

Lynda Hammond **THE GARAGE SALE GAL**



Labor for back to school sales

Lynda Hammond

It's a new school year. We're heading to stores for clothes, electronics and supplies. According to the National Retail Federation we'll spend \$606 this year on each student. Need some "jeggings" (skin hugging denim leggings), electronics—computers, iPads and iPods and flash drives? Boy things sure have changed since my day. I didn't have an ink well and quill pen but I was styling carrying my vinyl black and pink "Barbie" lunch box with thermos to James Road Elementary School in Columbus, Ohio.

But here's an idea that'll keep us from breaking the bank; buy and sell school supplies at garage sales.

That's what Sarah Pickering of Mesa did recently. She held sales on three separate weekends and brought in money to offset the costs of another semester of school.

If you need to make some money to buy new things consider your child's age. Junior High School students probably won't need glue and crepe paper this year. So sell it. An elementary school student might be pretty happy to get it at a deep discount.

That Hello Kitty t-shirt may not be the cat's meow anymore for a 16-year-old girl but for a younger student it might be just purrfect!

Holding a back-to-school sale

*Make signs proclaiming: "Back-to-School" sale. If buyers know your sale is for a good cause they're less likely to haggle on price and might even give you a bit extra.

*Learning experience-Make sure your students help with every aspect of the sale. It can be a great way for them to learn how to make money by simply clearing the clutter.

*Lemonade-Have young children set up a lemonade stand. Let them keep the profits to pay for back to school supplies.

General garage sale tips

*Get the word out. Advertise your sale in the paper and in online Web sites such as

www.GarageSaleGal.com

* Signs are important to a successful sale but police in some areas are handing out tickets to people who post signs on public property. One solution is to park your car safely and legally at a corner near your house and post a sign on it. As Lt. Chuck Williams with the Phoenix Police Department tells me: "People will forget to take down a sign but they won't forget to get their car when the sale is over."

*Avoid clutter with the one in, one out rule. Buy a pair of jeans, sell an old pair. You'll lighten your load and help a buyer save some money.

Laboring on Labor Day Weekend

In 1894 President Grover Cleveland declared the first Monday in September a holiday, a day to celebrate the working class. It's always struck me as a bit odd that we typically don't work when

we're celebrating... working. So, here's an idea: work on your garage sale. You can organize your items, plan for a sale or even consider having one. Holidays aren't ideal for sales but on Labor Day since many of us stay closer to home. Just make sure your ads and signs mention "Monday" sale so that potential buyers don't think the sign is simply leftover from the weekend.



(pic provided by Lynda Hammond) Selling Spongebob Squarepants, toys, puzzles—even a kitchen sink at a garage sale in Gilbert helps to take out some of the sting of back-to-school supply tabs.

Talk to the Garage Sale Gal

Do you have a story about buying or selling something at a garage? 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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