

# GARAGE SALE



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**WHEN:**

**WHERE:**



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**GARAGE  
SALE**

**HERE!**



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**GARAGE  
SALE**

**PAY  
HERE!**



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# GARAGE SALE

## How to have a Successful Garage or Yard Sale!

*Having a garage or yard sale is a great way to clear out things you don't want or use anymore and a great way to earn extra money.*

### **Before Your Sale:**

- Take inventory
- Decide whether you will hold your sale on your own or with other family members or neighbors. Having a larger selection will attract more buyers. You will also have people to help you prepare for the sale and share the work and expense.
- Set a date far enough in advance that you will have had time to plan, price and coordinate with your partners.

### **Preparing for Your Sale:**

- Gather your merchandise in one area. Sort by type, clothing, tools, appliances, household items, toys, etc.
- Clean the items. If your items look clean and gently used, they will bring a better price.
- Test all electrical items.
- Gather all supplies such as tables, chairs, etc. (see attached checklist).
- Gather up plenty of bags and boxes as possible. If you make it easy for buyers to transport their goods to their home, they will likely buy more items.

### **Pricing Your Items:**

- Most of the items in your sale will not bring the amount you originally paid for them.
- Know the minimum price you will accept for each item and be willing to negotiate.
- Build some flexibility into your price to allow for "haggling."
- Price every item.
- Volume pricing for children's toys or books will help move many items at one time. Example: ¢.50 each or three for \$1.00.

### **Promote Your Sale:**

- Place a classified ad for your sale. The local newspaper is very effective in promoting your sale and reaching most homes in your immediate area.
- Remember to give a lot of details. List major items and use good description to attract buyers to your sale.
- Tell Friends, family and neighbors about your sale.
- Post signs in your neighborhood a week prior to the sale. Be sure to remove and dispose of them when finished.

### **Day of the Sale:**

- Plan to be completely set up at least one half hour before your sale starts.
- Organize your merchandise so that it is easy to see and browse.
- Set up a bank or wear an apron to keep your money in. Be sure to have plenty of small bills and coins to make change.
- Be friendly to your shoppers. Greet them and ask if they are looking for any specific items.

### **Sales Negotiation:**

- Remember that most people are looking for a bargain and expect them to offer you less for some items.
- Keep your goal in mind. Remember you are having the sale to clear away unused items.
- When someone offers you less than the price marked, don't be afraid to make a counter offer.
- Most of your sales will be made early in the day so later in the day when your sale is starting to wind down, it may be a good idea to reduce your prices to clear out all remaining items.



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## *YOUR GARAGE SALE CHECKLIST*

### **Display:**

- Tables
- Chairs
- Plastic or blankets  
(for items displayed on the ground)
- Plastic for rain protection
- Cardboard or poster board for signs
- Price stickers
- Markers
- Tape
- Trash receptacle
- Extension cord
- Clothes hangers
- Batteries to test toys, radios, etc.
- Safety pins for clothing price tags
- Clothesline or garment rack  
(for clothing display)

### **Check Out:**

- Cash box or money belt
- Change
- Sales record
- Pens
- "Pay Here" Sign
- Bags & Boxes
- Newspaper for wrapping
- Tape
- Sold Signs
- Offer Cards
- Clothes measuring tape  
and tape measure
- Paper towels

### **Personal Items:**

- Sun block
- Sweater
- Small cooler for drinks/snacks
- Cell Phone





**Make An  
OFFER!**

**Sorry,  
SOLD!**

**Make An  
OFFER!**

**Sorry,  
SOLD!**

**Make An  
OFFER!**

**Sorry,  
SOLD!**

**Make An  
OFFER!**

**Sorry,  
SOLD!**

**GARAGE  
SALE**

**PARK  
HERE!**

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# OFFER!

