



Clear out your clutter, kit out your kids, count up your cash.

Secondhand Sellers for Charity information pack

Kidsmarkets are a great way to buy and sell anything and everything related to maternity, babies and children. Here are some points about what you can expect, what will be expected of you as a secondhand seller, and some hints and tips for a successful market.

What you can expect

- By booking your stall, you will be reserving yourself a space at the market, which will include
 - a 6ftx2ft trestle table
 - space at either end of the table to display larger items (for example a pushchair, highchair or two hanging rails for clothes). There isn't usually room for very large items such as cots or playpens to be put up and displayed.
- All our Kidsmarkets take place in venues which are easily accessible, and with free car parks wherever possible. At some venues we may arrange temporary unloading/loading areas for stallholders, if a car park is not directly convenient to the market hall. This will hopefully assist in reducing the amount of carrying you will have to do.
- When you book your stall you will receive information specific to your venue giving the details of where and when you should arrive to unload your items and set up your stall, opening and closing times, and a copy of our terms and conditions and invoice.
- When you arrive, find the check in desk and the Kidsmarkets organisers will show you to your stall, which will have been allocated just for you. Please arrive in plenty of time to set up your stall.
- Doors will open promptly at the given opening time, and you can expect a busy event full of enthusiastic bargain hunters willing to haggle for what they want!
- At Kidsmarkets we welcome families and promise buggy-friendly venues, so expect to have children attend your stall, and bear this in mind in the way you arrange it.
- The market will close to the public at the given time, and you will be expected to pack up your stall and remove all items, rubbish and packaging when you leave.
- Kidsmarkets is committed to providing, maintaining and promoting so far as is reasonably practicable, the highest standards of Health, Safety and Welfare at our events.
- Following the event please do let us know how the market went for you, and any comments or ideas you may have.
- Only pre-booked stalls may attend. We will not accept bookings on the day.

What will be expected of you

- It is essential that you read and understand the Kidsmarkets Terms and Conditions document before you reserve your stall. You will be emailed a copy of the terms and conditions with your invoice, as a reference.
- Please ensure you arrive in plenty of time. For reasons of Health and Safety we will not allow stalls to be set up once we have opened the market to the public. You will also sell a lot more if you have had time to arrange your stall well.
- Set up the stall safely. Do not pile things up as they may topple over.
- There are usually chairs available, but please bring a folding chair with you if you want to sit throughout the market, just in case the venue doesn't have any.
- Feel free to bring a friend to help you on the stall. It is your responsibility to make them aware of our terms and conditions of participation.
- Ensure that valuables and money is safeguarded. Kidsmarkets cannot be held responsible for the loss of money, equipment or goods from the event.
- Although children are very welcome to attend Kidsmarkets, we do ask that you do not bring your children to the setting up and taking down sessions of the market. This is because there will be people moving about carrying large boxes and items, and it can be a more hazardous time.
- Please don't trade or buy from other stallholders before we have opened the market. Customers may have been queuing outside before the market opens, to be able to purchase the bargain they are looking for, and it is only fair to offer them first chance of buying these items. As a secondhand stallholder you agree to participate to sell and shoppers pay an entrance fee to visit and buy. After opening time, stallholders are able to shop like all other customers. Please note that stallholders who are identified as shopping before opening time are at risk of losing their stall.
- When carrying your goods in & out of the venue, please ensure that you are not dragging items across the floor. Any damage to the floor may result in the stallholder having to pay for the re-surfacing of the floor.
- Ensure that noise will be kept to an acceptable level. Please do not bring radios or stereos to play music while you're at the market.
- Ensure that all rubbish and packing from your stand is removed from the site before the event begins.
- Please do not block any of the entrances or exits, including Fire doors.



