



HOW TO HAVE A SUCCESSFUL AND FUN GARAGE SALE!

At the Garage Sale you're basically running a retail store! Put some effort into your arrangement and ensure you merchandise everything you're serious about selling! If the first thing that someone sees is dirty or broken, it may turn them off so they won't even look at other things you have to sell.

If you are selling an old basketball, make sure it is full of air. If you are selling a TV, have it turned on. If something needs batteries to run, have them on hand. If all people see from the street is a tarp with a mountain of clothes heaped on it, or everything is lying on the ground, they'll likely drive right by.

1. Expect early birds. Some sellers love them, others hate them. If you really don't want them, consider putting "NO EARLY BIRDS" on your mailbox. Then if people show up before your start time just say: "Prices before 8am are doubled."
2. Although you may have the friendliest dog in the world, it's best to keep them away from your Garage Sale. It's also for the dog's safety as well, since cars will be coming and going.
3. The price should be clearly displayed on each item, so it is seen without someone having to touch or pick up the item (use fluorescent sticker dots for pricing). As a rule of thumb, price items about a $\frac{1}{4}$ to $\frac{1}{3}$ of what it would cost new.
4. Before your sale, look through everything you're selling, ensuring nothing is in an item that you don't want to sell.
5. When selling clothes (and coats), take a minute and go through the pockets to make sure they're empty.
6. When selling books and CDs - arrange in a box so the titles can be easily read by the customers.
7. Display some of your more interesting items at the end of your driveway to act as a magnet to lure people in.
8. You may get a customer who wants to "help" you by totaling up their purchases ahead of time and giving you the total. It may be a ploy to sneak some high-dollar items into the pile or not paying the true full amount.
9. If you are trying to sell something that is high dollar and it's a popular item that appears in catalogs or sale ads. Cut out the ad with the item in it (with the price showing of course) and tape it to your item. It shows the buyer that spending \$10 for an item that normally sells for \$40 new is a good deal.

10. If you are trying to sell old kitchen utensils, tape the knives up so people won't get cut.
11. Make sure any items you don't want to sell are put away. If you don't, that will be the one item the buyer wants. During your sale, keep your sale tables attractive by filling in the empty spots on your tables as things get sold.
12. **GUARD YOUR MONEY!** Have lots of coins and small bills available to make change. If you don't, your first customer will be someone trying to buy .50 worth of stuff with a \$20 bill. Do not leave your money lying around in a box. Wear a fanny pack or carpenter's apron and you'll always have your money with you. Don't accept checks unless you are willing to take the risk of getting a bad check. Set up an e-pay account such as VENMO or ZELLE so people can pay you with their credit cards.

How much money should you start with?" If you have a lot of small, low priced items: \$80 or \$100 is a good number. (two \$10 bill, four \$5 bills, 25 \$1 bills, 1 roll of quarters (\$10), and \$5 in nickel and dimes (assuming you have stuff priced at less than a quarter). If you have a lot of higher priced items, definitely start with more money. For instance, if you have a lot of \$10 items, most people will probably give you a \$20 bill and expect change. Of course, as the yard sale continues, some people will give you the exact amount, so it's mostly in the beginning when you need to be concerned about how much change to have.

13. For safety, always have a cell phone with you.
14. When making change: if someone hands you a large bill, leave the bill out in view until after you have given them their change.
15. Having a calculator handy is helpful in totaling up purchases. Make it easy for yourself to total items. For ease, price things in quarters of dollars (.25¢, .50¢, \$1, etc).
16. If you have kids, involve them by having them set up their own table selling their old toys and help them with the prices.
17. If you are selling electrical appliances, have an electrical outlet handy or a long extension cord. (Put the cord away when not in use - you don't want to create a tripping hazard). Don't allow strangers in your house to try out appliances (or try on clothes).
18. To avoid any hassles later, post a sign that says: "All Sales Final."
19. Have some newspaper on hand to use as wrapping/padding material and some tape to wrap things up. If you want, you could also provide grocery bags and/or boxes for larger items.
20. If you have a lot of children's clothes or small toys, consider having a "fill a bag for a set price."
21. Expect that some buyers will expect you to bargain with them. If it's early in the morning and you don't want to bargain, just say "I think it's worth that price. I may lower the price later in the day if it doesn't sell."
22. Don't assume everyone going to Garage Sales are fun and happy people. Just like in the real world, shoplifters and shady characters go to yard sales too. Be aware of your surroundings.