Sale Tips from Consignment Sale Hosts around the country:

"Order early and have help unpacking and displaying." – *Donna, New York*

"Order online because it will show "sold out" inventory. Promote sale at least 3 weeks prior."
– *Monica, California*

"Have your sale close to Christmas, hand pick your orders, have a group and break-up duties, offer after sales at bible studies and meetings the week following the sale." – *Kerri, Texas*

"Found varying heights (boxes under cloth) helped customers and helped sales personnel greatly." – *Rachel, Minnesota*

"Be sure to educate people about this sale and why it is so very important." – *James, Wisconsin*

"Make sure you can sell all or almost all of the items in order to keep returns at a minimum."
– *Denise, California*

"We displayed the jewelry on black velvet and added our own larger tags describing the item with prices." – *Margaret, Pennsylvania*

"Don't be afraid to order chocolate – it is one of the first items to go!" – *Sherry, Kansas*

"Advertise!" – *Susan, New York*

"Advertise as much as possible (ie, PSAs, posters, newspapers, etc)." – *Faith, Pennsylvania*

"Advertise!! I have a banner in front of church announcing the sale, posters everywhere, social media." – *Cindy, Pennsylvania*

"Advertise with exact words like 'jewelry, baskets, etc'." – *Linda, North Carolina*

"Do lots of publicity! We used the posters, bulletin inserts (3 weeks), and numerous newsletter articles, plus social media. Word of mouth, also! Spread the word! – *Donna, Pennsylvania*

"Good publicity ahead of sale and fully communicate nature and purpose of this sale."
– *Anonymous*

"Have several volunteers help choose items to order. Use internet notification to neighborhood groups for publicity. Contact area TV stations with a "hook" such as the recent stories of Central American children coming to US to say how events such as yours can help families in these countries. Be professional in arranging displays--notice how items are arranged at retail stores and crafts festivals for ideas." – *Anonymous*