

Lynda Hammond **THE GARAGE SALE GAL**



Garage Sale Gal

*Start year off right; hold a sale
Lynda Hammond*

Out with the old in with the new!

Time to get rid of things that have been gathering dust in our house and make way for the stuff we got over the holidays.

I'm lucky (I think).

This year I don't need to find room for anything new. I got a few things for Christmas—dinner on the town with my husband and parents, a small gift to open Christmas morning and a lot of togetherness. And that's exactly what I wanted. I mean, when you're the Garage Sale Gal and you go to dozens of garage sales a week trust me, you don't have room for anything else. So, I stressed to family and friends; "Seriously, I have everything I want; don't get me anything." I did want a few things you can't put a price on--- family time and health and happiness. I got one of those-- but perhaps I was pressing it on the other two. On Christmas Day we had the works—turkey, dressing, potatoes, pie—but later we would learn something wasn't quite right. That's right, the Grinch paid us a visit in the form of food poisoning. "Did you buy that pumpkin pie at a garage sale, Lynda?" asked Bob Young, one of my husband's coworkers via SKYPE. No, it was from a store! Food is *one* thing I haven't bought at a garage sale---yet anyway. But, thankfully, as I write this three days later, the illness—for all of us--has...ah... passed.

Okay, so if *you* got a few new things, you may have some work to do. Organizing experts say to keep clutter under control--abide by the *one in, one out rule*. Got a new tie for Christmas? Then an old tie must go--- in the next garage sale. Got a new mixer? Sell the old one for a few bucks. And one of the quickest, most efficient ways to get rid of the old is to have a garage sale!

Happy New Year and Happy garage saling!

Lighten your load, hold a garage sale

***Advertise-**The more people that come to your sale the more you'll get rid of and the more money you'll make. So, get the word out. Advertise in newspapers and especially on Web sites.

***Signs**-Just because you've advertised doesn't mean you can skip this step. We still need to be guided to your sale with signs. But keep it simple. Using neon poster board from business supply stores print in black magic marker: "Sale" and an arrow. If you're nestled deep into your neighborhood you can use an arrow but stick with the same color poster board. Make sure you take them down after the sale.

***Priceless**-Okay, here's my most controversial tip and even though it draws criticism I continue to believe it's one of the best things we can do to make the most money at a sale: don't price anything. Often times you'll get more money. Pricing stuff is the most time consuming, tedious part about having a sale—so cut it! You can name a price or ask the buyer to name one. This also encourages conversation, which is half the fun of garage sales.

***Friday**-Hold your sale on a Friday. I usually make twice the amount as I do on Saturday. There's less competition among sellers, plus you can take advantage of the on-the-way-to-work crowd.

Talk to the Garage Sale Gal!

Do you have a question or comment about garage or estate bargain sales? Email the Garage Sale Gal: Lynda@GarageSaleGal.com.

Lynda Hammond is a former television anchor who left the anchor desk for the love of garage sales. Contact her at Lynda@GarageSaleGal.com. Lynda also does garage sale segments on local TV stations.

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