

TEN TIPS FOR GARAGE SALE SUCCESS



- 1.** Gather boxes, shopping bags and grocery bags. During the sale, you can use these to package your customers' purchases.
- 2.** Decide on the items you want to sell and organize them according to type: kitchenware, clothing, toys, furniture, knickknacks, etc. Make sure everything you're selling looks it's best!
- 3.** Set up tables, shelves, and clothing racks so you can display your sales items adequately. If necessary borrow tables so all of your items are easy to see and sort through. When setting up make sure people can safely and easily walk through the area.
- 4.** Price each item reasonably. If friends or family members are selling items in your sale, avoid confusion by using different colored price tags. If possible get together with neighbors and decide prices for similar items. Items that are in good condition and high demand can be priced accordingly; price everyday items to move!
- 5.** Before the sale make a trip to the bank. Get plenty of small bills and change to have on hand. Keep a calculator handy for quick adding. Make sure to keep your cash in a secure location.
- 6.** During the sale, as each item is sold, keep a written log of the sale amount according to each person or family member involved in the sale. This way you can easily divide all your earnings after the sale.
- 7.** Think like a shopkeeper. As items are bought, periodically reorganize the remaining items to continue displaying them at their best.
- 8.** Be an entrepreneur. Make it a family event and get the kids involved! They can make extra money by selling canned sodas, lemonade, etc., to your shoppers. Make brownies or cookies ahead of time and sell them individually to hungry bargain hunters.
- 9.** Throughout the sale, be courteous, and helpful to your customers. Let your customers browse comfortably on their own, but be prepared to answer questions. Also, be prepared to negotiate prices. It's a natural fact of such sales that people expect and sometimes want - to dicker on price.
- 10. Have Fun!
Meet New Neighbors**

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