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Hints and Tips for Secondhand Sellers for Charity:

Do

- Consult the Kidsmarkets 'Buyers Safety Tips' before the market. We advise customers intending to come and buy items at the market to read these tips, so bear this in mind when choosing the items you bring for your stall. We do not allow the sale of some items, for example dummies, potties, food and drink. Other items, such as car seats and bike helmets are not considered to be safe to buy secondhand, so you may find such items very difficult to sell.
- Let the customers know which charity you are fundraising for, what the charity does, and why you are fundraising for them. Bring leaflets from the charity and a collection box to put on the stall. If the money you make at the market is going towards a larger goal eg sponsorship to climb Kilimanjaro, let your customers know – they're more likely to get chatting, then make a donation or buy an item from your stall.
- Price low and sell lots! The most successful stallholders make the most money by selling more items, and selling them cheaply. This is great for both stallholders and customers, as you make more money, they get more bargains, and you take less home with you!
- When pricing your items, consider the quality of an item, the brand, how old it is, and how popular the item currently is. It also depends on demand and supply on market day.
- Bring a clothes rail or hire one from us beforehand, and put your clothing on hangers. This is a much quicker and easier way for your customers to find what they want, and it doesn't mess up your stall when people are browsing. It also means that you have more room on your table for toys, books or other items.
- Sell everyday items such as socks, vests or tights in 'bundles' of 3 or 5. This is a great way to get rid of a number of these items at a time, and customers feel like they're getting a bargain. Use a peg or pin to hold the bundles together, rather than putting them in a bag. If customers can't see and touch all the items in the bundle they may think you're hiding a grotty item in the middle!
- Arrange your clothing, and other items if possible, for suitable age groups. This makes browsing easier for your customers.
- Bring a good mixture of clothes, toys, books and other items. Most stallholders bring lots of clothing, so try to think of effective ways to display your items and make your stall stand out.

- Put clearly visible price tags on your items - but be prepared to bargain - be flexible. Shoppers prefer if everything has a price tag on it, although you may just decide to put up a sign saying “everything £x”, and make it easy for you & the shoppers.
- Don't try to sell all of your baby & kids items from the past 10 years in one go - pick out those items that suit the season we're currently in and the season to come.
- Bring plenty of plastic bags to place the sold items in (e.g. supermarket plastic bags).
- Only sell what you would buy yourself. Our vision is for Kidsmarkets to be known for quality items at good prices, and this reputation will help both the buyers and sellers in the long run. Clean or wipe over equipment and toys, wash & iron clothes, replace or remove old batteries, and make sure everything is in full working order.
- Make sure you bring plenty of change and a table cloth or covering for the table.
- Put a smile on your face! You'll be surprised - it works like a magnet! Be proactive; don't just sit at your stall reading a book, not looking up. Say hello to shoppers, (“can I help you” or “are you after a particular size”), offer suggestions, pull out different clothes in the same size, etc.

Don't

- Don't overprice your items – people want quality items sold at reasonable prices.
- Do not collect for the charity anywhere other than from your stall. You are not permitted to move about the market, venue or car park with a collection tin or bucket.
- Please don't fundraise through any other means than selling secondhand items or having a static collection box. No raffle tickets, games of chance, scratch cards etc will be permitted to be sold.
- Don't bring too much stuff! Each stall area is approximately 2.5m x 1.5m. Here's good way to estimate how much you can fit into this space; get a newspaper, open it up and place 4 sheets side by side on the floor, so that the top of the paper meets the bottom of the next piece (ie each piece is portrait not landscape). This is about the size of the table top, and you'll be able to put small items in front and a clothes rail or larger item to each side.

Although it's tempting to bring loads of stock 'just in case', the most successful stalls are those which display a variety of items clearly - customers won't rummage through mountains of stuff. As your customers pass by they need to be able to see what you have on sale from a glance, and then will be pulled in when they see something they like.

- Be careful not to pile items high up on the table or the floor surrounding your stall. Stallholders must not obstruct doorways or isles, and it's easy for someone to brush past and knock things over. You may be asked to leave some in the car if you bring too much, as it congests the venue and is unfair to other stallholders who may get less space because of you.

- Don't be afraid to haggle. It can work well for sellers as well as customers!
- Please do not sell items that are heavily worn, stained, smelly, dusty or broken. Just try to imagine: would you buy it yourself? If not, don't sell it.
- Please do not sell new items on a secondhand stall. (This doesn't include perhaps the odd item of clothing that your child never wore). New items should be sold via business stalls. New items include items from the charity you are collecting for eg pin badges, teddies, Christmas cards.
- Don't be afraid to change prices as the market goes on. If you want to sell everything by the end, reduce your prices in the last half hour, or sell items as two for one, or 3 for 2.
- Don't hesitate to ask one of the organisers if you need any help, or have any questions throughout the event. We're here to help!
- Let us know if you have any feedback after the market. We can only improve or change things if we know about them.