

Clarkston Community Church
6300 Clarkston Rd.
Clarkston, MI 48346



MARCH 24, 2018
Space Rental Contract

Important information is highlighted, so please read carefully

Thank you for choosing to participate in the Mom-2-Mom sale at Clarkston Community Church (CCC). Your table fee, coupled with money taken in for admission and the large item room, allows the Women's Ministry here at CCC to support charitable services in our community as well as fund our Women's ministry.

For your \$20 table fee you will receive an approximate 64 sq ft space which includes an 8' table. You may use this space any way you choose, including bringing in your own tables, shelving or clothing racks. We do not charge an additional fee for these items as do some other sales, but we do require that you stay within your individual area and that all walkways and exits remain clear.

Spaces are reserved and assigned on a first-come, first-served basis, with the Gym area being assigned first followed by areas in other wings of the building. Table assignment is at the sole discretion of the sale organizer. Space is only reserved upon receipt of payment. Your fee is refundable if the cancellation occurs up two weeks prior to the sale. There will be no refund within two weeks of the sale. Your table may be resold to an already existing seller if you are not checked in by 8:00am the day of the sale. No tables can be used for free even if they are left empty during sale hours.

Friday night set up is available from 6:00pm - 8:00pm. Clarkston Community Church and Women's Ministry are not responsible for any items left overnight.

Saturday set up begins at 7:00am. Sellers may shop after their set up is complete, but you must return to your area by 8:00am when the doors open to early bird shoppers. The sale runs until 12:00pm, packing up before that time is not allowed. It may be helpful to meet the person at a table near you so you can look after each other's area for bathroom breaks, as you must have someone watch your table at all times during the sale.

No childcare will be provided. You will be responsible at all times for supervising any children you bring with you to the sale.

You must provide your own cash for change. Clarkston Community Church and Women's Ministry are not responsible for lost or stolen items/money.

Large items cannot be sold at your table, so there will be a Large Item Room available. All large items are **\$2 to sell**, which is non-refundable if the item does not sell. Attached you will find tags to put on your large items. **Please print, fill out 2 PER ITEM and bring them to the sale** to help eliminate back up during large item check-in. Large items must be paid for and checked-in during set up times. **Large items include, but are not limited to:** car seats, strollers, high chairs, baby swings, furniture/beds, ride-on toys, pack & play systems, playhouses, bassinets, etc. Large item determination is at the discretion of the sale organizer and can be decided during set up for the sale. Please call with any questions.

No selling of large numbers of new items or handmade items is permitted if you wish to sell these items you can be classified as a vendor and do so. Limited number of vendors can participate and are required to pay a higher rate.

Please keep a copy of this contract for your records.

Before sending in your form, please e-mail mom2mom@clarkstoncommunity.com to verify that there is space available.



Clarkston Community Church
6300 Clarkston Rd.
Clarkston, MI 48346

Saturday, March 24, 2018

9:00am – 12:00pm

EARLY BIRD DOORS OPEN AT 8:00 am

Name: _____
Address: _____
City & Zip: _____
Phone: _____
E-mail _____

I have read and agree to the above listed terms of this contract:

Signature: _____ Date: _____

Number of 64 sq.ft. spaces _____ @ \$20 each

Total Due: _____ (money orders, cash, or personal checks)

Make checks payable to Clarkston Community Church.

PayPal available upon request, ask for account name.

Mail payment and this signed contract to **Michelle Minto, 7320 Deerhill Dr Clarkston, MI 48346**. You will be sent a confirmation e-mail or receive a phone call if you don't have an email.

