



OPERATION CLEANSWEEP

EDUCATION, COMMUNICATION, REVITALIZATION

Get Ready to Sell - It's Yard Sale Time

By Daphny Gebhart-Turcotte, Assistant Base Public Affairs Officer

Getting ready for a yard sale can be hard work and in order to properly prepare you really should start a week or even weeks ahead. Hopefully this article will be able to assist you.

Re-organize De-Clutter and Gather your Sale Items

There are a lot of things you need to do before having a yard sale. The first thing you need to do is gather your items. Gather everything that you are planning to sell.

Use this opportunity to reorganize, clean house and de-clutter. You may be surprised what you don't use anymore. An important rule of thumb is if you haven't needed it in more than two years chances are you never will.

Once you have gathered everything you want to sell

at your garage sale, it's time to clean things up a little. It doesn't have to be perfect, but I guarantee you that you're going to get less interest in items that are filthy or have stains all over them. You don't have to make everything sparkle (although you can get higher prices if you do make everything look as good as possible). The bottom line, "everything should be clean".

Sort your items

Get a bunch of boxes and separate everything. All glassware goes in one box and knickknacks go in another, etc. Wherever possible, you should separate clothing by size. Most people are looking for specific sizes and may not sort through a pile of clothing to find out if you have the size they are looking for.

If you have larger items move them outside ahead of time into a garage if possible. This will eliminate last minute moving or unpredictable circumstances leading up to the big day.

Pre-organize your layout

Figure out what you are going to place things on. Get out your tables, your clothing racks, your shelving... anything that will help you display your items to their best advantage. Set all of the tables (and everything else) up beforehand if possible.

Depending on your area this may or may not be possible, but it will save you work in the long run. Place a sign (handwritten is fine) on everything that you don't want to sell that says "This table/shelf/etc. is for display only. Not for sale." Make sure your children don't leave their toys too close to the sale area or they may be mistaken for sale items.

Pricing your items

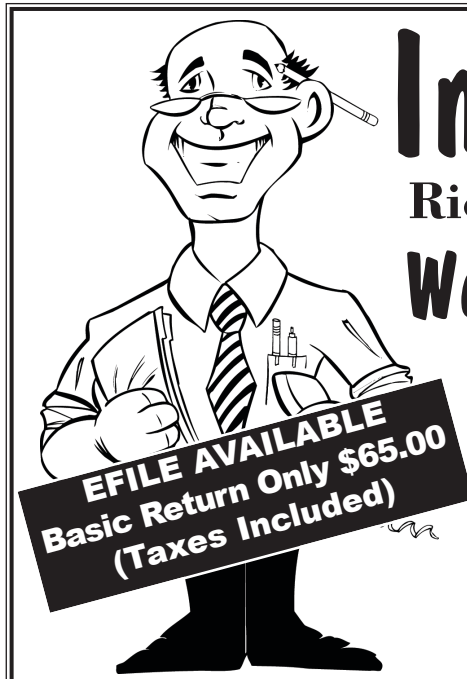
It's time to price your items. Don't skip this step or you may end loosing out on a good sale.

A simple and cost effective approach is to decide on a number of set prices using numbers rounded to the nearest dollar. If you don't want to hand write them all then use your computer and print out multiple copies. This way you can cut and tape them to the items and they can be easily moved when something is sold.

The presentable Display

The items should be displayed as nicely as possible. Don't just throw things on tables and don't keep everything in boxes. You want people to find things as easily as possible. Another tip is to place nicer and/or bigger items out in front so that they will be visible from the street. This lessens the chance that people will drive on by because they don't think your yard sale is worth stopping at. Below you will find a quick-list of the tips we talked about above.

1. Gather items.
2. Make sure you have enough items for a yard sale.
3. Clean items.
4. Separate everything by type.
5. Separate clothing by size.
6. Gather all display pieces and set up before-hand if possible.
7. Mark items you are not selling with "Display only. Not for sale."
8. Price your items.
9. Display your items as nicely as possible on your display pieces.
10. Don't toss things on tables or keep things in boxes.
11. Place nicer, bigger and flashier items up front to avoid some of the drive-bys.



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