

[Another eBookWholesaler Publication](#)



Yard Sale Secrets Revealed...

A How-to Guide that will triple your yard sale income
and make your sale run as smooth as silk.

Copyright © 2004 Steve A. Yakim All rights reserved.

Proudly brought to you by

John Reese

[Email](#)

Recommended Resources

[Web Site Hosting Service](#)

[Internet Marketing](#)

[Affiliate Program](#)

Please Read This First

This book may not be offered at auctions or auction sites.

All rights reserved. No portion of this manual may be reproduced in any format without the expressed written permission of Steve Yakim, other than by selling the ebook in accordance with the purchase of a master reprint license. All violators will be prosecuted.

While attempts have been made to verify information contained in this publication, neither the author nor the publisher assumes any responsibility for errors, omissions, interpretation or usage of the subject matter herein. This publication contains the opinions and ideas of its author and is intended for informational purposes only. The author and publisher shall in no event be held liable for any loss or other damages incurred from the usage of this publication.

The reader is encouraged to seek his or her own legal advice before engaging in any business activity.

Contents

PLEASE READ THIS FIRST	2
INTRODUCTION	4
BE LEGAL.....	6
GETTING STARTED.....	9
STORAGE AREA	11
FINDING INVENTORY	13
KITCHEN INVENTORY	17
BATHROOM INVENTORY.....	19
MASTER BEDROOM INVENTORY.....	20
LIVING ROOM INVENTORY	22
BASEMENT AND GARAGE INVENTORY	23
FIX AND CLEAN YOUR STUFF	24
LABELING YOUR STUFF.....	26
PRICES	28
BEST TIME FOR A YARD SALE.....	32
CASH BOX	34
ADVERTISING YOUR YARD SALE	37
ADDITIONAL HINTS FOR SUCCESS	42

Introduction

So, you're going to have a yard sale!

That is exactly what my wife and I decided to do. I like to call items that can be sold in a yard sale, "stuff". You may call it clutter. My wife and I had accumulated so much stuff that we could hardly get into the basement or put the cars into the garage.

I did not know anything about yard sales and asked other people for advice. The people I talked to had very little to say and some were very negative, saying it was too much work for the little money they received.

Determined to get rid of all this stuff, I searched the Internet. There was very little to be found on the Internet as how-to have a yard sale. I finally ran into my friend Sue, who owns a re-sale shop and goes to as many yard sales as she can every week to help stock her shop.

With the information I received from Sue, combined with the knowledge from the Internet, I came up with a plan. It took almost 2 months to prepare for this yard sale.

A successful yard sale takes substantial time and effort. But it was worth it!

Shortly after the yard sale, my wife and I went on a 2-week vacation to Mexico, Phoenix, the Grand Canyon, Las Vegas and Reno. We even went on a hot air balloon ride in the desert.

Guess what! It was completely paid for by the yard sale. It was absolutely the best vacation we ever had.

Because there was so little information about yard sales on the Internet and my yard sale plan worked to perfection, I decided to write this manual to share my success with you.

This manual is not about making pocket change. Like I said previously, a successful yard sale takes substantial time and effort. I would never go through all the trouble of planning a yard sale if I was only going to make a total of \$50.00 or \$100.00.

There are practical principles in this manual that will make the effort worth it all!

If you follow all the steps in this manual, you will be able to bring in a lot of extra money for your family this year, plus you will get rid of all your unwanted stuff.

Be Legal

Attention!... Attention!... Attention!...

Do I have your Attention?

The most important thing that you have to do before you start organizing your yard sale is to make sure you are legal. You need to do some research on your city, township and even your homeowner's association if you have one, concerning their laws and regulations they may have on yard sales.

Each of these organizations have governing authorities that make rules and pass laws that pertain to yard sales. Find out what the rules are and please follow them.

Not knowing the rules can cause a disastrous halt to your yard sale after you have gone through all the time and effort it takes to set up and organize your sale.

Unfortunately, I heard of a lady that made the mistake of having too many sales in one year. She was informed to shut down her yard sale immediately because of a township ordinance. The regulations on yard sales in her township allowed only two separate weeks of yard sales.

I guess she was able to plead with the authorities by saying she was ignorant of the rules. She got extremely lucky and they permitted her to finish out her yard sale. She didn't even get a fine, but she was warned not to do it again.

Just to let you know, some towns even require you to have a license before you are permitted to have a yard sale. Some people have many yard sales all through the summer.

Keep in mind that the more yard sales you have, the more money you will make. This is all up to you as long as you comply with your zoning laws or community ordinances.

In another chapter, I will tell you about signs that you can put up to advertise your yard sale. I want you to be aware that there are probably laws regarding the use of signs like yard sale signs. You will find that some areas do not enforce the laws unless there is a complaint while other areas are very strict.

The law may say something similar to this:

It is illegal to post, without a city or county permit, private signs on a Public Right of Way.

"Public Right of Way" is commonly defined as both sidewalks on either side of a street and everything in between (including the grassy medians between the sidewalks and gutters, medians, traffic signs and light poles, trees and foliage, fences, etc.).

