

## What to Bring when Selling at a Craft Show:

- ✓ Lots of cash in singles, mostly. Keep it in a lockbox or an apron pocket.
- ✓ Card reader (You can use the [PayPal reader](#) or [Square](#) to accept credit card payments on your phone; doing this will seriously increase your selling potential!)
- ✓ Business cards to give out, or freebie logo items like stickers or buttons
- ✓ Bags or other product packaging (You can even save up grocery bags for this and just offer them if people ask, rather than buying branded or colored bags.)
- ✓ A portfolio of your other work is helpful if you want to offer custom orders in the future - make one by taking images from your past work and putting them into a simple photo album.
- ✓ A signup sheet for people to join your mailing list, if you have one, or to sign up to be contacted about custom orders or shop updates. (Just a simple printout with two columns - name & email - and now you have a way to contact them again for future sales!)
- ✓ Snacks and bottled water! Eat healthy and don't get dehydrated. You never know what food will be available at the venue or how much time you'll have for a break, but you can take a quick bite behind your display to keep up your energy.
- ✓ Rope to hang up in your display area to hang products or signage, clips or clothespins to hang your products & signs, duct tape and washi tape, extra pens and permanent markers. You just never know!
- ✓ Breath mints
- ✓ A chair to sit in when your booth isn't crowded
- ✓ Calculator (Your phone might die!)
- ✓ A list of your inventory on a clipboard (if possible, mark things off as they sell so you can keep track of what you sold when the event is over - or at the very least you will be able to tell what sold by comparing your list to what's left over at the end).
- ✓ A receipt book - some people will want a receipt, though it's not practical to offer it to everyone as filling one out can be timely. You can find one at any office supply store.
- ✓ Headache pills and bandages (Just in case!)
- ✓ A small apron with pockets to hold your change, pens, and receipt pad.
- ✓ A smile & a positive attitude!