

GARAGE SALE HELPFUL HINTS

1. A bit of organization will make for a successful sale and a very enjoyable day, but be prepared for rain. (What a thought!)
2. One thing we have found is that some avid Garage Sale Shoppers and dealers will show up very early that morning. It is your choice whether or not to let them in.
3. Practical household goods, bicycles, children's toys and clothes, sports equipment and garden tools are popular items; adult clothing has less appeal and should be priced accordingly. Ideally, a place for trying on clothes should be provided.
4. Merchandise your items attractively in neat, clean surroundings. Paper tablecloths offer a pretty setting for glass and ornamental items. Cluster things in categories, place most desirable items in the back of the garage so browsers are urged to look at other merchandise on their way to the most popular items.
5. Have a 25 cent miscellaneous table for youthful shoppers.
6. All items should be clean, polished and in good repair. Clothes should be sized accurately and hung on a temporary rack using two ladders and a pole.
7. Locate your appliance table near an outlet so customers may try before they buy.
8. Be sure there is adequate parking space and a place to load large items.
9. Have plenty of paper bags and boxes for packing and newspaper for wrapping glass items.
10. Visit other sales to form an idea on how to price things, but remember that garage sale shoppers are looking for "bargains". Be prepared to "haggle" and bargain.
11. Really valuable items such as antiques should not be sold at a garage sale, because it is unlikely they will bring the desired price from bargain-minded shoppers. On the other hand, nothing is too worthless to be valuable to someone. Have a give-away box for old magazines and other assorted odds and ends.
12. You may want to post a notice that all sales are final, and payment must be cash.
13. Have plenty of change in a cash box kept in a protected spot. Keep a record of sales, especially when there are several sellers. One recording device that is simple and efficient is to use small white stickers to price items and when the item is purchased, remove the sticker and place it next to the name of the seller.
14. Hot coffee and munchies are a good idea. It keeps the customers in the store longer.
15. Formula to get rid of all goods if desired:
 - a) items not sold by noon - half price
 - b) items not sold by 2p.m. - free

HAVE A GREAT DAY!

Mike Ouellette
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Mike did it again!



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