

SELL UNWANTED PRESENTS, OLD CLOTHES OR THINGS NO LONGER IN USE AT A CARBOOT SALE

Welcome to The Original Volunteers Carboot Advice Kit. We have stuffed this full of cheeky sales tips, preparation advice and special printouts to make sure your carboot sale is a hit. Use the funds raised to aid in covering your volunteering costs and get yourself ready for the trip of a lifetime!

Here's what we've included for you:

- A poster template for multiple prints to advertise your sale.
- Eye catching bunting to print and display on your stall.
- A coin box net to print out and stick together to hold loose change on sale tables.

We can help you Fundraise:

We are also delighted to offer you our services.

• Advertise

Tell us if you are attending a carboot and we will advertise to other volunteers who may want to join you, lend a hand and perhaps make a travel buddy. We can also send out a shout-out on FB.

• Ask us

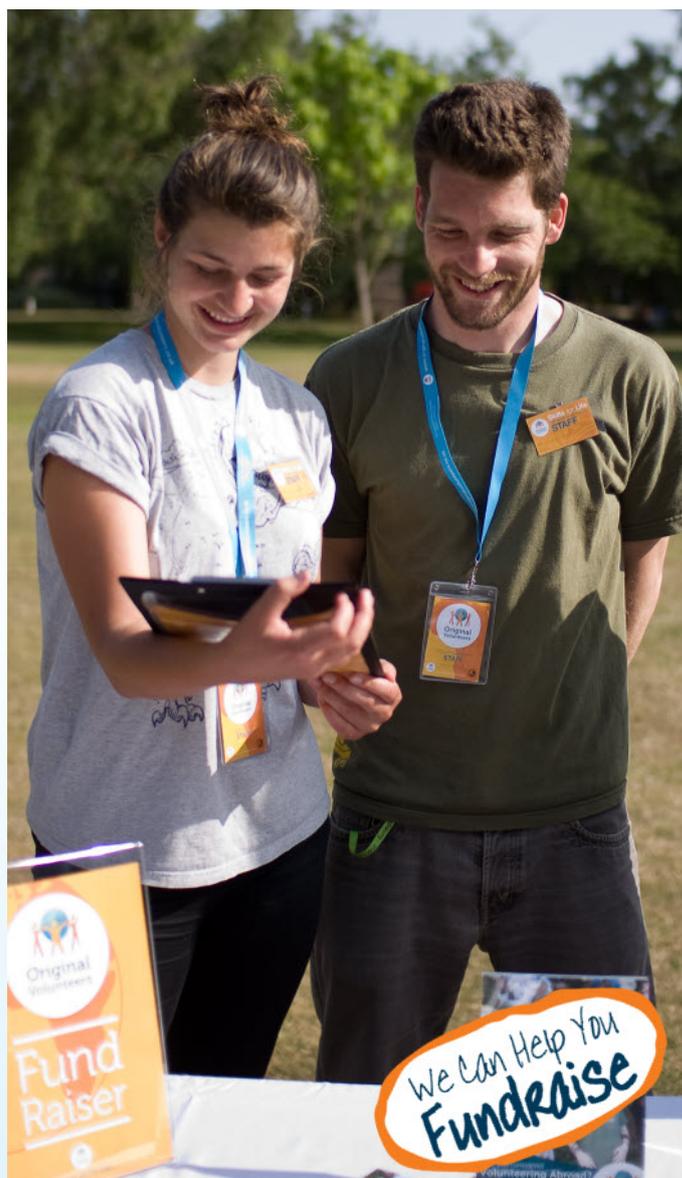
You can also ask us if we can come and help, support or raise awareness of volunteering through your stall at a carboot you are attending

• Join in

We regularly organise and attend carboot sales. To come and join us and take advantage of our special knowledge, even just for a chat, see what events are near you at

originalvolunteers.co.uk/fundraising

Original Volunteers
Fundraising Team



CARBOOT SALE

Date:

Come and see what's on offer...



All proceeds go to help fund my volunteering experience

Where:

Can't wait to see you there...

CarBoot Sale Advice by Original Volunteers

Carboot Bunting

Use our branded bunting to attract customers, spark conversations and give your goods a high sense of value. Print out this page as many times as you want, cut out the bunting, fold the top trimming over a piece of string and tape down. Example below...



Ref FA 2912

Need some advice? Call us today: 01603 627 007 | www.originalvolunteers.co.uk |

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General CarBoot Advice

About CarBoot Sales

Carboots are like a market at which people come together to buy and sell used goods. People often sell items straight out the back of their car or off a table. Carbooting is a useful way of raising money from unwanted goods as well as recycling things that may have been thrown away. Any standard of seller from first timer to traders can attend a carboot sale. Expect to pay a small fee (£5- £8) for a pitch.

Finding a CarBoot Sale

There are many ways to find local or nationwide carboot sales. Here are a few

- Through Original Volunteers
We regularly set up and attend Carboots across the nation supporting our fundraising volunteers. If you are already attending a carboot sale and would like to advertise to other volunteers or ask us to come give you a hand we would be exceptionally pleased to do so. Call us on 01603 627007 or see originalvolunteers.co.uk/fundraising

- Local Advertising
It maybe schools, playgrounds, fields or public spaces have banners informing about upcoming carboots. Shop windows and supermarkets are also prime places so keep an eye out!

