

Great Garage Sales

*This free tip sheet was produced by the Cheapskates Club –
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There is a knack to having a successful (and by that I mean a profitable) garage sale and that knack is planning.

Step one is to choose a date.

Once you have decided on a date, you need to advertise, advertise, and advertise. Try local papers, letterbox flyers, word of mouth, school or kinder newsletters, community noticeboards etc.

Collect and sort. You will need to sort all your saleable goods. Make sure they are clean and in working order. If you are planning to sell something that doesn't work make a note to that effect on the item. This saves any misunderstandings and lets your buyers know you are not trying to rip them off.

Sort the goods to be sold and arrange them in groups e.g. electrical, toys, kitchen utensils, linens, tools, garden tools and so on. Display clothing according to whether its babies', childrens' or adults', male or female, summer or winter etc.

Price your goods. Remember that this is a garage sale and everyone will be looking for a genuine bargain. Make your prices realistic, according to the article to be sold. Childrens clothes could range from 50cents to about \$5.

Things to remember:

- Don't forget to make allowances for the weather - if there is a chance of rain, you will need some form of shelter for the goods and the buyers.

- Security is a must. Keep the doors to your home locked and don't let anyone inside unless you are able to escort them. Even the worst thief looks trustworthy and you aim to make money from the garage sale, not have it cost you.

- Having only one person handling the money and only one place to pay will make keeping track of buyers easy. If you are combining your sale with other families use different coloured stickers to price the goods. As each item is sold, peel the label off and stick it onto a sheet of paper (I suggest you have a sheet of paper for each separate seller). Then at the end of the day, just add up the total of the stickers, take that amount out of the cash float (the change you had before you started selling) and everyone should have their profit.

- Oh, don't forget to make arrangements with a charity to take any leftovers. You don't want them and it's better to let someone else have the opportunity to make use of them.

Now for the top tip:

As soon as you decide to have a garage sale, start collecting cardboard boxes. These will become your shopping trolleys. Give one to every buyer as they arrive and they can fill it with their purchases. As they only have one thing to carry they can buy more! May you have a profitable garage sale.



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and energy and still have fun!
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