



Welcome

to Just Between Friends

of Amarillo, TX

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Fall 2009

Welcome to Just Between Friends of Amarillo (JBF)! We are thrilled you have joined the fastest growing, largest children's and maternity consignment franchise in the US. JBF-Amarillo offers two semiannual sales events, one in the spring and another in the fall, at Amarillo Civic Center. Please keep this **Welcome to JBF Packet** because you will find its information useful and handy for all future sales.

JBF is a unique sales event that blesses families (especially moms) by providing a store-like venue for consignors (sellers) to sell their outgrown kid's and maternity items for more than they could at a garage sale or traditional consignment store, while offering the opportunity for them to shop for the next size(s) up.

JBF inspects all clothing for tears, stains, excessive wear and current fashions, so there is no more digging through bins, boxes and racks to find a few nice, gently-used items...our well-organized racks allow you to easily shop for just the right size and gender (preemie - children's size 18/20). Of course we also offer the opportunity to sell shoes, toys, equipment and furniture...basically; we sell anything that has to do with kids!


Because JBF is so different from anything you might have experienced in the past, we'd like to explain briefly how the event works:

1. You go online to **www.jbfsale.com** and select the Amarillo sale (there are several other Texas JBF sales you might also want to check out...in fact, we have more than 83 franchises nationwide)
2. Once you get to the Amarillo site, click on "online sign-up" at the top of the page. Signing up on our mailing list will assure that you receive timely information about future sales AND give you a JBF Consignor Number. (If you are not consigning, just consider this a "JBF Member Number" because everyone gets a number. ☺)
3. Once you have your JBF Consignor #, go to **www.myjbf-tags.com** and sign-up for an account. This will be where you enter and print all barcode tags. If you want to consign in more than one JBF sale, make sure to request the same Consignor # number from both sales. You can also track your sales here for each event.
4. **GREAT! You are ready to start tagging your items...**enter item information at myjbf-tags.com, print out your tags and pin/tape them to each item. Comprehensive information is available on the Amarillo website at "i want to consign" and the "merchandise prep" pages.
5. **Sign-up to volunteer.** JBF sales work because volunteers help make each event awesome. The more you volunteer, the earlier you shop. Plus, it's just plain fun to meet new people and be a part of such a great sale!
6. **Spread the word!** After you sign-up, be sure to tell your friends and relatives about JBF. This is your event, so invite others to participate with you. You'll sell more and have more to shop from! If you need referral cards, an online invitation, a cool JBF poster or fliers, just email **camillnorthcutt@jbfsale.com** and then watch your mailbox!

JBF Mission statement: To glorify God by bringing communities and families together in a welcoming, friendly venue that allows them to care for children and be good stewards of what they have been given.

Why JBF is the BEST!

(We know you have choices, but here's why 250,000+ others have chosen JBF!)

Just Between Friends		other consignment sales
JBF sales are set-up like a children's store, so it's easy, quick and fun to shop events! We provide a clean, well-organized sales floor that enhances any shopping experience.	Look & Feel of sale	Racks, bins and tables can be disorganized, confusion and overcrowded.
JBF takes EVERYTHING to do with kids and maternity...there are thousands of items at every sale. To make the best use of our space, we offer two, season-appropriate sales events.	selection of items	Other sales may not be as selective of seasonal items, making shopping frustrating
Because we rigorously inspect items, JBF sales tend to offer the highest-quality, name brand items available. We go the extra mile to make sure all items exceed your expectations.	Quality of items	Items are not always in perfect working order, many with missing/broken parts or pieces
Just Between Friends is a national franchise, with 80+ active franchises...and additional franchises are added each season. Interested in purchasing a franchise? Go to jbf.com	National Exposure	Most other consignment sales are independently-owned and operated, no corporate support.
JBF requires each franchise to hold two annual sales-usually in the spring and the fall. Through the corporate website, consignors and shoppers always have access to sale info.	Frequency of sales	Because most sales are solely-owned, there are no annual sales expectations.
JBF Mission Statement: To glorify God by bringing communities and families together in a welcoming, friendly venue that allows them to care for children and be good stewards of what they have been given.	Mission statement	Ask and then compare who they are and what they're about.
YES!!! All consignors get to shop before the public...earlier if they volunteer at the sale or find one of MANY ways to barter for a pre-sale pass. JBF is all about inclusion in our sales!	Can you shop early?	Some sales do offer early presales.
JBF consignors can donate to local charities and receive a generous tax deduction, as well as the satisfaction of knowing their items go to help support families in need.	Tax incentives	None
JBF has a national website, signage, professional radio/TV/print ads, a comprehensive emailing list, informative newsletters and word-of-mouth referrals that are second to none!	Marketing of sales	Varies
JBF franchises devote a significant portion of their budgets to educate communities on the benefits and specific dates for each event. You can expect hundreds of moms at every sale!	No. of shoppers	Depending upon marketing efforts/past patrons, sales are usually a local event only
You can prepare items for sale as your kids grow out of them...just tag, hang and bring! Once you get your Consignor # and are set-up on myjbf.com , you're all set to start!!	Prep time involved	Varies
\$10 Consignor fee (Consignors earn from 65-75% of what their items sell for...participate more and earn more!!!)	cost to participate	Percentages and consignor fees vary from sale-to-sale

With so many great reasons to shop & sell JBF, why go anywhere else?

