

# **2019 Windrush Annual POA Garage Sale**

## **Friday, June 21 and Saturday, June 22**

### **9 am to 3pm**

#### **PRIOR TO THE SALE**

The POA will advertise the sale on Craigslist, Facebook, several garage sale websites and in the newspaper. Garage sales are a great way to get extra money for items you would normally donate to Goodwill or other charity. I've listed some tips below to help you with set up and sales. Each of you will receive a garage sale sign and a balloon to put near your mailbox (or other prominent area) and maps to share with buyers (either before or during the sale).

#### **To make the sale more enticing to buyers, consider the following:**

1. **Maps** of homes participating with 3-6 word description of items member wants to sell
2. Add to the incentive of purchasing by offering a **raffle** ticket to everyone that buys something from your sale. Member would determine a raffle item and display it at their sale. When a person buys something, member would give a raffle ticket to person. Person would put name and phone number on ticket. Member would put it in raffle jar. Members would bring raffle jars and raffle item to evening Garage Sale picnic. Drawing would be based on the number of homes participating and done at garage sale picnic. Garage Sale coordinators would make arrangements for pick-up of the winning items.

#### **What we would like to know from the members:**

1. will you be participating in the garage sale and what days?
2. if yes, what big items or type of items will you want to promote (baby items, a special type of glassware, furniture, etc)? Send a jpeg photo of any large or expensive items to pakis1955@gmail.com to add to the garage sale websites
3. would you be willing to participate in the raffle? (see raffle information above)

#### **PREPARING FOR SALE**

1. **Inventory high priced items on a sheet of paper as you identify it for sale.** Price tags have a strange way of getting lost at garage sales, and it's hard to come up with a fair price on the spot, especially if you've got other people asking you questions. An inventory list solves this problem. Keep in mind; you don't need to inventory everything.
2. **Review your items and assign a reasonable price to each.** If you really just want to get rid of an old knick-knack, price it accordingly. For items that are more valuable, a general rule is to price at 1/4 of what you paid or less. Obviously, you may want to make exceptions for some things, such as those that are nearly new or valuable antiques. Remember, though, garage sale shoppers are looking for bargains, and if you don't want to have to pack everything back in your house at the end of the day, you've got to give people the low prices they're looking for. Some people won't pay over 10% of the retail price when they go to garage-sales.

3. **Attach a clearly written price label to each item.** Using brightly colored labels will make it easier for your customers to find the price and will save you time on the day of the sale. You can purchase adhesive labels, or you can use a “sticker gun.” If you have a lot of similar items that are all the same price (e.g. books), don’t bother pricing them individually. Put them all in one box and label the box. If you don't have sticker labels, you can also use small pieces of masking tape. Also price items so you don’t need to make change. (*nothing lower than 25-cents*)

4. **Tidy up your yard and/or garage.** You’d clean up your house if you were trying to sell it, right? Garage sale customers are more likely to buy (and to buy at higher prices) if it looks like the merchandise came from a good home with owners that care for their things. They’re also more likely to feel comfortable stopping and browsing if your sale space is attractive and clean.

5. **Make sure you have enough table space.** While customers do see and buy items that are on the ground, it's important to have enough tables to display small items to protect them and to ensure that people can easily inspect them. You can use tables and bookshelves from your house or you can rent folding tables if you don't have enough.

6. **Get plenty of change and petty cash.** Unless you’ve got a lot of change at home, chances are you’ll need to visit the bank the day before the sale to get some rolls of quarters and plenty of dollar bills. You’re going to be making change for a lot of customers, so be sure to have a fanny pack to organize your money.

7. **Set up the day before the sale.** Seasoned garage sale customers often arrive before the posted times to get a first crack at the premium merchandise, and these customers come ready to buy. Make sure you have everything ready an hour or two before your advertised start time. Use sheets to cover items in your garage you DON'T want to sell so you won’t be asked several times during the sale if they are for sale.

8. **Keep your display visually attractive.** Many potential customers will drive by first, and you want to make your sale look intriguing and well-organized so that they stop. So take things out of the boxes you gathered them in, so that people driving by will see your goods instead of a bunch of cardboard boxes. Place premium items (nearly-new merchandise, antiques, large tools, etc.) close to the street. Arrange your tables so items are neatly displayed with enough room between items to allow people to comfortably inspect them. Instead of folding clothes on tables, hang them from a clothesline strung from trees or from your garage ceiling near the door. Hanging clothes are easier to look through, and you won’t have to worry about refolding them on the table. Also fill in gaps once items have been sold so the tables look organized and attractive throughout your sale.