- Internet and classifieds
Check local newspapers and prints for advertisements or search the web using Google maps. Top websites are...
<http://www.carbootjunction.com/>
<http://carboot.com/>

Top Tip

“Use Facebook and Twitter to raise local awareness of the Carboot”



What can you sell

you can literally sell anything from used goods to everyday use items. Car boot sales are generally used for selling unwanted household goods, ranging from old books, music, DVDs, toys, stamps, coins, through to radios, ornaments, tools, clocks, furniture, kitchenware, and clothes. Have a good clean out in order to gather a wide range of stock.

What NOT to sell

Fireworks
Alcohol
Tobacco
Firearms/Weapons
Counterfeit Goods

Broken and damaged items

Lots of people sell damaged goods at these sales however it is polite to mark this clearly on the product and discount accordingly.

Advertising

Use our posters to advertise at your School, Collage or Uni in dorms, common rooms and local places. This will help draw in a bigger crowd at the carboot sale as well as encourage more intrigue in volunteering which could lead to extra donations. Don't forget to spread the word spread on social media too!



**Original
Volunteers**

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Before you go

Check the weather so you have the right clothes on. Pack the car the night before.

Things to take with you

- Everything you are selling
 - A table or presenting platform and tablecloth or sheet for a little bit of classiness
 - A pot of loose change known as a float for transactions
 - Suitable clothes
 - A camping chair to sit on
 - Food and snacks and drink
- Don't waste your new money on expensive food and drink sold at the sale.
- Recycle used carrier bags

All the items you wish to sell.

A table or other display platform for presenting your items to the public.

A pot of loose change to ensure transactions run smoothly.

Snacks and drinks to get you through the day. Carrier bags or boxes for the buyers to take home their purchased items.

A plastic sheet to cover your table if it rains.

Sales and Strategies

Intro

A useful guide to overcoming concerns like "What should I price this at?" and some tried and tested sales tips.

How to gather custom

Location, location, location

Turn up early (7am) in order to secure a quality placement. Your position within the field is crucial because even though you can have a few tactics to draw people in being in clear sight of your customers as soon as they arrive increases your chances of sales drastically. If however you do get stuck in a corner there are a few things that can attract people...

- **Colour**
Use colourful clothing, sheets or items to make your stall stand out from the rest. Have a banner and use our bunting to add character as well as a talking point.
- **Music**
If you are selling a radio or hifi show your customers it works. Good music will keep your neighbours entertained, cause people to notice and spark conversations. A perfect time to put your salesman's hat on.
- **Volunteering**
Advertise what you are fundraising for. People may be interested in your volunteering exploits, be prepared to share your knowledge and excitement - it may lead to donations.
- **Sweets and Drinks**
Children are always interested and on hot days people will be looking for refreshments. Use this as an opportunity to advertise your other items.
- **Arrange your items wisely**
Group together similar things such as DVDs



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Pricing up your items

Keep your prices simple and clear. Try pricing in batches for speed and simplicity like all small things in a box could be 50p, bigger items £1, and large items £1.50. This is easier to remember and simple for your customers. Your prices need to be attractive to a customer but fair to you.

For items that may have potential to raise more, leave the price label off and see how much you get offered. For something you know is worth a lot try searching for it on ebay before and check the completed listings to see how much they sell for to get an average price.

If you are selling jewellery keep it safe in a box, perhaps glass or plastic so customers can see in.

People attend carboot's because they enjoy the bargaining process, if you don't have patience for this then set fixed prices. If you do haggle, be firm, but fair.

Ethics of selling

Keep your carbooting experience positive by trading fairly.

If you sell described goods such as something is "working" and this later proves to be false you will be obliged to offer a refund, replace or reduction to compensate. This may have a negative effect on your future custom.

Be considerate to your fellow sellers. Everybody is out to have an enjoyable day, chat and make friends. Keep to your appointed area and offer consideration to the young and old. Price fairly and avoid purposeful exploitation.

Buyers may forget or leave items at your stall, make sure you give them back to keep a high standard of trust and reputation. If they are not claimed leave them with the sale organiser at the end of the day.

Top Tip

"Buy a roll of plain stickers and price up items the night before"

Share your knowledge with buyers. If for example somebody mentions they are looking for a camera and you have a few, inform them of their features and recommend a product based on their needs. If you are not offering that product, guide them about prices they could expect to pay or features to look out for at another stall.

At the end of the day

Price drop

Towards the end of the day when the customer numbers drop and you notice people packing away consider dropping prices low to say 50p or crazy batch deals to squeeze out some last minute money.

Finally...

Please leave your pitch tidy and help clean up any rubbish left over. You will also have to take home any unsold items.

We hope you find the information in this guide useful. We want to make it applicable to firsttimers as well as to reaffirm specific points to people that have been before.

If you have doubts or feel confused about any parts do not hesitate to ask us further questions. As we mentioned before we can come to your sale to aid in preparation, selling and offer advice about volunteering to yourself, friends, family as well as customers.

Call us on 01603 627007 or see originalvolunteers.co.uk/fundraising

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