



Saturday, March 3, 2012, Bay County Fairgrounds

Seller's Packet

What is it?

Fairytale Consignment Sale is an easy way for you to earn extra money for your nearly-new, high quality, gently-worn, children's items and baby things. It is much easier than a garage sale and much more profitable than a consignment shop. You simply select the items you wish to sell, bring them to Fairytale Consignment Sale and we sell them for you! You will receive a check within 7 business days for 70% of your total sale, minus a \$5 consignor fee!

Fairytale Consignment Sale is held twice a year at Bay County Fairgrounds, at the intersection of US Hwy. 98 and Sherman Ave. in Panama City, FL. All information needed to participate with FCS is included in this packet.

Getting Started . . . a Quick Guide

1. Read this packet in its entirety.
2. If you are a new consignor, request a consignor number at info@fairytalesale.com. If you are a returning consignor, you will use your same consignor number. We ask that returning consignors let us know that you plan to consign again by sending us an email.
3. Gather the items you wish to sell. You may sell any amount of items.
4. Wash clothes, clean toys, and generally inspect items to ensure they meet the merchandise guidelines found in this packet.
5. Gather your child sized hangers, index cards, silver safety pins, black pen and red marker for tagging or use our auto tagging help offered on our website.
6. Label all items according to labeling guidelines in this packet.
7. Separate clothes by sex and size. Next hold each division with the hangers together. Tie a rubber band or plastic shopping bag around the top of the hanger to keep divisions separate.
8. Drop off your merchandise with the last page of the sellers agreement completed and signed during drop-off times. Be sure to pick up your pre-sale pass if you consign 15 items or more.
9. After the sale, pick up unsold items at the designated time or mark to give to local charities.
10. Sit back and wait for your check to arrive by mail!

Get your seller ID number

Get started now! To receive a seller ID number, please email us at info@fairytalesale.com.

Be the first to shop

Consign at least 15 items and/or volunteer and you will be eligible to attend the Cinderella Slipper Pre Sales. For more information see page 4 of this packet.

Seller's Packet



Sale Schedule

| | | |
|-------------------|------------------------|-------------------------------------|
| Thursday, March 1 | 1:00 p.m. - 6:00 p.m. | Merchandise Drop Off |
| Friday, March 2 | 11:00 a.m. - 5:00 p.m. | Merchandise Drop Off* |
| | 6:00 p.m. - 9:00 p.m. | Golden Slipper Pre Sale |
| | 7:00 p.m. - 9:00 p.m. | Silver Slipper Pre Sale |
| | 8:00 p.m. - 9:00 p.m. | Glass Slipper Pre Sale |
| Saturday, March 3 | 7:30 a.m. - 8:30 a.m. | Tiny Bootie Pre Sale (Diaper Drive) |
| | 8:30 a.m. - 1:00 p.m. | Public Sale |
| | 1:00 p.m. - 3:00 p.m. | 1/2 price Public Sale |
| | 5:30 p.m. - 6:30 p.m. | Pickup** |

*ABSOLUTELY NO merchandise will be accepted after Friday, March 2 at 5 p.m.

All items not picked up by **Saturday, March 3 at 6:30 p.m. will be donated to a local charity.

Merchandise Guidelines

If you have any questions about the following guidelines, please ask in advance of the sale. You can contact us at info@fairytale.com. **We reserve the right to refuse any items not meeting the guidelines.**

Acceptable Merchandise

- Children's Spring/Summer clothing ONLY (including 4th of July and Easter)
- Accessories: shoes, slippers, belts, hats, pajamas, hair bows, etc. (Shoes must be in very good condition.)
- Toys, games, puzzles, rattles, Barbie dolls, action figures, computer games, dress up outfits, etc.
- Dance, gymnastics, karate outfits, etc.
- Books
- Bedding and other room décor: crib sheets, comforter sets, linens, framed prints, etc.
- Baby equipment like bottles, rattles, changing pads, diapers, bibs, burp cloths, diaper bags, nursery items, diaper warmers, Boppy, etc.
- Baby gear: strollers, activity centers, bouncy seats, play pens, bassinets, high chairs, bathtubs, potties, swings, car seats, booster seats, Bumbo seats, etc.
- Children's furniture: bedroom furniture, cribs, lamps, chairs, rocking chairs, etc.
- Outdoor: sports equipment, yard toys, swing sets, slides, sand boxes, bicycles, riding toys, wagons
- For mom: labor & delivery books, breast pumps, nursing pillows, nursing slings, etc.

