

GARAGE SALES

Holding a Church Sale

A garage sale might be a great way to raise money for your church or religious organization. Set aside a couple months for planning and read these tips to get going.

PICK A DATE AND LOCATION

Look for a weekend free of other big community events, maybe in the spring or fall when the weather is nicer. And make sure to choose a rain date. You'll want to decide how long your sale should be — one day, two or more.

Pick a convenient location with great visibility. Bonus if it's inside, that way weather won't affect your sale nearly as much. Also check for permitting and make sure you meet those deadlines and regulations.

SET UP A DROP OFF

Decide what items you want to sell, like books, kitchen items, clothes, toys and more. Identify where you want to store donations and set up a committee to take them in and sort them. Organize times and dates for



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your congregation and your community to drop off items and identify a space for sorting and storage. Advertise a variety of times for donation drop-offs to make it flexible for everyone, and make sure to stress that items should be clean and usable.

SPEAKING OF ADVERTISING ...

Don't forget to advertise your sale! Highlight the fact that it's going to benefit a religious institution. If it's going to a specific ministry or cause, mention that. Mention some of the items

for sale, and of course don't forget the time and date. If you have room, you could also include a map.

GET ORGANIZED

As it gets closer to your sale date, you're going to need plenty of help. Gather up

some volunteers to sort, price and help on the day of the sale. You're also going to need supplies, like tags, of course, but also plenty of tables, as well as bags for shoppers to take their purchases home. Dive into the church's supplies of tables and chairs, and hit up local stores for donations of bags and other items.

PRICING

You can set prices individually, but consider doing bulk pricing. Offer boxes or bags of merchandise priced as \$10 for all, for example. Make sure you're fair in your pricing, and organize your merchandise to show it off. Also, if you've got a big enough congregation and enough help, consider selling lunch or snack items along with your merchandise. It could really boost your bottom line.

AFTER THE SALE

You should decide ahead of time what to do with your garage sale leftovers. Contact some of your ministries to see if they could use the merchandise, or perhaps partner with a local charity shop. Remember those volunteers? You'll also need them to help clean up. If you're having a multi-day sale, remember that ordinances may require you pick up your merchandise every day and put it back out on the next sale day.

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BE FAIR WITH YOUR PRICING

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BUYER'S TIP

Limit Haggling

When shopping at a charity sale, limit your haggling and look for those well-priced bundles of merchandise.

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