

# KC NEWS

## Questions?

We love hearing from you! Do you have questions about consignment or estate sales? Join us on social media (@kcbtf) and tell us what you'd like to know.



### Layers Layers Layers

September weather can keep us guessing, so your best bet is to wear layers to keep comfortable no matter how the temperature changes.

Try a summer tank for the sudden sunshine, a light jacket for a chilly breeze, and a pretty scarf to tie it all together.



## Maximize Your Return on Consignment

For 25 years I have lived and breathed consignment, yet there is still so much to learn. There are new experiences daily!

The consignor and business have the same goal: Selling your treasures. You have a contract together to give an understanding of what to expect, basically the ground rules.

The consignment store supports sales by providing the best customer service possible. Trust the store to do their job well, but remember the store can not force its customers to buy your stuff! So what can you do to help increase your chances for good rates of sale?

### 1. Presentation

Clothing that is freshly laundered and in like-new condition will let the customer know your took care of that treasure.



**Unique Items**

Talk with your consignment store about unique items that may sell. Sometimes they'll go out of their comfort zone and you'll be able to get returns on your special treasure. Trust their advice - they know what sells.



**Book now**

We are now booking for fall and winter items - give us a call at 519-652-0655.

**2. Seasonal Timing**

Putting your items up for sale at the start or mid season gives you the maximum selling time. By the end of the season customers are expecting great bargains - by then the malls have deep discounts so there's lots of competition.

**3. Polish**

Shoes, boots and handbags should be cleaned thoroughly inside and out. With shoes and boots be sure to wipe away the dirt or salt, and a quick polish is always appreciated. They should be current styles and brand name with no defects. Check - and recheck! - handbags and wallets for personal items left tucked inside. We find leather sells the best and make sure the colour is in season.

**4. Sparkle**

Clean your jewelry! Everyone enjoys seeing that 925/sterling ring sparkle and it grabs the buyer's attention. The jewelry that sells is gold, silver, or designer costume pieces.

**5. Solid Wood Sells**

Small furniture should be quality and in good condition. Quality doesn't always mean expensive. We look for vintage and primitive items that are solid and made of wood.

**6. Know the Store Rules**

Every store is different: Some are very strict and keep to the 60/65 day rule, while others like our store, allow your items to remain for sale in the store longer. Also check out their policy for markdowns.

Give us a call anytime with your questions about getting your treasures ready to sell!

**Check Your Sales**

Always pay attention to what items you sold, and what months you were credited money from the store.

At our store, you can leave your items for 6 months, when the season changes. If they don't sell, we will donate them to a local charity.

We try our best to keep up with the changing environment, and will advise you about your best chances of selling great pieces.