Any questions, call Michelle at 248-895-4950 or e-mail at mom2mom@clarkstoncommunity.com

LARGE ITEM TAGS

CLARKSTON COMMUNITY CHURCH

NAME:

TABLE NUMBER:

PRICE:

ITEM DESCRIPTION:

CLARKSTON COMMUNITY CHURCH

NAME:

TABLE NUMBER:

PRICE:

ITEM DESCRIPTION:

CLARKSTON COMMUNITY CHURCH

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TABLE NUMBER:

PRICE:

ITEM DESCRIPTION:

CLARKSTON COMMUNITY CHURCH

NAME:

TABLE NUMBER:

PRICE:

ITEM DESCRIPTION:

Tips for Mom-2-Mom Resale Events Sellers

Although we would like to be able to take full credit for the following information, we cannot. The attached information is a compilation of tips and suggestions for successful Mom-2-Mom Resellers found through a variety of sources including "Mom2MomList.com" and other Mom-2-Mom Resale organizers. Some tips are the result of our own experience as well. They are intended for use as a guideline; please use this as a handy reference as you prepare for the sale.

- Make sure your items are clean, wrinkle and odor free. Make an effort to remove stains. If possible, hang items that wrinkle on hangers on a clothes rack. Launder items right before the sale. Wipe down large items. Clean items are likely to sell quicker and at a better price.
- Price your items in advance. There are many ways to price items. One way is individually. This can be done with stickers, tape, paper and pins, color-coded stickers with a chart showing what each color sticker price is. You may also price your items in groups. An example would be "All Jeans \$2.50", "All T-Shirts \$1.00" etc. Many shoppers will not stay at your table long if they have to ask what every item costs.
- Item tags should also include size for easy reference.
- Price your items realistically. Generally, you can only expect 10% - 40% of your original cost on an item. What you get will depend on brand, current brands and trends, condition and demand for an item. Clothing in great condition and popular brand will generally get about 25% of the original cost. Equipment will demand a higher price if it is barely used and a new model. If you have the item in the original box, it usually commands a higher price. Use common sense when pricing, and be willing to mark prices down when items are not selling right away.
- Keep your money in a carpenter's apron, fanny pack or anything that keeps money close to your body. Theft can happen.
- Have adequate change available – lots of change and singles. You could lose a sale if you cannot make change.
- Bring bags to package your buyers' purchases in. Start saving grocery bags well in advance of the sale.
- Clearly identify the sex and size of the clothing available for sale at your table and on your rack. This helps with traffic flow on the sales floor and saves you repeating everything and folding clothes over and over.
- Display your goods as attractively and neatly as possible. Put small items in baskets. Stack all jeans in one pile. Fold clothes neatly, as they do in retail stores. When possible, hang up items that show better hung up. (Examples would be coats, overalls, dresses, two piece sets and suits.) Do not place clothing items in plastic bags or otherwise make it hard for people to examine the condition of items. Make sure items under your table are easily seen and are accessible.
- Make sure that two- and three-piece outfits are connected together with safety pins.

- If there is something wrong with an item (ex: broken zipper, missing button, etc.), make sure it is known. (A good way to do this is to identify the problem on the price tag.) It is the responsibility of the buyer to check it out, but if you are up front and let them know, they will see you as a reputable seller.
- If you have a rack, make sure that it is secure so it won't fall over if the items are pushed from one end of it to the other. Some Moms have used sand bags (socks filled with sand) to stabilize their racks.
- Take any extra time allotted for set-up. It will probably take longer than you anticipate.
- If you are setting-up on Friday evening, it is strongly recommended that you bring a bed sheet or tarp to cover your table when you leave. This will discourage people from going through your items and disturbing your set-up.
- It is a good idea to have a "helper" at your table. Your table must be tended at all times during the sale. You may want to take a break and sale organizers cannot cover in your absence. It's also nice to have an extra set of hands during busy periods.
- Take advantage of the "Pre-Sale" period. Some of your best buyers may be your fellow renters, so do not miss out on this. It is also a great opportunity for you to shop for items before the big crowd.
- Treat your buyers as you would like to be treated. Be pleasant and helpful and avoid ignoring potential buyers or being too pushy.
- If confronted with an unreasonable customer who insists that they only give you a quarter for every item they pick up, just tell them that your prices are already more than reasonable and you are sticking by them. The different personality types you encounter may surprise you. Don't let anyone ruin your whole day, just shrug it off.
- If you are not willing to barter on prices, post a sign that says all prices are "firm". On the other hand, if you are willing to negotiate, you may want to post a sign saying, "No reasonable offers refused". It's all up to you – it's your table.