

What's a Consignment Sale?

At Cutie-Pie Consignment, sellers prepare & price their quality, gently used items, then bring them to us to sell on their behalf. Prices generally are 60- 75% below the original retail price.

A consignment sale is a great way to sell the quality items your baby or child has outgrown! Why is it better than a typical garage sale?

- No strangers coming to your house
- No haggling with someone who wants to pay 25 cents for your \$25 item.
- No worrying about organizing or advertising the sale
- No sitting in your garage for 2 days, in the heat / rain / snow

A consignment sale is a great way to buy high-quality, name-brand items for your baby or child. Why is it better than a typical garage sale?

- Quality items - we've already inspected everything for quality and excessive wear!
- Great selection, since we have items from many sellers!
- Bargain prices, typically 1/2 - 1/3 of the original retail price!!

Lots of baby & child items in one place - no driving all over town, visiting multiple sales, going into strangers' houses!

What items do you accept at Cutie-Pie Consignment?

Gently used, high quality in season clothes size newborn to toddler T6 (we will increase sizes as space allows), toys, nursery decor, kid's furniture, books, CDs, DVDs, mobiles, outdoor toys, shoes, strollers, monitors, diaper bags, bedding, baby slings, sports equipment, car seats, maternity clothes, boosters, high chairs, toddler beds, educational items, anything baby or Infant - related! Even the kitchen sink (if it's tot-sized and plastic)!

What items don't you accept?

Clothing items that are covered in pet hair, stained, ripped, excessively worn, out of style, **out of season** or unpleasant-smelling (smoke, mildew, musty); excessively worn or dirty, smelly shoes; items that are broken or missing pieces; car seats or boosters that have been involved in an auto accident; baby walkers; non-maternity adult clothes.

Do you sell women's clothes?

Only if it's true maternity, not regular clothes in a larger size.

How do I get started?

You may bring items to the store for consignment by scheduling an appointment convenient for you. During your appointment we will establish and update your account, make an inventory list, price and tag each item to be sold. Most items will be sold for a 35% consignment fee of the selling price. Larger items selling over \$40 will be sold for 30% consignment fee. We retain the right to refuse any item.

Items must be seasonally appropriate for the current or next quarter season when they are delivered to the store:

1st Quarter January-March
2nd Quarter April- June
3rd Quarter July-September
4th Quarter October-December

Please follow the guidelines below for preparing your merchandise for consignment sale.

How do I determine prices for my items?

• 1/4 - 1/3 of the original retail price is a good rule of thumb. Popular name brands or hard-to-find items will sell for more. Ask yourself (or your girlfriends), "Would I be willing to pay this price for this item?" If you think it's too high, buyers will probably think so too. Price your items in 50-cent increments. In other words, your price should end either in ".00" or in ".50"! **Original Re-sale prices will be discounted after one month on the floor as follows:**

- Full price-1st month
- 25% discount 2nd month

- 40% discount 3rd month
- 60% discount 4th month

You may opt not to discount select quality and hard to find items. These items will be tagged without offering the above scheduled discounts.

•Don't worry about including sales tax with your price - Oregon does not charge sales tax.

How do I get paid for my sold items?

Cutie Pie Consignment doesn't hassle with store or shopping credits

- we simply pay you 65% on your total sales. (70% on items re-sale priced \$40 or more) We mail out your seller check, along with a recap of your sales following the end of each quarter- see quarterly schedule on page one.

What happens to my items that don't sell?

At the end of each quarter seasonal cloths and unpopular merchandise are removed and sorted for pick up. You may choose to pick up your items or to have them donated to local organization providing resources for women and children who are struggling with poverty and/or homelessness. Please call ahead to arrange your pick up time. Items that are not picked up after 6 months will be donated.

Isn't this a lot of work for me?

There are other ways to sell your cutie-pie's "stuff" that require very little effort from you. They also pay you a smaller percentage

for your items. Preparing your items is how you earn your selling price, and it can add up! AND you get paid in cash (via check) - no shopping credits!

How do I prepare my items?

