

MMAWG Holiday Sale

Information

- The MMAWG is having a Holiday Sale on 19 –20 Nov 2021.
- Friday, 19 Nov 2021, check in from noon to 3 pm.
- Friday, 19 Nov 2021, sale from 5 pm – 8 pm
- Saturday, 20 Nov 2021, 10 am to 5 pm
- Saturday, 20 Nov 2021, check out from 5 pm to 7 pm
- Location: South Valley Unitarian Universalist Church, 6876 South Highland Drive, Salt Lake City UT

What Can Be Sold

Any handmade item made by the person selling the item can be sold, except for food. Examples include handwoven, knit, crocheted, quilted, pottery, wall art, ornaments, jewelry, and rugs.

We need as much participation in order to be successful. Even if you have never sold anything before or only have one or two items, please participate in the sale. Having lots of items at the sale brings in lots of customers. Also, attend the sale and purchase something!

Commission

The Guild will collect 20% of the selling price as commission for Guild members, and 30% for non-Guild members. Your check will be mailed to you a few weeks after the sale.

Pricing: Pricing is always interesting. Keep track of the cost to produce (Wholesale - cost of yarn, finishing, etc.). Add the cost of doing business (commission, labels, tags). Then double that amount. Also look at what the market will bear and you may adjust your pricing. You need to cover at least your expenses. Often this is just a hobby for many people but our products have a perceived value. Pricing too low can affect how people see our products. We want to provide high quality items at a fair price but not undercut other weavers.

Make your price an exact dollar amount unless the cost is under one dollar.

Labels: According to the law all clothing must have a care and content label. For the sale, any item that is washed or dry cleaned must have a care label. You can print your own or purchase labels. There is a lot of information on the web on what to put on the care labels. You do not need to use the symbols but you need to specify how it is cleaned, including wash and dry instructions. An example of the type of information you need on the label can be found here:

<https://www.persil.com/uk/laundry/laundry-tips/fabrics/wash-care-symbols.html>

Tags: It is a service to our customers to include as much information on our items as we can. We are selling what we do as much as the item. Care and content is the minimum. Let people know how it was made. i.e. Hand dyed – natural or chemical. Is it hand spun, from your own sheep, own pattern. This is the perceived value. What makes this different than other similar products, why this item is special. This connects people to the maker and hopefully makes the sale.

What to Bring

- 2 copies of the inventory sheets and the signed agreement form.
- Tagged items for sale. Include a price tag that has your name/initials, inventory number, and price.

- Props - mannequins, hat stands, racks, an artificial Christmas tree, black tablecloths/sheets, lights, any item that would make an interesting display. We especially need lights as the sanctuary is dark.

Contact

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