

Tips For A Successful Garage Sale

Start cleaning your closets, cupboards, garages and under your beds now, so you're ready when the big day arrives.

It is recommended that you be ready for business around 6am, and expect to pack it up between 10am and noon.

Here are some tips found on the internet for sellers:

- Be ready to go the night before so you don't have to rush around in the morning.
- Items should be generally clean.
- Price things carefully. You can often make more money (and get rid of more junk) by pricing things low. As a general rule of thumb, price things about 20 -30% of the original price
- Label things well so shoppers won't have to ask a lot of questions.
- Be friendly. Greet people as they arrive.
- Be willing to bargain.
- Do not use a cash box. Keep your money on you at all times.

- Have quarters, a stack \$1 bills, and a few \$5 bills to make change for early shoppers.
- Lure customers by placing highly-desirable items near the road.
- Display items to their advantage. Open folding chairs, arrange books, CDs or DVDs so titles are easy to browse, etc.
- Have an extension cord handy so that people can test electronics.
- Prices should be on top of items, not on the bottom. Larger items should have larger price tags, not tiny stickers.
- Save time by grouping items: "all books 25¢ each" or "anything on this table 50¢". Sell even more with "25¢ each or 5 for \$1". You may even have a box of stuff marked "free".
- If someone purchases many items, you should add them quickly and give them a nice round number for the whole purchase. You may want to have a calculator.
- Things that are not for sale should be out of sight, or clearly marked "not for sale."

- Have bags available to put sold items in. If selling breakables, have newspaper available to wrap fragile items.
- Consider selling sodas or having the kids run a lemonade stand.
Have fun and sell lots of stuff!

