

TOO GOOD  
TO BE  
THREW

PRODUCTS FOR THE PROFESSIONAL RESALER



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PRESENTS...

## Do I have what it takes to open a consignment or resale shop?

*This excerpt from **Too Good to be Threw The Complete Operations Manual for Resale & Consignment Shops** will help you define what stage you're in as you start your planning for your shop. This material is copyrighted by Kate Holmes and all rights are fully protected.*

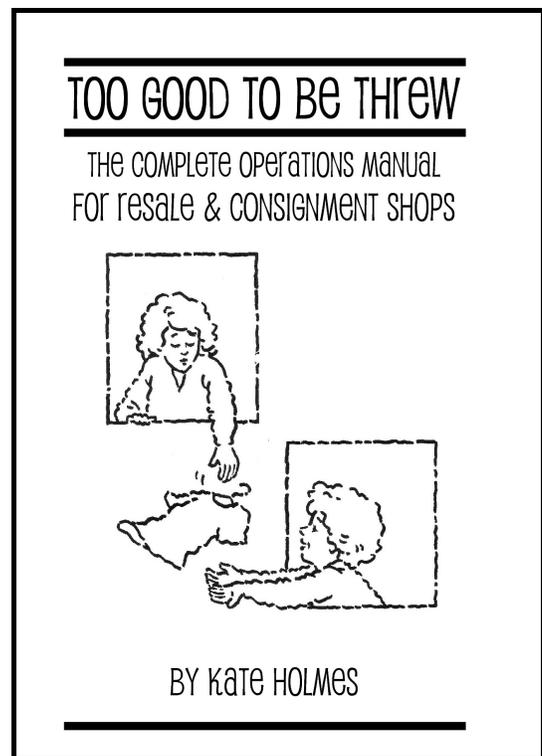
**Do you have the talents necessary to running a profitable consignment or resale shop? Take this quiz to see, simply answering *yes* or *no*. Scoring follows.**

### PART A.

- 1- Have you ever worked in a retail store of any sort?
- 2- Have you worked in a store which specialized in the merchandise you want to sell?
- 3- Have you ever shopped in a consignment shop, a resale shop, or a thrift store?
- 4- Do you enjoy flea markets?
- 5- Have you ever had, or gone to, a garage sale?

### PART B.

- 1- Do you get along with all sorts of people?
- 2- Are you tolerant of different lifestyles and philosophies?
- 3- Are you good at talking to strangers?
- 4- Can you enjoy all age, ethnic, income groups?
- 5- Do you stand up for your own rights and peace-of-mind?



PART C.

- 1- Do you have the stamina to be on your feet for hours at a time?
- 2- Can you work hard without a break?
- 3- Are you healthy?
- 4- Are you emotionally resilient?
- 5- Do you have a “gung-ho” attitude towards life in general?

PART D.

- 1- Can you make up your mind quickly?
- 2- Can you do what you think is right, even if others disagree?
- 3- If you are wrong, do you admit it?
- 4- Do you willingly learn from your mistakes?
- 5- Can you change your mind if it can be proven to you that you’re wrong?

PART E.

- 1- Are you still learning?
- 2- Do you pay attention to what’s going on around you?
- 3- Do you read the daily paper, including the ads?
- 4- Are you an information-gatherer?
- 5- Can you see what makes a small business prosper or perish?

PART F.

- 1- Are you willing to work hard?
- 2- Can you see yourself spending time on a Sunday working at your business?
- 3- Can your family do without your constant attention?
- 4- Is your family willing to support you in this venture?
- 5- Are you ready to take time from your life to do things today that will pay off later?

**SCORING: Give yourself five points for every “yes” answer, no points for a “no” answer.**

PART A. *Background knowledge.* If you have worked in any sort of retail, that’s great. If you are familiar with the merchandise you plan to carry, and with the second-hand trade, that’s even better. Add five extra points if you have worked in a second-hand shop of any sort. Add two points if you have a skill relating to your planned merchandise, such as sewing, furniture repair, and so on. Add two points for each further retail skill such as display or advertising.

PART B. *Personality*. You must be outgoing, sociable, and tolerant of others. You should enjoy talking with strangers and find it easy to make new friends. On the other hand, you cannot be a doormat. If someone asks you to do something you don't want to do, can you refuse and still be friends?

