GETTING THE MOST OUT OF YOUR PRE-LOVED STALL

Hosting a stall at My Kids Market is a fun way to recycle gently used pre loved items your kids have outgrown for cash instead of adding them to landfill. Join our fun, family-friendly community atmosphere and make some extra cash by getting rid of some of those unused items you have lying around the house.
All you need to do – is **turn up, set up & sell!**

Pre-Loved Stall Fees By Location

Location	Fee	Location	Fee
Sutherland	$60	Oran Park	$65
Kellyville	$65	Hornsby	$65
Bathurst	$65	Northern Beaches	$65
Penrith	$65	Central Coast	$60
Five Dock	$65	Newcastle	$65
Picton	$65	Port Macquarie	$65
Ryde	$65	Wollongong	$65
Liverpool	$65	Maroubra	$65
Hawkesbury	$65	Parramatta	$65

Stall fees include one trestle table, market insurance and GST.

MKM Stallholder Hub

- Search **Selling Tips** in our MKM Stallholder Hub as we share new tips and photos every week!
- Click **here** to join or access the MKM Stallholder Hub

My Kids Market Community

- Show off your items in our MKM Community Facebook Group to get our shoppers excited about what they will discover at the market!
- Pre Loved Stallholders are invited to share sneak peeks of some of the items they will have for sale
- Click **here** to join or access the MKM Community Facebook Group

How To Price Your Pre-Loved Items

- Price to Sell! Remember on Market Day as there are going to be stalls selling similar items to yours so it's important to be realistic when pricing your preloved goods and be flexible as the aim is to pass on items not take them home again.
- Be realistic when deciding on prices for your second-hand goods. It's important to remember that the shoppers won't have the same emotional attachment to your items as you so don't price from the heart.
- Stallholders have the most success when their prices are low as this will bring more shoppers to your stall which will then attract even more shoppers. We have years of experience and feedback, so we advise price low and sell more!
- When pricing items you may like to consider the brand, the quality of the item, when it was purchased and is the item still popular today.
- Our shoppers prefer to see all items priced clearly so consider using small stickers on individual items or make signs for boxes and tubs with just the one price clearly visible
- With clothing and books, you may choose to bundle them or make a sign that states shoppers can buy 5 or 10 items for $X. This is a great way to sell more items too!
- Even with items clearly priced we still suggest being flexible on the day. Using this method of selling will not only make your more money, it will reduce the amount of goods you take home!

How To Display Your Pre-Loved Items

- Our Shoppers always comment that stalls that have clear and colourful signs on display definitely stand out from the rest as it helps them find exactly what they're looking for!
- Use your table as the main selling point of your stall by placing items that will attract the shoppers' attention and are of the greatest value.
- Clothing racks are a popular way to sell clothing and shopper feedback has confirmed that the majority prefer buying clothing off a rack! It seems having items off the ground makes it easier for shoppers to browse.
- Sort Your Pre Loved Clothing by Size, Gender and even Seasons so shoppers can easily spot what you have up for grabs. When shoppers are busily hunting for the best bargains being able to take a quick glance at each stall to find the right sizes makes shopping at MKM super easy.

- You may choose to set price for all clothing or choose to price each item individually depending on the variety of clothing you have it's up to you. If you're crafty simple handmade size dividers for clothing racks are a great idea too!
- Plastic tubs and boxes on the floor work well when you have an abundance of clothing to sell, the best way to display these are by gender and size. Once again ensure they are clearly labelled and keep the pricing simple. Please remember to place a sheet or towel under all tubs or boxes to protect the floor.

Your Stall Area

- Attracting attention to your stall is key to a successful Market Day. The use of colourful and bright signage, a tablecloth and other decorations such as bunting is a great way to attract attention and it makes your stall area inviting.
- Avoid piling too many clothes on the table as this can appear uninviting.
- You may wish to display some items on the floor however be sure to leave enough space for multiple shoppers to browse as you don't want your stall area to look overcrowded.
- During the set up we suggest stepping on the other side to see what the shoppers are going to see.
- Remember you have space under your table to store additional items, once you start selling you will make plenty of room for these items.

General Tips

- Plan your stall as being organised before the day will help you achieve the best possible outcome on the day.
- It goes without saying that items that sell best are in excellent pre-loved condition.
- Laundering pre loved clothing and blankets before market day will help freshen them up especially if items have been stored for a period of time. It will also give your stall a fresh clean look and a refreshing smell too as the shoppers walk by!
- Bring plenty of reusable bags to offer to shoppers when they buy from your stall.
- Don't try to sell all of your baby & kids items in one go, sort out your goods and bring only those that suit the current season and the next.
- Would you buy it? Yes; then bring it along to sell. No; find another home for it.

- We often get requests from shoppers wanting to buy items for older kids. Ages up to 10-12 are often sought after and many families have older siblings too, so please bring such items along with your baby goods.
- Interact with the shoppers, ask them what sizes they're after, rather than just sitting at your stall waiting for a sale; be proactive.
- Put a smile on your face so the shoppers feel welcome at your stall.
- All items for sale should be clean, not worn and in full working order.
- Ensure all clothing is free from stains and pills.
- Toys should be in full working order with no broken parts.
- Games and puzzles must contain all the correct pieces.
- Large nursery items cannot be sold if they have any traces of mould.
- All items must be fitted with required safety features and comply with the Australian Standards if applicable.
- We are not a garage sale; our market is constantly praised for the high standard of goods sold. Please help us maintain this reputation. You will be asked to remove goods from your stall that are unsuitable and don't meet our standards.
- The above suggestions should help you gain the most of your experience as a stall-holder. It is your job to sell your goods and you will not be reimbursed for lack of sales.

Payment Types / Taking Payment

- We suggest you bring at least a $100 cash float made up of gold coins and small notes as most shoppers arrive at the market with $50 notes and very little change.
- While cash will always be the main currency at MKM offering a contactless payment option at your stall may help increase your sales especially if shoppers are running low in cash as finding stalls with contactless payment options will allow them to keep shopping!
- The most commonly used Contactless Payment Options are Square, Paypal and Direct Debit, however there are many other options available so best to check them out to find one that works for you.
- Remember to create a simple sign to show the payments types being accepted at your stall!
- We are often asked to assist with pricing of items; unfortunately, we cannot recommend prices due to the variety and volume of goods being sold.