Be sure to take this warning into consideration when it becomes time to set up your signs. Here is a list of some rules that you will have to research to see if they apply to where you live:

- ? Whether a yard sale permit is required.
- ? The number of sales permitted in a year.
- ? The size of signs you can put up.
- ? The number of signs you can put up.

- ? What you can put your sign on.
- ? When you can put your sign up.
- ? When you have to take your sign down.

After you have done all of this, you are ready to get started.

Well, are you ready to continue?

Let's get Started.

Getting Started

First, let me say that having a successful yard sale is HARD work! I'm not going to sugar-coat it and say that it's a piece of cake.

If you're in active de-clutter mode and the next project is your house, a yard sale can clear your clutter and score some huge cash, but it helps to have a road map or plan.

This yard sale manual contains tried and tested rules and pointers that will ensure a smooth, safe, and profitable sale.

The first thing you will need to do may be harder than it sounds. You have to find a location in your garage, basement, spare bedroom or some place in your home to put the stuff that you are going to sell in your yard sale.

This area needs to be divided into two sections:

- 1) One section will be for yard sale inventory that is priced and ready to sell.
- 2) The other section is for inventory that needs more work before it is ready to sell.

I will explain this in more detail in another chapter. Once inventory in the needs more work section becomes ready to sell, it is moved to the ready to sell section.

This will make the organization of your inventory much easier. It will make it easier to move the inventory out into the yard and or garage on the day the sale is scheduled to begin.

You may also want to pick up some cardboard boxes to put in the ready to sell area to put the folded and priced clothes in. All the boxes should be the same size and not too deep.

These boxes should be marked with the gender, description and size of the clothes in the box.

For example: let's say that you have a lot of men's long-sleeve shirts that you want to sell. You would mark the box, Men's Shirts - Size 16/32. This would mean that there are men's long-sleeve shirts with a 16 inch neck size and a 32 inch sleeve length in the box.

These boxes will also be very handy in the yard sale. I will explain this in more detail in another chapter. One other item you will need for your ready to sell section is a clothes rack. You can get cheap clothes racks at Wal-Mart, Big Lots, K-Mart, and other department stores.

These come in handy when you need to hang up clothes that easily wrinkle to keep them nice and presentable at the yard sale. Now that you have the location for your yard sale inventory, it's time to start looking for inventory to put in it.

Storage Area

Let's talk some more about this storage area that is divided into two sections; one with inventory that's ready-to-sell and the other has inventory that still needs work. I would strongly suggest that, when you finish searching each room for inventory, you should work on the items in the section that still needs work.

Here is what you need to do to the items that still need more work:

- ✓ All the clothes should be laundered and ironed. (Yes I said ironed)

When you go shopping in the clothing store, which shirt would you purchase? A shirt that is neatly hung on a hanger with no wrinkles will be more apt to be purchased at a higher price than the same shirt that is balled up on a shelf with all kinds of wrinkles in it.

Naturally you would purchase the nice neat shirt. One of the most important things you can do is to have every item neat and clean and in good working order. These are the items that will sell fast and for the most money.

- ✓ Ok fellas, suppose you have found a full set of automobile wheel covers that you want to sell - they will sell a lot faster and for more money if the dirt and dust is cleaned off of them and they are all polished up. You can also place them toward the end of the driveway so the sun reflects off of them. This will be an attention-getter and many of the men will check them out.

But, if they were not clean and polished they would not even get a second glance. The main things that are going to set your yard sale apart from

everyone else's is that the items are clearly marked and priced, everything is neat and clean, and you appear to be very well organized.

So, you need to clean, iron, repair, polish or what ever is necessary to make each item as new looking as possible. After each item is as good-looking as possible, it is time to put the price and size (if applicable) on each item. Every item must be individually marked with a price and size.

The easier you can make it for your customers to shop, the longer they will shop, which means you will sell more. You will find that you get many compliments on how organized you are.

Again, this translates into more sales at higher prices.

After each item is prepared for the sale, they are transferred to the ready-for-sale section. This should be done to every item in the needs-more-work section until it is empty. When it is empty, you will be able to go to the next room to search for more stuff.

Now you will have plenty of room to put the new stuff you find.

This method also ensures that the cleanup is not as boring and tedious. Plus, when the day of the yard sale finally comes, it will be easy to transfer all the clean and individually priced items to their spot in the yard or garage.

Finding Inventory

It is now time to turn all of your stuff into inventory. Your yard sale inventory is living in the house with you, right under your nose. This is the stuff you have been moving from place to place just to get it out of the way.

You now will have the challenge of choosing which items will become inventory for the yard sale. You now have to start a “search and decide” mission through your entire house. You will need to set aside certain days of the week that you can spend searching.

Do not attempt to accomplish this in just one day. You should mark off certain days on a calendar that you will be able to search. Make sure that, when a search day comes, that is what you do. You can not put these days off until another time. If this is a habit that you have, it will not take a lot of control on your part to stick to a schedule.

