## Garage sale guide

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By Sharon Williams **Copley News Service** 

It's Saturday morning and the garage sale set is out in full force, searching through the piles of baby clothes, stacks of dishes and ancient costume jewelry in pursuit of a true find.

Garage sales are the passion of both buyer and seller. Householders hope to dispose of unwanted goods and yield a profit, while antique collectors and bargain hunters can't resist the chance to rifle through the stacks and piles in search of a treasure.

If you have a garage full of ugly-duckling possessions that might be someone else's swans, why not consider organizing your

advantage of this offer now.

own sale? You will be able to unload all those dusty books, wornjust-once prom dresses and your 21-year-old son's old bunk bed, find a few new friends among the customers and hopefully end up with enough pocket money for some serious garage sale shopping yourself.

Following are a few tips for garage sale success:

 Get the word out. Several weeks before the sale, phone a classified ad into your newspaper or weekly shopper announcing the big event. A week before the sale, bring out the posters and tack them up in grocery stores, shopping malls and on community bulletin boards. You also could send invitations to friends and relatives

who love a good bargain.

• Mark the spot. The day of the garage sale, make sure plenty of signs proclaim the location and hours; post one alongside a cluster of colorful balloons in front of your house.

 Put your best foot forward. The garage sale regulars will come rain or shine. Draw the others in by mentioning your best items, such as appliances, baby furniture, antiques and musical instruments, in your ad. When setting up shop, make sure these items can be spotted from the street.

• Use good marketing strategies. Arrange items according to categories, and attach a price tag to each. If it's summer, you might serve ice water or punch to customers. If it's sweater weather, try hot cider or hot chocolate.

 Invite neighbors and friends to join in the sale. Their contributions will make the selection larger, and attract more customers.

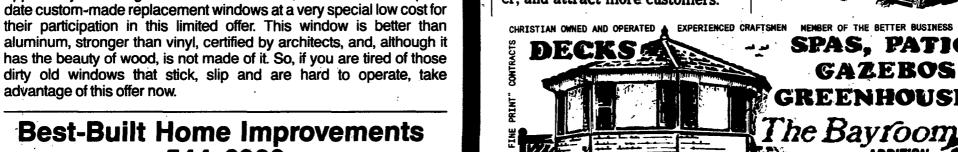
• A few repairs will make items more appealing — so much so that you may have second thoughts about selling. Wash, mend and iron everyday clothes and send better outfits to the cleaners before putting them out on the racks. Appliances that work sell quickly, so send them to the repairman if necessary. Ditto for bicycles, furniture and anything else that is missing a few screws.

Set prices, but allow plenty of room for dickering. After all, the thrill of the hunt is exhilarating only if one snares his find for the right price.





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