

1. Start early. Permits say 8 am but....
2. Put the good stuff in plain view
2. Have change- fanny pack :)
3. A helper!!!
4. **Pricing:** Speaking of making it worth it, price everything so that it's a deal, and make sure you put a price tag on everything, to avoid on the spot brain freeze or haggling. The general rule is 50-30-10 – new, unused items get priced at 50% of their retail cost, slightly used items = 30% of retail, and used items = 10% of retail. Also, if you're selling books, CDs, or other small items, try a "Buy 1, Get 1!" or similar package deal. For customers, this feels like a great deal (so they buy more) AND all of that stuff you don't want anymore goes away.