

- Only have a garage/tag sale if you have a definitive date lined up. Consider the amount of time and effort the sale will take you. Then compare it to your possible tax deduction.
- Call your neighbors and see if they want to have a neighborhood garage sale-this will increase traffic.
- Create clear and neat signs and hang them on local bulletin boards, local schools, and telephone poles. Make sure to include your address and the time of the sale. (Check local rules for posting signs before you do this.)
- Use free services such as Craig's List to advertise your event.
- Advertise in the local newspaper.
- Place signs at the end of your road so that people can navigate quickly and easily to your home.
- Use colorful decorations such as balloons and streamers to decorate and designate your yard sale area.
- Have an area set up for kids to play.
- Offer baked goods for shoppers to enjoy.
- Clearly label each item with blue painters tape and a price.
- Be ready to bargain.
- Have change and single dollar bills on hand.
- Use a small purse or fanny pack to collect money as the day goes on so it is never out of your sight.
- Bribe family members to help you assist customers on the day of the sale. Give them the power to barter on your behalf.
- Offer buy one get one 50% specials.
- Have tables set up where all items are the same price.
- Also offer a \$1 table.

- Have an extension cord set up so people can try appliances.
- Provide a mirror if you are selling clothes.
- Keep your home locked.
- Prepare yourself a snack, water and some hand sanitizer prior to the start of the sale so you don't have to go back into the house.
- Remember the goal is to get rid of everything!
- Be ready to slash prices at the end of the day!
- Label items that may not be clear to buyers-such as an ice cream maker.
- Leave room for buyers to walk around.
- If you display items in your garage, add lamps from your home for light. Clearly label any thing that is NOT FOR SALE.
- Be prepared for rain, have tarps handy, a rain date or your garage ready to display the items.
- Have boxes or bags in hand for buyers to take home their new treasures in.