

Garage Sale Tips

from

TAG-A-ROOM

Color Coded Moving Labels

To have a successful garage sale you should first establish a plan. We have put together some helpful tips to assist you in having a fun and profitable garage sale.

Planning Your Sale

1. Make sure to select a sale date well in advance. Four to six weeks are recommended.
2. It's best to avoid holidays and special event days in your city or community. Weekends are generally the best.
3. Check with your neighborhood or community for multi-family and/or group sales being held. These generally attract more customers and generate more sales.
4. Talk with relatives, neighbors and friends about having a joint garage sale.
5. Take a walk through your home, room by room, to prepare a list of items you may sell.
6. Keep in mind what you consider junk, others may consider a treasure.
7. Remember to check your garage, attic, basement, and closets for hidden treasures.
8. Items such as furniture, books, kitchen utensils, toys, baby clothes, and antiques sell very well.

Labeling and Pricing Your Items

1. Make sure you use your Tag-A-Room "talk to me" stickers for items.
2. Label and price everything.
3. Place your tags on the top or front of each item.
4. You may want to visit other garage sales to get a feel for prices.
5. Remember when setting your prices it's easy to go down on the price but you can rarely go up.
6. You can also make up signs. For example, "All books 50c each".
7. When having a joint sale, keep a log of your sales with an inventory sheet.
8. Don't be scared to bargain, that's part of the fun. Almost everyone expects it.
9. Be prepared to come down on price if you really want to get rid of an item.

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Display and Setup

1. If you hold your garage sale in your garage, make sure to mark what items in the garage are not for sale.
2. Sweep and wash the garage. Make sure it looks and smells clean.
3. Make sure to clean dirty items and display them in categories similar to what you would find in a store.
4. Make sure you have enough table space. You may rent or borrow from neighbors or your church.
5. Display tables and garage for easy access and viewing.
6. If you have the original box or instructions for a sale item, you may be able to charge more for that item.
7. When selling electrical appliances, have an electrical outlet handy or a long extension cord.
8. Set up temporary racks or clotheslines for displaying clothes. Separate by size if possible.
9. Keep your jewelry and more expensive items close by so you can keep your eye on them. Unfortunately, there are some people who like to shop for free.

Advertising Your Sale

1. Don't skimp on your sale. Advertise your high dollar ticket items to attract more buyers. If unsure what to say, look at other ads for ideas.
2. Local newspapers may have garage sale sections. Post notices on bulletin boards. Advertise in small shopper papers.
3. Post your signs in visible places the day of your sale. Check city and neighborhood ordinances regarding signage.

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Open for Business

1. Be aware you may have people knocking on your door before your sale time. If you are not completely set up, ask them to give you a minute. This way you stay in control of your sale.
2. Watch your money, keep it with you in possible. Have lots of coins and small bills available for change.
3. Ask neighbors in advance not to park in front of your home on the day of your sale.
4. Have old grocery bags available to put solid items into. Also, have newspaper available to wrap fragile items in.
5. Have a calculator on hand to figure change. This gives the customer a peace of mind about getting the right amount back.
6. You may want to ask a friend to help collect money, wait on customers or just give you a break.

Tips to Make You More Money

1. Make sure your signs are neat and easy to read. Use large letters. Utilize balloons and arrows to direct customers to your sale.
2. Our first impressions are lasting impressions. Remember you want to display your treasures, not your junk. Display them well.
3. It helps to have a little history about items that are antiques and/or collectibles. Items with a history may be worth more.
4. Mow the grass before placing items on your lawn. Line everything up in an orderly manner.
5. Have fun and enjoy your garage sale!

Please visit tagaroom.com for more valuable tips.