



Lil' Red Wagon Sale
Consignment and Craft Sale Events for the Entire Family

INFORMATION FOR CONSIGNORS

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Welcome to the Lil' Red Wagon Sale! This document will give you the information you need to get started as a consignor at our sales. Please contact us with any questions.

CONSIGNORS

This is a great opportunity to earn money selling your new or gently used items and to get great deals on your purchases. It is much easier than a garage sale and more profitable than a consignment shop.

Consignors clean out their closets and prepare their items for the sale using our guidelines. When you consign with us, you drop off your items before the sale and we handle the sale process for you. After the sale you pick up your unsold items or you may choose to donate some or all of them. Consignors do not have to work the sale or stay with their items. A check for up to 80% of total sales (less a \$5 consignor fee) will arrive in the mail.

Why YOU Should Consign with Lil' Red Wagon Sale:

- You keep up to 80% of your sales. Most consignment stores will only give you 50%!
- You can pick up your unsold items to sell at the next sale. Many consignment stores keep them -- that's like giving your items away!
- You set your own prices.
- You get to shop early at our Consignor Pre-Sale.
- You can volunteer to get into the Volunteer Pre-Sale and earn up to an extra 15% of your sales!
- You can sell items for any season.
- You don't have minimum number of items to consign.
- You don't have a limit on how much you can consign! Many consignment stores only allow 10 items at a time!
- You can consign items from another sale or store.
- You can use handwritten tags or barcode tags.
- You set your own prices.
- You have the first opportunity to shop at our private Pre-Sales. This allows you to view and purchase merchandise before the public can.
- Consignors who volunteer get access to the Volunteer Pre-Sale and also get up to an extra 15% of their sales! The Volunteer Pre-Sale is the very first chance to view and purchase merchandise.
- There is no minimum number of items to consign. Items for any season are accepted. And there is no limit to how much you can consign!

If Your Items are Already Tagged for Another Sale:

Do you have items already prepared from another consignment sale, consignment store, or yard sale? No need to re-tag. We'll work with you to use the tags you have. Please contact us at info@LilRedWagonSale.com to let us know. We want to help you make as much money as possible selling your items and don't want to have you go through the extra effort of re-tagging your items.

Handwritten Tags vs. Barcode Tags:

You have the option of creating your tags by hand or using our Barcode System. You decide which works best for you. If you start using one method, then decide to switch to or simply try the other method, let us know and we'll make it work for you.

Accepted Items, Pricing, & Tagging:

Refer to the Tagging and Preparation Guide for our guidelines.

Arrival and Drop Off:

Items may be dropped off for check-in during the scheduled times. All items not meeting guidelines will be returned to the consignors at check-in. Refer to the Tagging Instructions for guidelines and a list of acceptable items.

Consignors have two drop off options:

1. Consignors can wait until each item is inspected and take back items not accepted.
2. Consignors can drop off their items and any items not accepted will be donated.

Pick Up:

You may pick up your items during the scheduled time following the sale. After that time all merchandise becomes the property of Lil' Red Wagon Sale or donated to charity. Please note you will not be able to pick up past the scheduled time. We cannot make exceptions because we have to vacate the sale site promptly.

Payment:

Consignors receive up to 80% of their sales. Your earnings, less your \$5 consignor fee, will be mailed to you within 30 days of the end of the sale.

BUSY MOM SERVICE

Do you want to consign but simply don't have the time? You need the Busy Mom Service!

We know how busy we all are, especially as parents. And while it would be great to be able to see the floors in your homes again, the thought of going through your children's things can be overwhelming. That is why we are offering a simpler way to clear your closets and playrooms and earn money while doing so. It is called the Busy Mom Service. Don't you wish we had this service for everything else in our lives?

Consignors who use the Busy Mom Service get to shop the Consignor Pre-Sale!

Here are options for you to consider. You can sign up for one or all of these services.

Drop-off Service:

You bring us your acceptable items and we prepare, hang, tag, and store your items for you until the sale. We will then take care of dropping off your items at the sale for you. You earn 40% of your sales!

Pick-up Service:

We will pick up your acceptable items and prepare, hang, tag, and store your items for you until the sale. We will then take care of dropping off your items at the sale for you. You earn 40% of your sales! There is a \$20 pick-up fee which you do not have to pay up front. It will be deducted from your earnings check.

Return Service:

After the sale, you can pick up your unsold items during the scheduled Consignor Pick-Up time, or for a \$20 return fee, we can bring your unsold items to you. You do not have to pay up front. It will be deducted from your earnings check.