I'd like to make an offer of: \_\_\_\_\_

For this item: \_\_\_\_\_

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

# SOLD!

*payment must be made in full*

Item will be picked up: \_\_\_\_\_

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

# OFFER!

I'd like to make an offer of: \_\_\_\_\_

For this item: \_\_\_\_\_

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Address: \_\_\_\_\_

Phone: \_\_\_\_\_

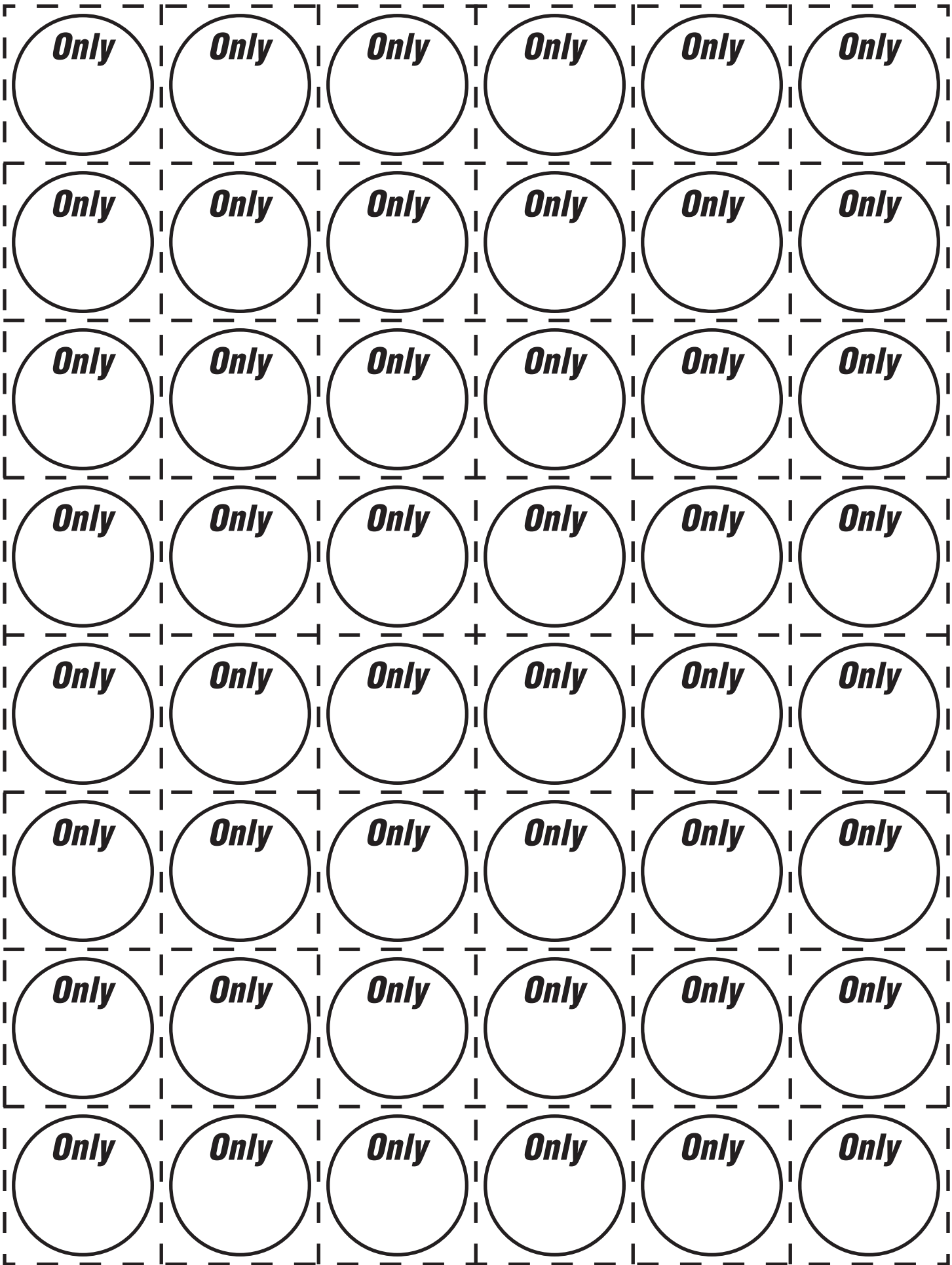
# GARAGE SALE

PLEASE  
NO  
PARKING

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**WOW! Only**

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**WOW! Only**

**WOW! Only**

**WOW! Only**

**WOW! Only**

**WOW! Only**

**WOW! Only**

**WOW! Only**

**WOW! Only**

**WOW! Only**

**WOW! Only**

**WOW! Only**

**WOW! Only**

**WOW! Only**

**WOW! Only**

**WOW! Only**

**AS IS Only**

**AS IS Only**

**AS IS Only**

**Yes, it WORKS!**

**Yes, it WORKS!**

**Yes, it WORKS!**

**AS IS Only**

**AS IS Only**

**AS IS Only**

**Yes, it WORKS!**

**Yes, it WORKS!**

**Yes, it WORKS!**

**AS IS Only**

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