

"SALE" INTO SUMMER FUN-D RAISER

Tired of all that unused stuff in your house? Do you want to get rid of it but it is too good to throw away? Why not have a rummage sale. Create some more space for you and provide a way to benefit both the church and yourself. How you ask?? Once you have held your rummage sale, bring the proceeds to the Zion Lutheran Church office and donate the money to the church for its debt relief fund. Why would you do that instead of just keeping the money, you ask?? Why would you not want to get the most out of your money? By donating it to the church, you help the church reduce its debt and you get a receipt for the donation that you can use as a tax deduction on this year's tax. You get twice the bang for your buck and some extra room in your house.

You have never had a rummage sale and don't know where to start? Here are some handy tips that I took out to the Pierce County Tribune.

#1 Designate a "sale" area in your home.

Pick a spot to store the things you're going to sell. Make sure it's not an area that will need to be use in the next couple of months since it will probably fill up pretty quick. An unused garage, storage shed, or spare room are all good for this purpose. Mark anything in the area that is NOT going to go be sold so that when the time comes, you don't accidentally get rid of something you don't want to part with.

#2 Use your evening to "pick twenty"

After a long day at work and taking care of your family, the last thing anyone wants to do is get ready for a rummage sale. However, you only need about five minutes a night to get a good start on your sale. When you have a few minutes of downtime, go through your house and pick twenty things you can part with. It can be any 20 things, spread out around the house, of specific to say a closet or one room. Put those things in the "sale" room and then enjoy the rest of your evening. Do this every night until you've gathered up all the stuff you're willing and ready to part with.

#3 Put away week-end pricing time

One of the most tedious parts of having a rummage sale is pricing every single item. By starting to price now, you can divide this laborious task into small chunks of work. Pick an hour or two on your days off to price anything in your "sale" room. Make sure to separate the priced items from the non-priced items to keep your space organized. If you're not sure what value to give certain items, go ahead and price on the high side. Just be ready to go down if someone wants to haggle. Pricing things in smaller increments will keep you from getting bored and when the time comes, you'll be ready for your sale.

#4 Pick a date well in advance

Pick a date that will give you enough time to be properly prepared and not rushed. You can plan for the city wide rummage sale or pick your own dates if that one does not work for you. Hard core garage sale shoppers will be there no matter what.

#5 Consider selling other items

Increase your dollar potential by supplementing your used items in the garage sale with crafts, snacks, baked goods and other low-cost items. Some people even offer a lunch. Shoppers have often been shopping all day, it might be a way to get hungry shoppers to stay a while and browse while they eat.

#6 Recruit help

It is possible to run a rummage sale by yourself, but when the rush hits, it could get pretty stressful. Starts putting the word out now that you're looking for some help. Older children can help bag or rearrange items into empty spots as the sale progresses. Teenagers can take and make change. Get with some friends and see if they'd like to add some things to the sale for the price of just a few hours of their help. In many

cases, they'll be happy to do it, and running a sale with someone you can gab with makes it all that more fun.

#7 Make sure you have plenty of display space

Depending on how many items you've got, you're going to need places to put everything you are selling. Tables are the best, since they are at a level to make browsing easy for everyone. Make sure you have enough. Ask friends and family to borrow picnic or card tables. Clothing racks and bookshelves can also be used. A piece of plywood over some sawhorses will do in a pinch as an extra display table. Just make sure to put a "Not for Sale" sign on anything that you want to use for display purposes only.

#8 Get the word out

No one's going to know about your sale unless you advertise. Take out an ad in the paper. Better yet, if you're taking part in the city-wide rummage sale event, get your sale on the map. Some people use that as their primary guide for the day, especially if they are looking for something specific. Hang up flyers and posters in high-traffic areas around town. Make sure you have signs to post on nearby city streets to direct traffic to your sale for its duration. Don't forget to put dates and addresses on your ads, as well as some teaser items. The more you promote your rummage sale, the better your turnout will be.

#9 Have everything ready the night before

The day of the sale is going to be pretty crazy, and the last thing you're going to want to do is any last minute set-up. Have everything ready to go the night before so that with only minimal work, you'll be ready for business. Set up your "cashier" table with enough chairs for you and your co-workers. Get change from a local bank. If need be, cover any tables or displays with plastic tarps to guard against bad overnight weather.

#10 Let the fun begin!

On the day of your sale, start early as hostess, make sure you're friendly and greet all your customers with a smile. Be willing to haggle. Even if someone doesn't buy anything, thank them for stopping and wish them a good day. While being friendly might not make your profits go up, your customers are likely to remember you and tell their friends to check your sale out. Plus, you'll want the good PR for future sales.

What should you do with the leftovers? Save them..... Give them away....Toss them...

There are three courses of action that you can take with the left-over merchandise:

- 1. Save it for your next garage sale.** Having a bit of "seed merchandise" can help fill your tables for the next sale, but keep in mind, you're going to have to store everything somewhere!
- 2. Give it all to a charity.** There are many charitable organizations that will take your remaining merchandise, and give you a receipt for you to write the donation off your income tax. Some will even come and pick up the items.
- 3. Throw it away.** Put all you left over items on your curb, and let the sanitation trucks pick it up. Don't be surprised when some of the same people that would not pay for it come and dig thru your garbage and take items home.