Guidelines:

- All big items such as furniture, cribs, changing tables, beds, big toys, etc. must be delivered to the sale site.
- All items must be washed before drop-off or pick-up. We will hang and iron clothing for you. Please no items with stains, odors, or pet hairs.
- All items must meet our guidelines for acceptable items. Any items not meeting these guidelines will not be included in the sale.
- There is no minimum number of items you need to consign to participate in the Busy Mom service.
- While there is no maximum number of items you can consign, we do ask that you give an estimate of the total number of items when you schedule your drop off or pick up appointment.
- Any items you want to donate after the sale should be in a bag or container clearly marked "Donate if Unsold".

REFERRING CONSIGNORS AND VOLUNTEERS

Know someone who would be interested in consigning or volunteering? Refer them to the sale and get extra benefits!

- When you refer a new consignor to the Lil' Red Wagon Sale (and they bring at least 15 items) or a new volunteer (and they work at least one shift), you will receive \$5 or an extra pass to the Consignor Pre-Sale. Be sure to tell your referral consignors and volunteers to enter their name in the "Referred By" space when they register.
- There is no limit to the number of consignors or volunteers you refer and the amount you can earn for referrals.
- Your referral commission will be paid to you in your sales check.
- Referrals must consign or volunteer for you to earn a referral commission. A commission will not be credited for a referral or volunteer who does not participate in the sale. This includes consignor or volunteer No Shows.
- You do not need to be a registered consignor to earn a referral commission. Non-consignors can still earn \$5 for each referral that participates in the sale.

RECALL AND LEAD TESTING GUIDELINES

Lil' Red Wagon Sale takes the safety of our shoppers very seriously. Due to recent legislation concerning increased lead safety testing, we are providing this page of helpful links to educate both consignors and shoppers.

For your protection, we highly recommend consignors and shoppers learn about the new law regarding lead testing and the resale of toys by reviewing the CPSIA laws and press releases (<http://www.cpsc.gov/about/cpsia/cpsia.html>).

Because of the number of items recalled each year, it is important that consignors thoroughly review this page before offering items for sale. Ultimately, it is the consignor's responsibility to verify that items offered for sale have not been recalled. Information on Toy Hazard Recalls (<http://www.cpsc.gov/cpsc/pub/prerel/category/toy.html>) and Infant/child Product Recalls (<http://www.cpsc.gov/cpsc/pub/prerel/category/child.html>) is provided by the US Consumer Product Safety Commission.

As recommended by the Consumer Product Safety Commission, Lil' Red Wagon Sale will no longer allow the following items:

- Children's cheaper costume jewelry
- Baby dolls, character dolls with parts that can be easily removed and cause a choking hazard
- Flimsy toys such as Dollar Store items or Fast Food restaurant toys
- Infant items made of soft pliable vinyl or plastic, including nipples, pacifiers, bath toys or books, squeeze toys, etc.

Prior to selling an item, consignors should check it has not been recalled on the CPSC Recalled Products by Product Type Search (<http://www.cpsc.gov/cgi-bin/prod.aspx>).

Keep up to date with recall information by signing up for one or more of the CPSC Update Subscription Emails (<https://www.cpsc.gov/cpsclist.aspx>).

VOLUNTEERS

Consignors who Volunteer

You get the following benefits for each shift worked.

Number of Shifts Worked	Eligible Earnings
1 - Three hour shift	65% of sales Volunteer Pre-Sale Pass 1 Contest Entry to earn an additional 5% of sales
2 - Three hour shifts	70% of sales Volunteer Pre-Sale Pass 2 Contest Entries for an additional 5% of sales
3 - Three hour shifts	75% of sales Volunteer Pre-Sale Pass 3 Contest Entries for an additional 5% of sales

Non-Consignors who Volunteer

You get the following benefits for each shift worked.

Number of Shifts Worked	Eligible Earnings
1 - Three hour shift	\$10 Gift Certificate 2 Volunteer Pre-Sale Passes 2 Contest Entries for a \$50 Gift Certificate
2 - Three hour shifts	\$15 Gift Certificate 3 Volunteer Pre-Sale Passes 3 Contest Entries for a \$50 Gift Certificate
3 - Three hour shifts	\$20 Gift Certificate 4 Volunteer Pre-Sale Passes 4 Contest Entries for a \$50 Gift Certificate

Guidelines

- As a volunteer you will help check-in products, arrange products on the sales floor, sort clothing, etc. It's not hard work but may involve some light lifting.
- We have daytime, nighttime and weekend volunteer opportunities.
- Moms, Dads, Grandparents and Young Adults 18 and over are welcome to volunteer.
- You can volunteer for 1 shift or 10. There is no limit to the number of shifts you can sign up for.
- Multiple shifts do not have to be consecutive.
- For their safety, children cannot come with you during your volunteer session.
- Vendors can also volunteer to attend the Volunteer Pre-Sale.

Cancellation Policy

We ask all volunteers to please be respectful to Lil' Red Wagon Sale and all other volunteers that are a part of this sale. If you have to cancel for any reason, please try to find someone to take your place and email us at info@LilRedWagonSale.com to let us know. If you sign up to volunteer and fail to work your assigned shift, you will not be allowed to volunteer at future sales.

