

# Tips to help you sell your orchids (and other plants too)

## Readying plants for sale:

- Plants that look good are more likely to be sold.
  - Spiff up your plants prior to bringing them in for sale. Plants that have been recently repotted are more likely to be sold.
  - Clean the leaves and remove any dead or dying areas.
- Plants that have pictures of the flowers, and growing info accompanying the plants help with their sale. Remember, not everyone working the sales table may have grown the plant you bring in.
- Plants that show insects, diseases, or just look bad, will be removed from the sales table, at my discretion.
  - If you wouldn't be willing to buy it, don't bring it. We don't want the IOS to have a reputation for selling poor plants. Remember, the people who purchase our plants are potential new members (as well as many current members!). That potential new member was me once, and and you...
- If you are bringing little, wee plants to sell, be sure to put them into something that prevents them from being easily knocked over – like a tray or a bigger, more stable pot.
  - Muffin tins can work well for this – just be sure to use one for your correct number of pots. Large muffin tin with just a few plants won't work – table space is usually at a premium.
- We do need to apply a new barcode label to each plant or sale item.
  - The bar-coded label is unique to each show, so old bar-coded labels will not work.
    - Please be sure to remove your old labels prior to putting the new labels on.
  - The bar-code reader has a hard time 'seeing' the labels on round or square pots, or small plants
    - It is helpful to put in a blank plastic label (chopstick or wooden skewers also work) that the barcode label can be attached too. I find them often in thrift stores.
- IOS portion of your sale price is 27%, so price your plants with that in mind.
- Non-orchids are allowed at the sale, following the above rules. All items for sale **MUST** have a barcoded label to be sold. **No exceptions.** Any items without a new bar-coded label **CAN NOT** be sold.
- If you have any questions or concerns about getting your plants ready for the sale, please contact me at [iosplantsales@gmail.com](mailto:iosplantsales@gmail.com)