

For crafted items:

- Is my craft well made?
- Is my craft something I would spend my own money on?
- Is my craft priced to sell to children or adults? (Children usually don't have as much money to spend as adults.)

For baked items:

- Always use good hygiene! Wash your hands and pull back your hair.
- How will I package my baked items? (Plastic wrap, baggies, paper plates, tin foil?)
- Will I price these individually or as a group?
- Will I offer samples?
- Please have an ingredients list to share with customers. Common allergens are dairy (butter, milk), eggs, gluten, and nuts.

How many and what price?

- A good number of items to sell is at least 30 items.
- Kids who have more than one craft item to sell don't typically sell any more items than kids who are selling only one item.
- A good price range is \$1 to \$10. Items selling for under \$5 sell faster than more expensive items. \$10 and up items are harder (but not impossible) to sell
- Well-made items sell better than poorly-made items.

Display ideas:

- Bring a tablecloth. Blankets and fabric yardage work well
- Add height! Use books, crates, or boxes to raise items
- Label your products and price them (Ex. Bookmarks 50 cents each; Cookies \$1 each, 6 for \$5)
- Use bowls, baskets, and plates from home to display similar items together
- Ask a children's librarian to show you the table you have been assigned
- Bring a prop! Example: Place a stuffed animal dog next to the plate of dog treats you are selling. Or, if you are selling ornaments hang them on a tabletop Christmas tree

Logistics

- ⇒ Sellers provide their own table decorations and displays
- ⇒ Sellers provide money to make change for customers
- ⇒ Library provides all tables and chairs for sellers
- ⇒ Table sizes vary. Library staff will inform all participants of their table locations and sizes mid-November.
- ⇒ Tables must be occupied by the youth vendor(s) during the event. (Bathroom breaks are permissible, of course.)

Customer Service: Being a good salesperson takes practice. You may want to practice with your friends and family before the fair.

- Smile and look at your customers in the eye
- Say, "Hello" or "Good evening" to shoppers
- Be prepared with change, bags, order forms, pencils, etc.
- Be ready to answer questions about your products
- Speak clearly and loud enough to be easily heard

Marketing:

- Use the attached postcards to invite your friends and family!
- If your parents use social media, ask if they are willing to share the event to invite their friends
- If you and your parents are comfortable, send a photo of you with your product(s) to grace.juster@mcminnvilleoregon.gov by **November 16** to be included in library's social media

My notes and ideas:



Congratulations~

You're an approved vendor this year!

The bottom of this page includes details about the event day

Inside this brochure are business tips to help you have a successful experience at the Craft Fair!

Event Day: Thursday, December 5, 2024

3:30-4:30 pm Sellers set up

PARKING Please use the reserved parking spots (orange safety cones) to unload materials, then park at the lower end of the lot.

4:30-6:30 pm Shopping begins!

6:30-7:00 pm Clean-up

Reach out to us if you have any questions!

Call the Children's Desk (503) 435-5559

Email us libref@mcminnvilleoregon.gov



Life happens. Let us know as soon as possible if your child needs to back out.