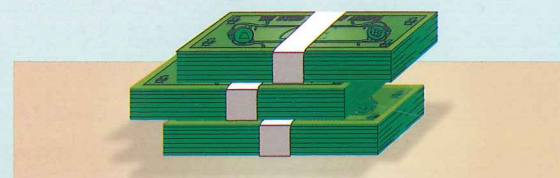


Clutter to CA\$H



1 Pocket money never enough to buy all the things you want? Need some extra money in a hurry?

Holding a garage sale is one way to make money and get rid of unwanted goods from your house. Goodbye clutter, hello cash.

2 Here's how you do it:

Get permission from your parents to hold the sale.

To have a garage sale you need to clean out the whole house and collect items to sell. You

will also need to use the garage and driveway on the day. All members of your family will be involved or affected in some way, so it is best to get permission first.

3 Also, your family may not be keen on the idea of strangers entering the house. If this is the case, you can always organise to rent a stall at a local fete or market for your sale.

Decide on a day and date for your sale.

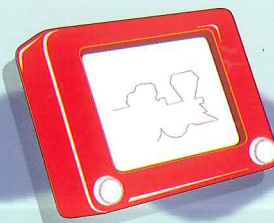
4 Saturday is usually the best day, although you can run it over the whole weekend if you are happy to stay home for two days. Decide on the hours you are going to be open for business. Don't make your start time too early, as some bargain-hunters tend to come before you are officially open. If you say 8:00 a.m., expect some customers at 7:30 a.m.

Collect your sale items.

Go through wardrobes and cupboards and find anything and everything you no longer want or need. A good rule is that if something hasn't been used in the last year, it needs to find a new home. Make sure everything is clean and well presented.

Tell friends and neighbours about your sale.

5 People are often happy to donate goods. The more variety you have the better: clothes, toys, games, books, comics, magazines, plates, appliances, sporting goods, jewellery, jars and tools are all great sellers.



Set up your goods on tables and have a rack for any items of clothing.

6 Put the same type of goods together: plants, sporting goods, toys and camping equipment, for example. Have an electrical extension cord available to prove your appliances work.

Price everything.

People don't like asking for prices, so each item needs a price. You can also group items together on the same table with a sign such as "Everything \$5".

Advertise.

7 You can place an ad in your local paper, post flyers on noticeboards and have large signs around nearby streets.

Display the signs several days in advance so people can plan to drop in on their way to other destinations. A bunch of bright balloons tied to your letterbox will show customers exactly where you are.

Have plenty of change.

- 8 You will need a good supply of coins and notes. If several members of your household are helping you, have one person in charge of the money.

Create a friendly atmosphere.

- 9 Be friendly and helpful, but let your customers enjoy exploring your sale items on their own. Put family pets, especially dogs, somewhere where they can't cause harm or be in the way of potential customers.

Barking dogs and buying things don't mix.

Lock your house and keep the keys in your pocket.

- 10 **At the end of the sale** make sure you take down all your signs and posters from local roads. You don't want people coming the following weekend when you are out.

Count your cash, relax and plan how you're going to spend all of your earnings.



Questions

- 1 Your family may not be keen because
a they will have to clean the house.
b strangers will enter the house.
c they will have to collect items.
- 2 What is a good rule for collecting items?
a You need to tell your whole family.
b Bargain-hunters will turn up early.
c If it's been unused for a year, sell it.
- 3 What do you need to prove that your appliances work?
a an extension cord
b change
c tables and racks
- 4 Where should you tie a bunch of bright balloons?
a around nearby streets
b on noticeboards
c to your letterbox
- 5 What two sections involve making sure your customers are not bothered while they explore?
a Section 2 and Section 8
b Section 6 and Section 9
c Section 8 and Section 9
- 6 Who would be most likely to benefit from having a garage sale?
a Someone with a really clean house.
b Someone who has prepared well.
c Someone who has expensive items.

Vocabulary

Find words in the text that match the meanings below. The word is in the section shown in brackets.

- 7 An untidy mess (1)
8 People who buy your belongings (4)
9 Places where people are going (7)
10 Possible or likely (9)
11 Large notices (10)

Grammar

Find a **verb** (an action word) in these sentences from the text.

- 12 Clean out your whole house.
13 Place an ad in the paper.
14 People explored the sales items.
15 You group similar items together.

Back To The Text...

- 16 In section 7 the word *bright* is used as
a a verb.
b an adjective.
- 17 The purpose of this text is
a to recount an experience.
b to instruct someone.
- 18 Another good name for this text would be:
a Garage Sale
b Everything Under \$8

Sequencing

Look back through the card to find what should happen first. Choose **a** or **b**.

- 19 a Put similar goods together in one box.
b Work out the price for each item.
- 20 a Check if it's okay with your family.
b Lock the house up.
- 21 a Decide what hours you are going to be open.
b Lock up the family pet.

Think About This

- 22 What is an important security issue you must remember?
a To keep your cash in a safe place.
b To make sure you keep your house locked.
c To make sure you have plenty of change ready.
- 23 Look at the image on the front of the card. Which of the following are not for sale?
a books and toys
b boxes and tables
c clothes and balls

Challenge Option

Design: Create a sign to advertise a garage sale at your place.