Unacceptable Merchandise

- No Fall/Winter clothing
- No missing buttons, broken snaps, tears or stains on the clothing
- No tears or coloring in books
- All items must not be on the current recall list. Check www.recalls.gov for all the current recall information. We expect all items to meet these standards, however we are not responsible for recalled items that are sold by mistake.
- No undergarments including socks
- Out of date, unclean or stained clothes that look really worn or torn. We reserve the right to refuse items.
- No stuffed animals; they just don't sell.
- No car seat over 5 years old, been in an accident or on the recall list. Check www.recalls.gov before selling.
- NO MATERNITY CLOTHES

Seller's Packet



How to Label

Tagging

- Use 3x5 index cards (not plain paper) VERTICALLY (use the whole card; do not cut). Cards must be filled out according to the diagram below. Horizontal cards WILL NOT be accepted.
- You may also download a tag template for printing on cardstock, or download an Excel spreadsheet that will make the tags for you by going to our website at www.fairytalesale.com. Please print all tags on cardstock, not plain paper.
- Place medium safety pins at the very top of the cards (as shown in the diagram). This will enable us to simply cut the card at check-out rather than remove the pin. No straight or tiny gold pins.
- Pin the index card to top, right corner of the garment, when it is facing you. See diagram.
- Hang clothes on appropriate-sized hangers FACING LEFT like a (?) question mark. Hang all garment so that the total piece/set can be seen. Hangers are available at stores such as Walmart and Dollar General.

Keep in mind that these tagging guidelines are for the sole purpose of selling more of your items and making the shopping experience easier.

Sizing

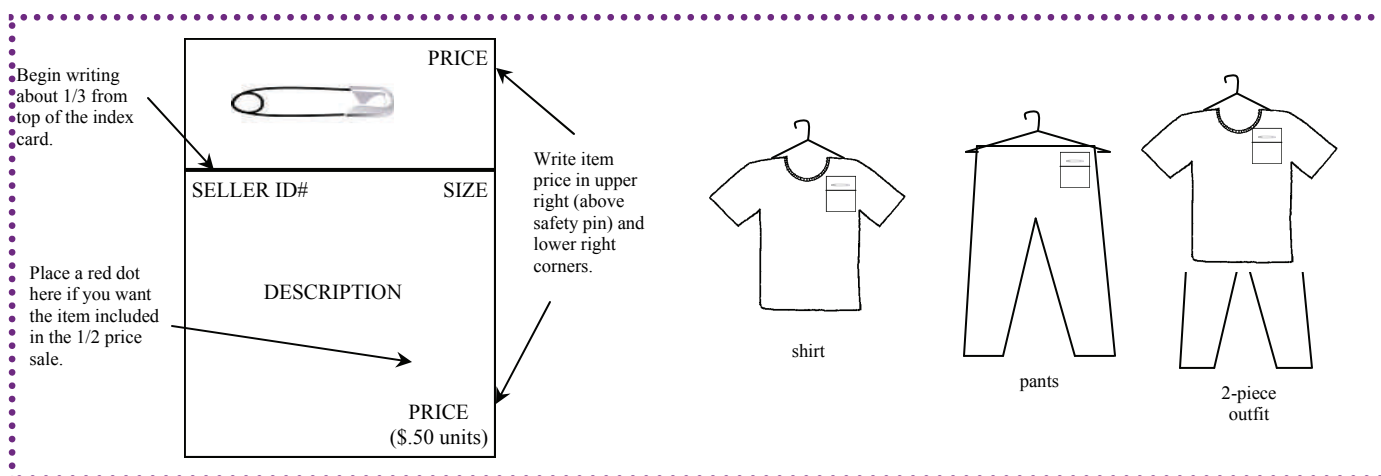
- Use sizes 0-3m, 3-6m, 6-9m, 9-12m, 18m, 24m, 2T, 3T, 4, 5, 6, 7, 8, 10, 12, 14, 16, 18 and 20.

Pricing

- Price items ONLY in \$.50 units (i.e. \$5.00, \$5.50, etc).
- Price to sell! Even the newest items should not be priced at more than 1/2 the original retail price. To determine an appropriate price, start at 1/2 price and work your way down according to age and wear. 1/3 of the retail price is normally a good target range.

Other Information

- Place loose pieces or parts in a Ziploc bag and securely fasten the bag (clear packing tape, rubber band, safety pin, etc.) to the main item.
- Place other items such as shoes, bibs, bottles, bows, etc. in Ziploc bags. Attach the upper 1/3 of a completed tag to the OUTSIDE of the bag with clear tape. Please only tape the top of the tag.
- We strongly suggest placing your ID# on a piece of masking tape and placing it inside the garment or item in case your card falls off.
- Make sure all tags are secure. **Items without price tags cannot be sold.**
- Bring only items you would purchase for your child. Items that are torn, soiled, outdated, or missing parts will not be accepted. We reserve the right to turn down any garment that does not meet Fairytale's standards.
- 1/2 Price Sale: Items not sold by 1 p.m. on Saturday may be included in the half price sale. If you wish for any of your items to be sold at 1/2 price, draw a red dot above the price on the bottom portion of the card. Items without a red dot will NOT be sold at 1/2 price.





Seller's Packet



Cinderella Slipper Pre Sales

Friday, March 2, 2012

Want to be one of the first to shop and get first pick? By volunteering or consigning at least 15 items, you can gain entry into one of our exclusive Pre Sales. We offer three Cinderella Slipper Pre Sales; the Golden Slipper, Silver Slipper and Glass Slipper. Find out below who's eligible.

Golden Slipper Pre Sale

Friday, 6 p.m. - 9:00 p.m.

- Those who volunteer at least four hours.
- Returning Consignors (consigning at least 15 items) who volunteer at least two hours.