9. **Have music in the background.** Music invites people to look around and enjoy the sale. It also provides background noise so a sole shopper won’t feel so “lonely” at your sale.

10. **Be an active seller.** Running a garage sale is a lot like working at a retail establishment, so bring out the salesman (or saleswoman) in you. Greet your customers with a friendly smile as they arrive. You want people to feel comfortable at your sale, so greet them as you would if you were a business owner.

Tout your wares proudly. Offer package deals (if a person buys a blender, for example, why shouldn't they buy those margarita glasses as well?), and reward big buyers with bulk discounts. Don't just hope things sell themselves.

11. **Have extra help on hand.** Always have several people at the sale - it's important for personal security and convenience. This way you can take a bathroom break when you need one, and you can keep things in order. As your sale progresses, things will unavoidably get disheveled and disorganized (possibly even broken). If you want to sell as much as possible, you should try to **keep things looking nice**. Keep all books with spines showing. Keep all clothes on hangers. You might need to refold clothes or linens frequently. Keep all the brightly-colored, newest-looking things in front of your yard, and on the tops of all the piles.

12. **Negotiate with hagglers.** Even though your prices are clearly marked, some people will try to haggle. Play along; haggling can be a fun experience, and you'll likely make a lot more sales if you're willing to reward these bargain hunters. Don't be afraid to decline an offer, but consider all offers. After all, you're trying to get rid of this stuff. Be sure not to drop your price early in the day. A successful rebuttal to a haggler would be 'I can't drop the price before 10 am, we just got started'. If you've done the previous steps, you should have plenty of traffic that will pay full price.

13. **Offer last-minute deals.** If you've still got things left over during the final scheduled hours of your sale, go ahead and slash prices. Offer buy-one-get-one deals or bulk discounts. Say *How about both of these items for the price of one?* Do everything you can to make the sale, especially if you plan on throwing away or giving away the items anyway.

14. **Ask your friends to participate, Even though you have a lot by now, close friends may be wanting to sell at least 2-3 large items and/or clothing at your sale.** You have organized it, now reap the rewards! Make sure they have done inventory to avoid hassle later on. Haggling on friends' items should only be done with their permission. "It's not mine, so I have to stick with that price for you and the other buyers" is a positive line if somebody is not willing to compromise on their bargain.

15. **Secure the area \*Keep an eye on your customers.** A garage sale brings all kinds of people, including shoplifters. As long as people know you're watching, you probably won't run into much trouble, but if somebody does steal a small item, it's probably not worth confronting them. If you suspect somebody has stolen something valuable, confront them tactfully, and call police if necessary, but do not detain them.

- Watch your cash box. Anybody can come up to it and steal the money you made, so make sure someone is attending it at all times. Try not to keep more than \$20 or so in it at a time. That way, if somebody does steal it, they're not getting too much. Better yet, don't use a cash box. Someone could steal all of your money, or even try to buy your cash box! Use a fanny pack instead, and keep large bills (50's and 100's) in your home if possible. A good fanny pack has two pockets, and you can keep the bills in the large compartment, and the coins in the smaller compartment.

- If someone really needs to go to the bathroom, direct them to the nearest public building, or make sure someone in your family (or you) takes the person there and waits until they get out so that you don't end up with problems inside. You are under no obligation to let anyone into your house, even to use the restroom, but you might consider making exceptions for small children or the elderly.

16. **Have a picnic lunch.** Garage sales are hard work and you'll need drinks and food during the sale to keep you going. Plan ahead and make some sandwiches and ice tea or lemonade along with some snack items so when you get hungry, it's only a matter of heading to the fridge to get what you need rather than taking time to create something the day of the sale.

17. **Have fun!** Preparing and selling items takes time and work so enjoy the sale, make some new friends and have a plan for all the money you will make at the sale.

END OF SALE

If you have items from your garage sale that you want taken to GoodWill, we will be making a run in the afternoon. Let us know and we will come by your house and make a pickup. If you want IRS credit for them, make your own inventory and we will pick up a slip that just gives a date and location only. The rest is up to you. Also, if you have bigger items such as appliances or remodeling items, we recommend that you contact "Habitat for Humanity" via Jan Elzey. Furniture items can be picked up by "FurnitureBank" 272-9544. These are great organizations that put your surplus back into the community and help people locally.

All of these items should be "usable, functioning items not junk. If it is trash, it can be put out for pickup by Waste Management on the Tuesday schedule. You are allowed one (1) major item each week [washing machine, couch etc.]. Some items need to be called in to Waste Management in advance. Go to our website and check the links to Waste Management.

All the best,

Your garage sale team