



# totally orderly, llc

## GARAGE SALE SUCCESS

Yard sale, garage sale, tag sale or estate sale – the goal is always the same: clear out the old and make room for the new. Lining your pockets and having fun are added bonuses. Here are some tried and true tips and a timeline, too, to guarantee your garage sale success.

### Timeline

#### One Month Ahead

- Build Inventory (purge your house of unwanted items!)
- Choose a Date

#### Two Weeks Ahead

- Put Ad in Paper

#### One Week Ahead

- Sort Inventory into Categories
- Freshen Up Inventory

#### Two – Three Days Ahead

- Price Your Inventory
- Set Up Tables

#### One Day Ahead

- Get Cash (Singles)
- Print Small Computer Signs for Large Items

#### Sale Day

- Hang Signs in Neighborhood
- Have Fun!

#### Close Down

- Inventory leftovers (for taxes)
- Take leftovers to donation site

### Garage Sale Tips

#### On Selecting Inventory

Choose anything you no longer use or love *and/or*  
Choose duplicate items *and/or*  
Choose a percentage of all your stuff, like 20%

#### On Choosing a Date

Choose a Friday and Saturday, Sunday if desired  
Spring and summer weekends are best  
Avoid rainy weekends, if possible

#### On Collaborating & Marketing

Neighborhood/Group sales attract lots of people  
Advertise in local paper  
Post lots and lots of signs

#### On Pricing

Price items at 10 cents on the dollar of original price  
Price higher if the item is in great shape or desirable  
Price “groups” of items, like: All Toys \$1

#### On Merchandising

Group like items (Electronics, Household, Toys)  
Place desirable items at the curb to lure customers  
Place items on tables whenever possible  
Clean up items before displaying them