

# Yard Sale Tips

Believe it or not, there is some detail that goes into planning a yard sale. Sure, the prices are cheap and the merchandise is used, but if you just throw all your stuff onto a table and expect people to show up and pay asking price for that old T-shirt, you're going to run into problems.

Here are some ways to make sure that the items on your lawn put some green in your pocket.

## **Point The Way**

Put up lots of signs around the neighborhood announcing your sale. We're not just talking about signs in the grass. Don't forget about bulletin boards at stores around town or advertising on a local website. Make sure to include your address and directions to your house on the ads. Do a lot of word-of-mouth promotion. If you choose to take out a small ad in the local paper, you can, but remember that **the less you spend, the more money you'll make.**

## **Watch The Sky**

Keep an eye on the weather forecast. You don't want to hold a sale when the prediction is 35 degrees, or rain, or both. Also be conscious of your calendar and don't hold a yard sale during a holiday weekend. If people are out of town, they won't come by your house.

## **Check With The Family**

Talk with your spouse, and even your grown children, about what can be sold. You don't want to accidentally sell something sentimental (like an old family heirloom, ring, etc.). But let's be clear: When it comes time to **sell the boat or motorcycle to get out of debt**, don't let your spouse tell you that it's a "sentimental item." Bull! Sell it and be free of the payment.

## **Time It Right**

It can help to set up a yard sale around the first of the month. Paychecks usually happen around month's end and people will have cash to spend.

## **Set Up For Success**

Make sure the lawn is cut. If you have a pet, keep them inside the house to avoid distracting potential buyers. Don't just throw all the items you're selling on a folding table and leave it to the customers to look through them; **organize items by type** and give clearly marked prices. You'll attract more buyers with a yard sale that looks neat and prepared.

\*Don't forget the guys! Yard sale shoppers are usually women, so put things like video games, TVs, or power tools near the street to attract attention from the men.

**Have Change On Hand**

Make a trip to the bank the day before and **get some small bills and change** so you can be ready if someone wants to pay for a \$3 item with a \$5 bill. Wherever you keep the money, in a cash box or on your person, keep it safe and out of sight.

**Sell It Well**

Don't trash talk your stuff. In addition to making a bad impression on the customer, it will cost you money. Who would pay full price for an item that the owners themselves obviously don't like?

-From *Dave Ramsey's MyTotalMoneyMakeover.com*