

Beacon Tree Elementary
Mom 2 Mom Sale 2019
SELLER AGREEMENT TERMS & CONDITIONS
Sponsored by: Beacon Tree Volunteers (“BTV”)

Date of Sale: Saturday, March 9th, 2019
Time of Sale: 8:30am – 1:00pm

Location: Beacon Tree Elementary
55885 Schoenherr Road
Shelby Twp., MI 48315

Set-Up (3/8/19)

- Set-up **MUST** be done on **Friday, March 8th, 2019** from 6:00pm – 8:30pm.
- All tables must be set up and ready for sales prior to leaving.
- An exact-change, “Large Item Pre-Sale” will be conducted on Friday night. It will be necessary to have CASH on hand to conduct seller to seller transactions.
- After you are done 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.

IMPORTANT NOTES:

- **ABSOLUTELY NO REFUNDS if you must cancel your space.**
- Much of the communication between organizers and sellers will be done through e-mail. **Please provide your e-mail address on your contract so you don’t miss out on important information.** This information will be used for Beacon Tree Mom 2 Mom purposes only.
- The Mom 2 Mom Sale Organizers recognize only the person whose name appears on the contract. Registered Sellers accept responsibility for ensuring all people at their table(s) are familiar with, and abide by, terms in the contract.
- Sellers are to provide their own clothing rack. (The Registration Fee assumes a “standard” 3-foot rack. If you have a different style of rack, please let the organizers know ASAP so we can make special accommodations. NO ROUND RACKS please.)
- The Large Item sales area will be “open” to the public from 8:30am – 12:30pm on **Saturday, March 9th, 2019**
- All items must be contained within your allotted selling space. No items may protrude below or beyond table/rack space provided. **NO “LARGE ITEMS” MAY BE SOLD AT TABLE AREAS.**
- All items must be clean, odor-free and in good (gently used) condition. The Beacon Tree Volunteers Mom 2 Mom Sale Organizers reserve the right to remove inappropriate items from the selling area.
- All tables must be tended until the end of the sale at **1:00pm**. PLEASE do not pack-up before this time.
- If you bring children with you to the sale, you are responsible for their care – no childcare will be provided.
- Beacon Tree students will be sponsoring a food sale. Please consider supporting their efforts. Information on additional food services will be communicated at a later date.
- There is absolutely **NO SMOKING** on school property.

Large Item Room

A large item is anything that will not fit on/under your table or within your rental space without protruding into the aisle.

- Items must be checked into the Large Item Room on Friday, March 8th. Items will not be accepted on Saturday morning. Large Item Fee is \$1 per item priced \$20 or less and \$2 per item priced \$21 or more. Large Item Fee is \$3 for oversized items such as furniture pieces and indoor/outdoor play structures. If you have a question whether your item is “oversized”, please contact event organizers. The fee is non-refundable if the item does not sell.
- We will provide to you a Large Item Summary Sheet to list the large items you will be selling. This sheet **MUST** be completed and provided at check-in. Items must have the “price tags” securely attached. **(The summary sheet and tags will be emailed about two weeks prior to the sale.)**
- BTV volunteers will sell the items on your behalf. Volunteers will only negotiate your selling price if you include a “lowest price” on your summary sheet. Volunteers will document the final selling price on your summary sheet and collect money for your items. You may collect your unsold items at 1pm. We will do our best to have your proceeds available by 1pm. This allows time for volunteers to accurately account for all sales.

Beacon Tree Elementary - Mom 2 Mom Sale SELLER CONTRACT 2019

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FOR M2M USE ONLY

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Please print clearly: (You are encouraged to make a copy for your records before returning the agreement)

Name: _____

Address: _____

City: _____, MI ZIP: _____

Phone: (____) _____ E-Mail: _____

(*To be used ONLY for Beacon Tree Mom 2 Mom Resale purposes.)

Check here if your child attends Beacon Tree Elementary. Teacher: _____

Check here if you've rented space at Beacon Tree's M2M sale before.

Table/Rack Information:

	Fee	Quantity Requested	Total
Table Rental - Provided			
- Approx. 6' x 3' Table	\$22.00		\$
Rack Space - Must Provide Own Rack			
- Standard 3' Rack Space <small>(Must be combined with a Table Rental)</small>	\$5.00 per Rack		\$
- Non-Standard Rack Space Large Rack (no round racks) <small>(Must be combined with a Table Rental)</small>	\$8.00 per Rack		\$

TOTAL DUE:

\$

Will you be selling items in the Large Item Room? _____ YES _____ NO _____ undecided

Check #: _____

Name as it appears printed on check: _____

Please make check payable to "BEACON TREE VOLUNTEERS". **No cash please!** Return contract and payment to:

Beacon Tree Mom 2 Mom Sale
17441 Shinnecock Drive
Macomb, MI 48042.

Table/Space reservations are handled on a "first-paid, first-assigned" basis. Once your rental agreement/payment has been received and space is determined available, a confirmation will be emailed to you. If you do not receive a confirmation within 2 weeks of submission, please contact event coordinators at BTmom2mom@yahoo.com.

By signing this contract, I hereby acknowledge that I have read and will abide by the rules of this contract. I further understand that neither Beacon Tree Volunteers nor the chairperson(s) of this event are responsible for, or liable, in case of theft, fire, breakage or damage to person(s) or property. The organizers of this event make no expressed or implied guarantees on sales volume.

Participant Signature: _____ Date: _____

If you have questions, please contact event coordinators at BTmom2mom@yahoo.com or 586-797-7374.

Beacon Tree Elementary
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TIPS FOR MOM 2 MOM SELLERS
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Although the Beacon Tree Elementary Mom 2 Mom Organizers 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.

1. 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.
2. 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.
3. Item tags should also include size for easy reference.
4. 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.
5. Keep your money in a carpenter’s apron, fanny pack or anything that keeps money close to your body. Theft can happen.
6. Have adequate change available – lots of change and singles. You could lose a sale if you cannot make change.
7. Bring bags to package your buyers’ purchases in. Start saving grocery bags well in advance of the sale.
8. 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.
9. 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.
10. Make sure that two and three piece outfits are connected together with safety pins or rubber bands.
11. 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.
12. 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.
13. Take any extra time allotted for set-up. It will probably take longer than you anticipate.
14. 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.
15. 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.
16. 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.
17. Treat your buyers as you would like to be treated. Be pleasant and helpful and avoid ignoring potential buyers or being too pushy.
18. 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.
19. 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.
20. Decide in advance what you want to do with your leftover items. Many charities welcome children’s clothes and may also be used as a tax deduction. (See your tax advisor for deductibility guidelines.)

If you have questions, please contact the M2M Sale Committee at BTmom2mom@yahoo.com or **586-797-7374**.