PART C. *Health*. If you own your own business, you can't stay home in bed. If you don't have stamina, increased business will cause you pain, not joy. Know your own level of energy. If it isn't high, you should work on it, or consider another occupation.

PART D. Are you *decisive*, or do you tend to listen to others? No one will know your business as well as you will. Take advice with a lot of salt. Make up your mind with all the knowledge you can gather, then stick to your guns. Wishy-washy won't wash.

PART E. *Powers of observation*. If you are constantly thinking, trying to improve your knowledge, then your own business will be a laboratory of learning. Do you often find yourself in boring situations? Un-bore yourself by observing what is happening, and thinking about what would improve the situation. Pay attention to everything that is happening around you to improve your business.

PART F. Will your *family* be able to cope with your new business? Are you willing to temporarily short-change them to get your business started? Can you re-educate family members to the new you? Do you want to? If your new business will cause unbearable strife, it would be better not to start. But if you want to do this, families can do very well with an interested, enthusiastic member who takes pride in her business. There are a lot of college educations, family trips, and lovely homes paid for by successful consignment shop owners.

IF YOU SCORED 150 POINTS OR MORE: You have what it takes! Order the Manual, then take a drive today and look for a location.

IF YOU SCORED BETWEEN 145 AND 100 POINTS: There are some areas that need work. Once you're aware of what areas they are, you can do something about them. The Manual will help you identify these areas; other Products for the Professional Resaler will train you in more depth as needed. You'll be a success with a little

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awareness of your weak areas.

**IF YOU SCORED BETWEEN 95 AND 75 POINTS:** There's a lot for you to learn. If you're willing to work on them, you can get started now and learn as you go. But read the whole Manual, carefully, before you start and refer back to it daily as you refine your plan and work hard in the areas you need to improve.

**BELOW 75 POINTS:** Work on all these areas *before* you think of starting your own shop. In the meanwhile, study, underline, dog-ear pages in the Manual so you'll be able to examine how other shops operate and what you will be doing better when you open. Take this quiz again every month or so. You'll know you're ready when your score improves. Until then, gain knowledge by working in the field, getting healthy, and learning to deal with the public and your family. You'll be amazed at what you can do when you put your mind to it!



Designed for consignment, resale & thrift shopkeepers, our how to open a shop manual and other Products for the Professional Resaler help you ***make your shop be all you dream it can be!***

Too Good to be Threw: The Complete Operations Manual for Resale & Consignment Shops is the only complete manual written by an experienced shop owner.

Your shop already running smoothly? Your job can be easier, your clientele happier, and your wallet heftier. Just building your business? Reach the success thousands of shopkeepers have with TGTbT.



The leading expert in the resale, consignment, and thrift store industry, Kate Holmes tells you how to open a resale shop or start a consignment shop and be your own boss. Charitable groups whose thrift shop is a successful fund raiser use Kate as a resource as well. She can tell you how to write a consignment contract, how to advertise and promote your shop, and most of all, how to make your shop profitable. Interested in opening a children's resale shop, a designer consignment shop, or a furniture

shop? Kate's the professional expert when you want resale education and free reports as well as Products for the Professional Resaler. The only real-life consignment shop owner and complete operations manual author, Kate is committed to helping store owners and managers succeed.

Kate Holmes, author of Too Good to be Threw: The Complete Operations Manual for Resale & Consignment Shops, founded One More Time, a consignment shop in Columbus Ohio, in 1975. Now, through Too Good to be Threw, Kate continues to market a wide variety of booklets, pamphlets, and store selling aids.

One More Time, Kate's shop, was an immediate and consistent success. Having grown up in the consignment business, Kate used her experience to start her shop with less than \$1000. One More Time was profitable within six weeks of opening. From its first day's sales of \$31.90, the shop grew from 750 square feet to 3200, adding 1,000 consignors each and every year. OMT now continues its growth under the watchful eyes of a Too Good to be Threw-trained owner.

The original edition of Too Good to be Threw: The Complete Operations Manual for Consignment Shops was published over 20 years ago. Continually revised and updated, information and resources constantly updated, Kate is proud to offer the most complete revision ever of Too Good to be Threw, The Complete Operations Manual for Resale & Consignment Shops. TGtbT is the only operations manual written by a real-life resale shopkeeper!

Ready to open **your** shop? Get the Manual! Read an excerpt, see the Table of Contents, and learn about our Beginner's Luck Package deal on <http://TGtbT.com/manual.htm>

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