Volunteer Shifts:

Refer to the website at www.lilredwagonsale.com/Volunteer.htm for available shifts.

Other Ways to Volunteer

There are other ways to shop early if you are not able to volunteer to work at the sale! We need help in many areas to make our event so successful. If you are interested in helping with any of the options below please contact us at info@LilRedWagonSale.com so we can discuss what may work for you!

Flyer Distribution

Help us by distributing flyers to our target markets! These include pre-schools, day-care centers, pediatrician offices, dance schools, karate studios, churches and many more. Contact us to learn more about locations, amounts required, and more. This option earns you as Volunteer Pre-Sale pass.

Post a Yard Sign

If you live in a neighborhood with lots of families or in a high traffic area, you can advertise our sale event with a professionally printed yard sign. Know a business with land that is visible from a heavily traveled road? Have them contact us. We provide the sign, you post it. This option earns you as Volunteer Pre-Sale pass.

Media Coverage

Contact us if you can help us get radio, television or newspaper/print coverage of our event. The more coverage we get the more shoppers we have, the more sales you make! This option earns you as Volunteer Pre-Sale pass. If you can help with more than one avenue of media coverage you can earn more than one early shopping pass!

Stuff Goody Bags

Help prepare shopper Goody Bags. This option earns you as Volunteer Pre-Sale pass.

Supply Food and Drinks for Workers

Contact us at so we can help you decide when and what you can bring. We have many snack and beverage options to choose from. This option earns you as Volunteer Pre-Sale pass.

Bring Racks, Tables, or Shelves

Contact us if you have clothing racks, tables, shelves, or other display fixtures we can use at the sale. This option earns you as Volunteer Pre-Sale pass.

Cross Marketing

If you are a business owner interested in discussing marketing opportunities with us, let us know.

Barter for Services

Are you a carpenter, graphic artist, web designer, printer, etc.? Contact us so we can discuss what may work for you.

Do You Have Other Ideas?

We're always open to other suggestions. Contact us at info@LilRedWagonSale.com with your ideas.

FAQ

- **What are the benefits of consigning?**

There are many benefits to being a consignor with the Lil' Red Wagon Sale!

- You get to set your own price and you earn up to 80% of the sales price. It feels great to clear out the items you no longer need, know that someone else will get to use them, and you make more money than you would selling them in a yard sale or a secondhand store.
- All you have to do is prepare and tag your items and drop them off before the sale. We take care of the advertising, the sale site, and the sale itself.

- **Do I need to stay with my items during the sale?**

No. We take care of the sale for you! You drop-off your items and we do the rest!

- **What is the \$5 fee for?**

The \$5 fee helps to offset the cost of the sale site and advertising costs. It is deducted from your earnings after the sale so you do not need to pay it up front.

- **What items may I consign?**

You may consign anything related to children that is in new or very gently used condition. We want shoppers to know they will have quality merchandise to choose from during our sale. Please do not be offended if we do not accept something due to stains or wear. Refer to our Accepted Items section for ideas on what to consign.

- **How should I price my items?**

We recommend pricing your items at about 1/4 to 1/3 of the retail price, taking into consideration the brand name and appearance. Ask yourself, what would I pay for this? Price in increments of 50 cents. See the Tagging section for specific instructions.

- **Can I sell items already tagged for another sale?**

We accept tags from other sales. Please contact us at info@LilRedWagonSale.com to let us know. We want to help you make as much money as possible selling your items and do not want to have you go through the extra effort of re-tagging your items.

- **What happens to my unsold items?**

If you want to pick-up your unsold items you must come during the scheduled pick-up time to retrieve them. Anything left after that time will become the property of Lil' Red Wagon Sale or donated to charity. We cannot make exceptions to this schedule because we have to vacate the sale site promptly.

Lil' Red Wagon Sale encourages you to pick up your unsold items to sell at the next sale.

They are already tagged. Simply set aside a space to hold your items for sale. As you clean out your closets for the changing seasons, come across more things you no longer need or use, add them to your items for sale. Then drop them off at the next sale where you can continue to earn money. In this economy, every little bit of extra money makes a difference.

- **When do I get my check?**

Your check will be mailed to you within 30 days of the end of the sale, but hopefully much sooner.

- **May I bring my children to the sale?**

All children are permitted at the public sale, however they must remain with their parent/guardian at all times.

FLYER

Please help us let people know about the Lil' Red Wagon Sale by sharing our flyer! Possible places for flyer distribution include friends, family, preschools, daycares, dance studios, doctors' offices and more. Go to our website at www.LilRedWagonSale.com or contact us at info@LilRedWagonSale.com for a copy of our flyer.

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