



FREE STARTER GUIDE



LITTLE LEADERS LAUNCHPAD

# Start a Garage Sale Organizer Business!

Other people's clutter is your payday. Help families turn their junk into cash — and take a cut for making it all happen.

Ages 11 - 14

Best for: **THE STRATEGIST** entrepreneur type

## Everyone Wants a Garage Sale. Nobody Wants to Organize One.

Ask any homeowner if they'd like to have a garage sale and most will say "absolutely — we have SO much stuff to get rid of." Then ask them WHY they haven't had one yet. The answer is always the same: "It's too much work to organize." Sorting, pricing, making signs, setting up tables, sitting outside all day, negotiating with strangers, cleaning up afterward. The IDEA of a garage sale is exciting. The WORK of a garage sale is exhausting.

That work is your business. You show up, handle the hard parts, and the homeowner gets to sit back while their junk turns into cash. They're happy because they finally cleared out the garage. You're happy because you just earned \$50-\$150 for a Saturday's work.

**\$0**

Startup cost

**\$50-150**

Per sale organized

**2-3x**

Earning potential with % model

### Three Ways to Get Paid

#### Flat Fee

Charge \$40-\$75 to organize and run the sale. Homeowner keeps all revenue.

Safe, predictable

#### Percentage Split

Take 20-30% of total sales. If the sale makes \$500, you earn \$100-\$150.

Higher reward

#### Flat + Bonus

\$30 flat fee + 15% of everything over \$200. Best of both worlds.

Smart hybrid

#### Why the Percentage Model Is Smart

When you take a percentage, your incentive is perfectly aligned with the homeowner's: the more THEY make, the more YOU make. This motivates you to price items well, create eye-catching displays, negotiate smartly, and promote the sale. A well-organized garage sale makes \$300-\$800. At 25%, you earn \$75-\$200 for one Saturday. The homeowner doesn't mind paying you because YOU made the sale happen — without you, those items would still be collecting dust in the garage.

### Why This Business Is Perfect for Strategists

- ✓ \$0 startup — you use the homeowner's items, tables, and space. You bring the plan and the hustle.
- ✓ Teaches pricing strategy in real-time — is this worth \$3 or \$8? You learn FAST when real money is on the table.
- ✓ Negotiation practice — haggling with garage sale shoppers sharpens a skill you'll use your entire life
- ✓ High earning per event — \$50-\$200 for 4-6 hours of work is an excellent effective hourly rate
- ✓ Spring and summer are PRIME season — everyone wants to declutter when the weather warms up
- ✓ Pairs perfectly with thrift store flipping — YOU know what's valuable. You can help homeowners price correctly AND spot items you'd want to buy for resale.
- ✓ Multi-family sales multiply everything — organize a neighborhood-wide sale and manage the whole event
- ✓ Repeat business exists — people accumulate new stuff every year. Annual garage sales become your annual payday.

#### Sneak Peek: From the Full Guide

"The 'Neighborhood Block Sale' is your single biggest earning opportunity. Instead of organizing one family's sale, convince 3-5 neighboring families to hold their sales on the same Saturday. You organize ALL of them for a percentage of each. More houses = more foot traffic = more sales per house = more money for everyone. Post it online as a 'Multi-Family Block Sale' — those listings get 5-10x more attention than single-family sales. You're not just an organizer anymore — you're an event producer. And event producers get paid accordingly."

### The Full Startup Guide Covers:

- ✓ The 3 payment models explained: when to use each and how to pitch them
- ✓ Step-by-step sale organization: sorting, pricing, displaying, and the optimal table layout
- ✓ Pricing psychology: how to set prices that sell fast without leaving money on the table
- ✓ Marketing the sale: where to post, how to write listings, and the sign strategy that drives traffic
- ✓ The "Neighborhood Block Sale" strategy that 3-5x's your earnings
- ✓ Negotiation tactics: when to hold firm, when to bundle, and when to discount
- ✓ The "Last Hour Fire Sale" technique that clears remaining inventory fast
- ✓ What to do with leftovers: donation, online resale, or your OWN flipping inventory
- ✓ First-sale action plan + printable worksheets



This section is in the Full Startup Guide

[Unlock the Full Guide →](#)

## Ready to Turn Other People's Clutter Into Your Cash?

Organize. Price. Sell. Profit. The business where everyone wins.

NEXT STEP

### Garage Sale Organizer Complete Startup Guide

8 pages covering payment models, organization process, pricing psychol, marketing, the Block Sale strategy, negotiation tactics, the Fire Sale technique, leftover handling, and your first-sale plan with printable worksheets.

**\$5.99** instant download

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THE FULL ADVENTURE

### Little Leaders LaunchPad Activity Book

The complete 88-page entrepreneurship curriculum with business plans, branding, marketing, money skills, and more.

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**Parents:** Garage sale organizing is a supervised, daylight, outdoor activity that takes place at the client's home. We recommend parents be present (or nearby) for the duration of the sale, especially for younger organizers. The guide covers money handling — all cash should be counted together with the homeowner at the end of the day, never before. Kids should not be responsible for a cash box alone during the sale. For Neighborhood Block Sales, a parent should help coordinate between families and manage logistics. The business teaches real-world economics (pricing, negotiation, supply and demand) in an incredibly tangible way — it's one of the most educational businesses in this entire guide series.