This may be one of the reasons your house has become full of clutter; you ability to put things off. Just remember, after the clutter is removed, your life will become much easier because you do not have to deal with clutter.

You will need to search through your house one room a day. If your house is like my house, some rooms will take more than one day. My basement and garage were killers.

You will need some kind of system and rules to follow to help you decide what is “stuff” and what is not. My wife and I used two different criteria to determine when our clutter turned into stuff or inventory.

- ✓ The first rule was that any item that we had not used in over a year could be considered inventory. Have you cooked with it, used it, worn it, displayed it or read it within the last year.

- ✓ The second rule was that, if we had more than one of an item, the duplicates could be considered inventory. I will give you an example here. We had three blenders and four Mr. Coffees. We kept one of each and the others became inventory.

These two rules are not absolute. You will ultimately have to make a final decision on whether an item stays or goes. They are just guides to use. You may come up with your own.

Now that you have a couple of rules to help guide you in your inventory decisions, you need a system that will make it easier for you to sort through your stuff. The system that we used was a four-box method that requires you to make a decision item by item.

If you want to use the four-box method, you will need three boxes and one large garbage can. You will need to label the boxes, "Put Away", "Sell", and "Storage". The items that are trash or no good will go into the garbage can.

The items that go into the "Put Away" box are items that you do not want to sell or throw away. These are items you want to keep but are not where they belong or a more appropriate location needs to be found for the item. When the box becomes full or you are at the end of your search period, put these items away or find a better place to put these items.

The items that you put into the "Sell" box will now become the inventory you will sell in your yard sale. When this box becomes full, or you have reached the end of your search session, put the items in the area that you have set aside for yard sale stuff that needs more work.

The items you put into the storage box may be items of great sentimental value that you do not use or display. These are items that fall into the category that you have not used them within the last year but you still want to keep.

When this box becomes full, or you have reached the end of your search session, take an inventory of what is in the box and put a copy of this inventory on the box and put it into storage.

Since we are on the subject of sentimental items, do not sell your children's things if they are no longer living at home before giving them a call to see if it is OK to sell them. I have seen to many newspaper articles asking who ever purchased the sons baseball card collection to return them because it has get sentimental value to their son.

If they say it is OK to sell the item, put in the area set aside for inventory that needs more work. If they say it is not OK for you to sell the item, it is time to visit the children and take their stuff to them so they can keep their stuff in their own house.

If they live too far to visit at the drop of a hat, the United States Postal Service has a very good method for sending the item or items to your children so they can keep it in their own house.

Make sure you empty the garbage can as soon as it gets full so you do not have any second thoughts about some thing and change your mind. You will probably find that you are emptying the garbage can more often than the boxes.

There are some things that you should not sell in your yard sale such as any baby furniture like cribs or playpens that were made before 1986 because there may be some hidden safety issues that could be dangerous for new parents to use with their baby.

Other items that should not be sold in a yard sale are antiques and collectables. There are better forums to use if you want to get rid of these items. You will never get adequate compensation for antiques and collectables.

You hear all the time where someone finds a valuable painting or manuscript worth thousands of dollars in a yard sale where the purchaser only paid a dollar. If you have any doubt, do not sell it.

An example would be that original Barbie Doll your daughter used to play with. It could be worth a lot more than what you can get from the yard sale.

This four-box method should work for everyone because every item in the house will fall into one of the four categories. This method forces you to make a decision on every article that is fairly easy to deal with. You may be able to come up with a better method, but if you cannot, this is the method that worked really well for us.

Kitchen Inventory

Now that you have a schedule made up and recorded on a calendar, and a set of decision-making rules along with a sorting method, it is time to take your new plan for a test drive in the kitchen.

Remember, this is the room where I had three blenders and four Mr. Coffees. Maybe you have a George Forman Grill that you received three years ago, but have never used.

Here is something to think about. This is a great time to get rid of some of your old kitchen appliances so you can get new ones. When I talk about kitchen appliances, I mean items like can openers, toasters, pots and pans, toaster ovens, coffee makers, blenders, even dishes and silverware.

After all, you can put it back in the kitchen if it doesn't sell in the yard sale until it is time for your next yard sale. If it does sell, you can go shopping to pick out that new microwave or toaster.

Hey! doesn't that sound like fun?

Now that we are done with that thought, it is time to get down to business. The kitchen is, by its nature, designed to store as kinds of stuff. There are all kinds of places in a kitchen where you can look for stuff. The kitchen has wall cabinets, base cabinets, drawers, and even most ovens have a storage drawer.

You will need to go through each and every one of these hiding places. We must not forget the stuff that sits on counter-tops all the time. This is also a good time to clean all of these places.

Thank You for previewing this eBook

You can read the full version of this eBook in different formats:

- HTML (Free /Available to everyone)
- PDF / TXT (Available to V.I.P. members. Free Standard members can access up to 5 PDF/TXT eBooks per month each month)
- Epub & Mobipocket (Exclusive to V.I.P. members)

To download this full book, simply select the format you desire below