Clothing:

Clothing must be clean, fresh-smelling, well-presented, season-appropriate (i.e. no swimsuits for the Fall/Winter quarter!), and in good condition. Clothing that is: covered in pet hair, stained, ripped, excessively worn, out of style, out of season, or unpleasant-smelling (smoke, mildew, musty) will not be accepted. Non-maternity adult clothing will not be accepted.

All baby/infant cloths should be placed flat and stacked in a clear plastic bag. Each piece should be smooth (if not ironed) without creases or wrinkles. Maternity cloths may be neatly folded. and stacked in a clear plastic bag. Pants, shorts, skirts, or other "bottom" to an outfit should be pinned behind the outfit's "top". Be sure to zip the zippers, tie the bows, and button the buttons!! Small and/or bundles of items (socks, etc.) should be in a zip-top plastic bag with the entire top taped shut. Remember complete outfits sell better than individual pieces.

Shoes:

Shoes must be in great condition. Shoes that are excessively worn, dirty, or smelly will not be accepted. Pin shoes together using a very large silver safety pin or tie shoes together using thick kite string. Connect shoes through the top shoelace eyes. Magic Erasers are great for removing scuffs from rubber and for cleaning the insides of sandals!

Toys:

Toys must be clean and include all parts, accessories, etc. Toys that are broken or missing pieces will not be accepted. Multiple pieces (i.e. game pieces, doll accessories) should be in a zip-top plastic bag with the entire top taped shut and securely attached to the toy. Small items or multiple items sold as "a set" should also be in a zip-top plastic bag with the entire top taped shut. Make sure battery-operated toys have fresh batteries; shoppers want to know the toy works!

Should I assemble my crib or other large item? If possible, yes! Most people can't visualize how your item will look like when they take it home. If assembling your item isn't possible, try attaching a photo of your item, assembled, near the price tag.

Everything Else:

Items must be clean and include all parts, accessories, etc. Items that are broken or missing pieces are not accepted. Multiple pieces or add-on accessories should be in a zip-top plastic bag with the entire top taped shut and securely attached to the item. Multiple items sold as "a set" should be in a zip-top plastic bag with the entire top taped shut.

Have any manufacturer's instructions, assembly information, etc.? Place in a plastic zip-top bag; tape or pin the bag to the item. Here are more selling tips!

More Selling Tips!

Laundry Tips

- Oily / greasy stains (mayonnaise, salad dressing, lotion, etc.): pre-treat with lemon-lime soda (i.e. Sprite, 7-Up), Dawn dishwashing liquid, or undiluted lemon juice. Let soak for 30 minutes before washing.
- Tomato-based stains: pre-treat with Formula 409 or Fantastic spray.
- "Marks" on plastic: gently rub with a paste of water and baking soda, or use a Magic Eraser.
- Pet hair: after prepping and pricing items, roll with a sticky lint roller, then immediately cover items with dry cleaning bags.
- Baby spit-up / diaper leak stains: pre-treat with Totally Toddler Nursery Stain & Odor Remover. I have only been able to find it at Babies R Us, and it works miracles!

General Tips

- Complete clothing outfits sell better than individual pieces! Include any coordinating hair bow, socks, hat, etc!! Have trouble remembering which outfits go together? Pin, tape, or bag the pieces together before storing them at season's end. Or, lay the pieces together, take a digital photo, and save it.
- **Have two shirts that look great with a pair of shorts/pants? Sell the items together and indicate "makes 2 outfits" on the tag.**
- Have a high-end item? Indicate "paid \$xx new" on the tag to justify a higher re-sale price.
- Have the item's picture, price, or catalog/internet description? Tape it to your item - near your tag.
- Have any manufacturer's instructions, assembly information, etc.? Place in a plastic zip-top bag; tape or pin the bag to the item.
- Have any items with lots of big parts? Use a plastic comforter/bedspread bag (pin or tape the zipper shut) or wrap in several dry cleaning bags (tape it shut). Have a toy that runs on batteries? Make sure it has fresh batteries; shoppers want to know the toy works!

Please save infant clothing hangers and bring them to the store for recycling.

We look forward to seeing you and growing our store!

Cutie-Pie Consignment

Located in Mall 202 (beside Sage's Cafe)

Downtown Hood River

Corner of Cascade and 2nd St.

Next to I-84 Exit #64

Phone 541-436-2777