, season after season?

When you shop and sell with Just Between Friends, you can! Find everything you need—and many things you want—at each seasonal, twice-a-year sales event. Shop inspected, high-quality items at prices with your budget to make it possible.

**This is Your Superhero's Guide to a \$0 Spend**



# The Plan

*SELL* what they've  
outgrown,  
*BUY* what they  
Need.



That's the plan in a nutshell—sell the items your littles have outgrown and earn back 60% on all item sales. Calculate that income and then plan your spend for shopping at the sale accordingly. Take great care of your kids with little to no money out of pocket, season after season.

## **Plan your SELLING:**

This is the fun part! Walk through your home (and garage/car) looking through the items that have either been outgrown or are no longer needed. You can either make a plan or "gather as you go," placing items to sell in a laundry basket as you go room to room.

## **Plan your SHOPPING:**

Create a shopping list, being mindful of what you need and what you expect to earn at the sale. List your "Must-Have's" first and your "Nice to Have's" next. That way, you can stay within budget, shopping as far down your list as your desired budget allows.

**NEXT—Start looking for those SELL ITEMS!**



# Check Your Space

Walk your space room by room, checking for items below. You probably have more to sell than you think!

## Furniture

- toddler beds
- bassinets
- gliders + rockers
- dressers
- changing tables
- lamps + rugs
- monitors

## Feeding Supplies

- high chairs + boosters
- new pacifiers
- dishes + lunch boxes
- sippy cups
- safety items

## Playrooms + Large Toys

- puzzles + games
- family DVDs
- dress up + costumes
- crafts + supplies
- instruments
- gaming systems
- play kitchen sets
- tool bench play sets

## Closets

- clothing + shoes
- kids sheets + towels
- diapers + new supplies
- step stools
- pillows + blankets
- maternity wear

## Baby Gear

- exersaucers
- bouncers
- strollers
- pack n' plays
- swings
- boppies

## Bathrooms

- diaper disposal systems
- bath toys + supplies
- newborn tubs

## Outdoor Toys

- bikes + trikes
- scooters + skates
- ride-on toys
- playhouses
- wagons

*Check the garage!*



# The Sell List

Sign up to SELL at our next sale, then get busy creating your tags.

You can register to sell on our website. It's fast and easy! From there, you will see a link to create your tags. By doing this ahead of time, you will get an idea of what you could sell at our sale. Please keep in mind that sales are not guaranteed. Yet, if you price your items well (low price, high quality), they are more likely to sell. Check out our Seller's Guide for some tips, tricks and guidelines.

After your tags are entered, get an idea on the total of items sales. Though sell-through rates vary, we see an average of 75% of items that are sold. So multiply your item sales by 0.75. Lastly, multiply that number by 0.6 as you will be earning 60% of the item sales. **Your total = target budget dollars to spend at the sale.**

\$\_\_\_ Total of all tags  
× 0.75 (What you sell)  
× 0.60 (What you earn)

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TOTAL =  
Your budget to spend ★

Seller spaces ARE limited, so go ahead and sign up to sell NOW so we can make sure to save one of those spaces for you. You will get a unique consignor number so all your items can be tracked through the sales process. You will also find step-by-step instructions, helpful videos, and links to our local Facebook sellers' group. The online groups are a great place to see what other have posted, as well as ask questions to others who are selling items, just like you!

# Plan to Give

You'll notice that **DONATE** is an option as you tag.

You may not know that every event we host benefits a **local charity partner** who receives unsold items after each sale. They receive any items our generous sellers choose to donate.

Not sure if you want to donate your leftover items? Think about all the things you are selling. You will likely enjoy all the extra space in your home if you don't have to bring your remaining items back!

If an item does not sell at the sale, items marked 'donate' are gathered and given to our charity partner who does so much great work in our community. They serve families right here who benefit from your generosity. And what a great example to your kids!

Plus, you will receive a tax receipt to verify your donation. **Plan to DONATE and make the BEST of your selling experience!** It's smart for you and great for our community!



# The Shop List

Next, create a top-down list of all the items you need (and some things you WANT too!)



## Kids grow so fast!

It's hard to keep up with what they need and what they've outgrown, much less budget for all of this. To stay ahead of growth spurts, think through what they need for the upcoming season so you can plan to shop the upcoming sale most effectively.

**Start creating a list** on your phone so you know what you will need for the upcoming season. Think about day-to-day life, plus those other seasonal needs such as holiday wear, gifts, toys, costumes, swim gear, equipment, accessories—you can find all of this and more at the sale.

Prioritize your list, putting the most critical needs first, then working down from there, ending with the nice-to-have's. That way, you will cover the needs first—the best way to prioritize your budget plan.



# Plan to Shop

Once your budget plan to sell and shop is complete, get ready for the sale!

**Here are some helpful tips to make the most of your time:**

- Grab your list and include a section to be able to shop for clothing by size as that is how the sale is organized.
- Take a sizing tool with you. Measure foot size and leg length on paper that you can then fold up and bring with you.
- Check the sale's floor plan to know what items are where at the event.
- Plan your shopping window. As a seller, you'll get to shop the PRESALE! Make the most of your time by being there when doors open. Most shoppers are at the sale for at least a couple of hours.
- Stick to your list but maybe be ready for a few great finds and surprises.
- Plan to come back for the last day of the event which is the half-price sale. Many items will be marked an additional 50% off!

Ready,  
Set,  
Go!!!

XOX



**GO SHOP AND HAVE FUN!**

# Unpack the Goods + Enjoy!

Share how it went:  
#jbfsale  
#jbfdeals  
#jbfhaul



Unpack all your goodies and take some pics!  
We'd love to see your finds. Plus, you're sharing your shopping savvy with others who may want in on your amazing budget hero secret! This secret is certainly one that's best to share.

Capture details about how your plan went so you can then adjust it at the NEXT JBF sale. Once you've done the **\$0 Clothing budget plan**, you will never go back to shopping and selling any other way! By selling and shopping with us, you are helping local families—just like yours!

We are so glad you are a part of our JBF family!



## Way to Go!

Now, think of all the great things you can do with all that cash you saved!?!

Once you've sold, shopped, and saved with Just Between Friends, you realize the power of the \$0 budget! This truly will change the way you shop!

**Congratulations and great job, you Savings Superhero!**

