

HOW TO MAKE THE MOST OF YOUR YARD SALE

POST PHOTOS ON OUR FACEBOOK PAGE "Newport Parks & Recreation!"

We love to see how your sales are going, AND it will help attract EVEN MORE people to your location!!

BEFORE YOUR YARD SALE...

- As you're gathering items to sell, make sure to check every pocket, bag and box to the bottom. Check for old receipts with credit card numbers, personal belongings, items you don't want to sell, or even cash!
- Put some effort in your sale - try to make it as attractive as it can be. If someone picks up something nasty and dirty, it could turn them off the rest of your items. If you are selling an old basketball- make sure it is full of air, if something needs batteries or a plug to run - have batteries or an extension cord available to "test." Clothes are a tough sell, but will move if you have them hung or folded and sorted neatly instead of piled on a blanket.
- Make SURE you have enough change! People WILL want to buy a .25 item with a \$20 bill. We recommend AT LEAST \$200 in 5's, 1's and coins depending on how you've priced your items.
- Keep a calculator, marker and extra price tags in your cash box too.
- Pricing each item might be time consuming, but it'll keep you from having to answer "how much is this?" all weekend long. Consider bulk pricing with signs like: "All books .25 each," "This table \$1.00" or "Fill a bag with clothes, \$5."
- If you're looking to **get rid** of stuff, a FREE table will attract buyers and help move unwanted merchandise.
- Sometimes it takes a lot for a wife to convince her husband to stop at a yard sale. Put an old lawn mower or power tools out front in plain view and you'll get more business. It's also smart to set up a "man" table with jars full of screws and nails, electronic parts, tools and parts, etc. This gives the men something to immerse themselves in while the women find all the real treasures!

DURING YOUR SALE....

- NEVER allow strangers into your home- not even for the bathroom. If they need a restroom, give them directions to the nearest gas station, public bathroom or Newport Municipal Gym (we have public restrooms).
- GUARD YOUR MONEY! Consider carrying your change in a fanny pack or carpenters apron instead of laying around in a cash box.
- Don't accept checks unless you are willing to take the risk of getting a bad check.
- If you have extra grocery bags or boxes lying around. Keep them at "check out" for the customers. You earn bonus points when someone has an arms full of items and you can offer them something to carry it home in.
- Expect early birds! Some sellers love them, others hate them... but be ready for them if you don't want to miss the extra sales!
- Have the radio or some background music on to make your sale more relaxing. Customers like to discuss potential purchases with their shopping partners, without feeling like they have to whisper.
- Be mindful of your pets! If your sale is in the yard, do you need to do some poop-scooping? Although you may have the friendliest dog in the world, some people may be allergic or even scared. Keep pets in a safe place or on a leash while people are backing in and out of your driveway.

AFTER THE SALE...

- Take down your signs! If they're found blowing across the ground a couple weeks later, you could be given a fine for littering!
- **If you borrowed signs from the Rec Dept, return them before the deadline to receive your deposit back. We reuse our signs each year to help keep registration prices low.**
- Have leftover items? Check out our Rec Department wish list and consider donating!
- Send some feedback on [Facebook](#) or by email! We love to hear how much money you made, how many people you saw or any your funny/weird stories! We want to know how it went and what can be improved for next year!

GOOD LUCK, SELL LOTS!