

\$2,000 GARAGE SALE

Sell your possessions and give to charity; Luke 12:33 NASB

Garage Sales are a great way to make money, but they can be a lot of work and it can be frustrating to watch a \$35 item sell for \$1. Here are some tips to help your Chapter have a successful garage sale!

BEFORE THE SALE

TIMING AND LOCATION

- If possible, have your garage sale in a high traffic neighborhood.
- Try to plan the sale for a weekend that will draw lots of people, such as:
 - Coordinate with a community-wide garage sale
 - Choose Spring Break or a holiday weekend when people are on vacation.
 - Decide if the sale should be Friday, Saturday, or both

DONATIONS

- Begin collecting items 2-3 months in advance.
- Ask each Chapter Member to donate a bag of clothes and a box of “something”.
- Ask friends and family to donate.
- Invite church members and small groups to donate.
- Invite your neighbors to donate via ‘Nextdoor’ or other media.
- Offer to pick up donated items from their homes – This greatly increases participation!!
Have a few Chapter members with trucks available to pick up large items like furniture and exercise equipment. Many people want to donate, but don’t want to deal with transporting the item to your sale! Even strangers will donate if you offer to pick up!

SORTING THE STUFF

- Consider holding a sorting day a week or so before the actual sale. This will save a lot of time setting up on the actual garage sale day. Have tables, bins, and boxes available.
- Group items into categories (baby clothes, kitchen, tools, pictures, etc.)
- Look for items that might be valuable that should be sold separately.
 - Collectibles (We received a toy that we sold on eBay for \$135!)
 - Furniture (Furniture is easy to sell on Facebook Marketplace or other sites)
 - Brand New Items (Items with tags will sell for much more money online)
 - Jewelry (Verify if any jewelry is real. We received several real pieces)
 - Strollers & Bikes (These items sell for much more money online)
- Online selling is a bit more work than selling in a garage sale, but it raises a lot more money. Online selling will get closer to the real value of the item. Be sure to consider shipping and fees. We lost a lot of money on something we shipped.... lesson learned!

HAVING THE SALE

ADVERTISING

- Post about the Garage Sale in 'Nextdoor' and other media
- Post flyers on your Chapter FB Page and send emails.
- Place Garage Sale signs throughout your neighborhood and main streets

SETTING UP

- Have enough tables and volunteers to get everything displayed (if possible)
- If your sale is really big, consider placing tarps on the ground to display things like toys, bedding, shoes, purses, etc. These can take up a lot of room on tables.
- Consider placing a clothes line between trees to hang some of the clothing.
- Set up your CMA tent as the money tent. Have information on RFS & CMA available.
- People will probably begin showing up before you're done setting up. That's normal.

PRICING

- Pricing individual items is perfectly fine, but not necessary.
- Prices for higher value items like furniture and leather jackets could be decided ahead of time, but many items can just be sold on the spot. This will depend a lot on how your Chapter wants to handle it.
- If your sale is a 2-day sale, you can ask for higher prices on Friday and reduce the prices on Saturday to get the items sold. When the sale is almost over, you can hand out bags and tell people to fill the bags with whatever they want for a few bucks.
- Be careful not to be too emotionally attached to the prices. Sometimes an item is worth \$100 and it sells for \$2. That can be frustrating. Consider selling it online if letting it go too cheaply might hurt someone's feelings!

AFTER THE SALE

WHAT TO DO WITH THE LEFTOVERS

- The bigger the sale, the more stuff that is likely to be leftover! But the good news is that there is more money to be made. It's helpful to have several volunteers for this.
- Bundle like items – collect all the girls baby clothes (for example) and sell them for one low price online through FB marketplace or other media.
- Take books, movies, records, etc. to a resale shop like Half-Price Books
- Sell large items like furniture online. It can take a week or so to sell them, but if the price is right, they should sell fairly quickly.
- Consider a second garage sale in another neighborhood.
- Donate the rest.

GOOD LUCK!!