IMPORTANT: Be sure to add camillenorthcutt@jbf-sale.com to your email address book!!!

jbf-sale.com



Your one-stop resource for EVERYTHING JBF-Amarillo

To keep costs down, we have made EVERYTHING JBF-Amarillo available online.

You can expect to receive a few emails from us before every spring and fall sale. If you do not hear from us around January and August, this means your email address has automatically been removed from our system because it bounced back to us. At ANY time, you can go to our website and update your contact information (if you move, change Internet providers or jobs, etc.)...this will ensure that you receive timely sale announcements and updates.

http://amarillo.jbf-sale.com	This is the direct website to everything JBF – Amarillo
Amarillo home	Get a brief overview of EVERYTHING JBF – Amarillo
calendar	Current sale dates/times, as well as all pre-sale info
online sign up	Join the JBF mailing list, update your info or sign-up to consign
contact us	Questions? Concerns? Suggestions? Let's hear them!!!
i want to consign	Are you consigning? Go here for tagging info and to start making lots of CASH
merchandise prep	Find all the answers on how to prepare your items
product safety/recalls	Safety of kids and families is priority one with JBF...we LOVE kids!
i want to volunteer	If you want to shop FIRST, volunteer. Go here for info on shift schedules.
volunteer schedule	This will take you to a virtual tutorial of our online volunteer scheduler
i want to barter & shop early	Don't have the time to volunteer, you can barter and shop early.
i want to promote my business /partners	Find out how JBF can help you promote your own business See a list of our current event partners
directions	Don't know how to get to the sale? Find a map and directions here.
jbf testimonials	What your friends and neighbors are saying about JBF...or send your own testimonial.
faq	Here are answers to our Most Asked Questions
about us	Meet Camille Northcutt and her family...they are really nice people!
camillenorthcutt@jbf-sale.com	Please add me to your contact list, so you get all messages and announcements!

We will no longer send out sale announcements through postal mail. All info will be emailed.

I am JBF Consignor No.

(Keep your JBF Consignor No. handy! you'll need it anytime you participate in an Amarillo sale.)

Hey!!! Did you Know...

- ❖ JBF Consignors make 65-75% of what their items sell for
- ❖ Consignors shop an exclusive pre-sale BEFORE THE PUBLIC!!!
- ❖ Items sold at a JBF sale are high-quality, so consignors can make more CASH than at a garage sale or traditional consignment shop
- ❖ JBF sales focus on kids, we sell ANYTHING FOR CHILDREN!!!
- ❖ You get your check two weeks after each sale!!!!
- ❖ Consignors don't have to work at the sale...just drop-off their items (you can even donate unsold items to our wonderful children's charity, so no pickup is required AND YOU GET A TAX DEDUCTION!!!)
- ❖ It's FUN and makes you \$\$\$

Top FIVE tips for jbf success:

1. Tell EVERYONE about Just Between Friends ~ a bigger sale benefits and blesses everyone!
2. Go through your closets, toy boxes, storage bins, garage...and sell what no longer fits, is no longer used or played with!
3. Sign-up to volunteer at the sale and shop even earlier!
4. Keep your contact information (especially your email address) current, so you will receive timely sale information and updates.
5. Have fun! JBF sales are wonderful for making new friends!

IDEAS FOR EASY TAGGING:

- Tag items throughout the year; don't wait until the last minute!
- Use the myjbf tags.com barcode tagging system...it's so EASY!
- Keep clear packing tape, cardstock, plastic hangers and zip-lock baggies handy...and just tag items as your kids grow out of them!
- Sort all clothing by gender and size, for quick inspection/drop-off.
- If you have a lot of clothing items, purchase a tagging gun! (\$20)
- Use Downy Wrinkle-Release for any items with storage creases
- Clean all toys, equipment and furniture before you drop off... scratch cover, Clorox Clean-Up and fresh batteries sell items!
- Remember to consider donating "D" unsold items to charity.

Did you know JBF accepts:

- Kid's CDs and DVDs
- Games, puzzles, books and video games
- Hair bows, belts, and ties
- Outdoor play equipment
- Battery-powered vehicles
- Bunk beds, cribs, bassinets
- Home-school items/uniforms
- Household furniture
- TOYS!!!
- Dress-up accessories
- NICE, LIKE NEW shoes
- Nursery/toddler bedding
- All types of strollers/carriers
- Rocking horses, zebras, etc.
- Current home décor
- Musical toys and instruments
- Party items and decorations
- Scrapbooking accessories
- Bottles, sippy cups, pacifiers
- Exersaucers and jump-up seats
- Socks, sleepers and hats
- Bath tubs, tub toys and rings
- High chairs and booster seats
- Room décor for babies/kids