Silver Slipper Pre Sale

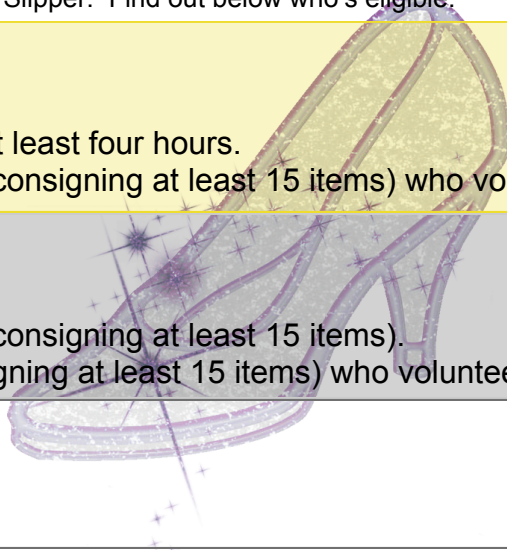
Friday, 7 p.m. - 9:00 p.m.

- Returning Consignors (consigning at least 15 items).
- New Consignors (consigning at least 15 items) who volunteer at least two hours.

Glass Slipper Pre Sale

Friday, 8 p.m. - 9:00 p.m.

- New Consignors



Tiny Bootie Pre Sale

Saturday, March 3

7:30 a.m. - 8:30 a.m.



We also offer one final pre sale opportunity Saturday morning, March 3; the Tiny Bootie Pre Sale which is essentially a diaper drive opened to anyone who donates one pack of diapers. This is an excellent opportunity to give to your community while getting to shop before our public sale opens at 8:30 a.m.

- Open to anyone who donates one pack of diapers.
- We will require one pack of diapers per person.
- The diapers will be donated to a local organization.

Spread the Word & Make More \$\$\$

~ Two new consignor referrals will earn you an extra 5% profit, bringing the total to 75%.*

Email us and request flyers or download from our website. Hand them out to your Mom's groups, schools, play groups, dance classes, sports leagues, girl/boy scout troops, etc. Try to get as many new consignors as possible and be sure to ask them to list you as a reference in their Seller's Agreement! Then you earn 5% extra on your total sales. It's that easy!

Referrals must be new consignors who consign 15 items or more.

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Volunteers

Volunteers play a vital role in the success of FCS. We sincerely appreciate your interest in volunteering. To show our appreciation, volunteers will be invited to shop our exclusive Pre Sales on Friday night (see page 4 for more information). Below, you will find how to volunteer and the volunteer schedule. Again, thank you for volunteering with FCS!

How to Volunteer

If you would like to volunteer contact us at info@fairytalesale.com and include the following:

- Name & phone number
- Consignor ID# (You do not have to be a consignor to volunteer.)
- 3 possible time slots (see schedule) you are available.
- How many hours you would like to volunteer.
- Include "Volunteer" in the subject line of your email.

Volunteer Schedule

| | | | | |
|----------|---------|----------------------------------|----------------------------------|-------------------------------|
| Thursday | March 1 | 1:00 p.m. <i>drop off</i> | 3:00 p.m. <i>drop off</i> | |
| ***** | | | | |
| Friday | March 2 | 11:00 a.m. <i>drop off</i> | 1:00 p.m.* <i>drop off</i> | 3:00 p.m.* <i>drop off</i> |
| ***** | | | | |
| Saturday | March 3 | 8:00 a.m.* <i>public sale</i> | 10:00 a.m. <i>public sale</i> | 3:00 p.m.* <i>sorting</i> |

*These are our priority time slots and will be filled up first, if at all possible.

If a consignor who volunteers is a "no show", \$15 will be deducted from their total profit check.

Seller's Agreement (Please PRINT!)

| | | |
|--|------------------------------|--|
| Last Name | First Name | Seller ID# |
| Address | | |
| City | State | Zip |
| Phone () - - - | Email | |
| 15 or more items consigned ? Yes No (circle one) | Unsold Items (circle one) | Pickup Donate |
| Are you a volunteer? | Yes <input type="checkbox"/> | No <input type="checkbox"/> If so, how many hours? |
| Did someone refer you? If so, who? | | |

Policies

- Fairytale Consignment Sale will sell consigned items for price indicated on ticket. Seller will retain 70% profit.
- A \$5.00 consignor fee will be deducted from the consignor profit amount to cover administrative fees.
- If for any reason a consignor who volunteers to work doesn't show up for their work time, a \$15 fee will be deducted from their final profits.
- Starting at 1:00 p.m. on Saturday, March 3 all items marked with a RED DOT will be sold for half price.
- Items not picked up by 6:30 p.m. on Saturday, March 3 will be donated.
- The Fairytale Team reserves the right to refuse any items not meeting the guidelines.
- Fairytale Consignment Sale does everything possible to protect your interests; however, we are not responsible for fire, theft, damaged or lost items including boxes, containers or laundry baskets.
- All Sales are final. No refunds.

I have read the policies and information contained in this packet and agree to comply with them.

Consignor Signature _____ Date _____