

COMMUNITY  
**CALENDAR**

The **COMMUNITY CALENDAR** appears each Monday and Thursday. Contributions to this list of upcoming events are welcome and should be submitted two weeks before the event. Submissions **MUST** be typewritten or legibly printed and include the name and phone number of a contact person. Send items to P&D Calendar, PO Box 56, Yankton, SD 57078, or email to news@yankton.net.

**MONDAY**

**Line Dancing**, 9:30 a.m., The Center, 605-665-4685  
**Quilting**, 9:30 a.m.-3 p.m., The Center, 605-665-4685  
**Cardio Exercise**, 11 a.m., The Center, 605-665-4685  
**Daily Reprieve**, noon, open meeting non-smoking, 1019 W 9th St.  
**Interchange**, noon, open meeting, Minerva's Bar and Grill, 605-660-8849.  
**Cribbage**, 1 p.m., The Center, 605-665-4685  
**Pinochle**, 1 p.m., The Center, 605-665-4685  
**Whist**, 1 p.m., The Center, 605-665-4685  
**River City Harmony Sweet Adelines**, 6:30 p.m., First United Methodist Church, 11th and Cedar, 605-661-7162  
**Daily Reprieve**, 7 p.m., closed meeting non-smoking, 1019 W 9th St.

**FIRST MONDAY**

**Yankton Lions Club**, 6 p.m. dinner, 6:30 p.m. meeting, JoDeans, 605-665-4694  
**Heartland Humane Society Board Meeting**, 6:30 p.m., 601 1/2 Burleigh  
**Yankton Parks Advisory Board Meeting**, 5:30 p.m., RTEC, 1200 W. 21st Street

**SECOND MONDAY**

**Yankton Diabetes Support Group**, 1 p.m., Benedictine Center, AVSHH, 605-668-8000 ext. 456  
**Yankton Republican Party Executive Meeting**, 5:30 p.m., 2507 Fox Run Parkway, 605-260-1605  
**Yankton School Board Meeting**, 5:30 p.m., YSD Administration Building, 2410 West City Limits Road, 605-665-3998  
**Yankton Area Writers Club**, 7 p.m., Books & Beans, downtown Yankton, 605-664-6582  
**Tri-State Old Iron Association Meeting**, 7 p.m., JoDeans Restaurant, 605-665-9785.  
**Yankton City Commission**, 7 p.m., RTEC, 1200 W. 21st Street  
**YHS Booster Club Meeting**, 7:30 p.m., Summit Activities Center Meeting Room, 605-665-4640

**THIRD MONDAY**

**Yankton Golf Advisory Board Meeting**, noon, Fox Run Golf Course, 600 W. 27th Street, 605-668-5205  
**Friends Of The Yankton Community Library**, 5:30 p.m., Yankton Library, 515 Walnut  
**Yankton Lions Club**, 6 p.m. dinner, 6:30 p.m. meeting, JoDeans, 605-665-4694.  
**Yankton American Legion Auxiliary**, 7:30 p.m., VFW Building, 209 Cedar Street

**FOURTH MONDAY**

**NARFE Chapter 1053**, 10 a.m. at The Center, located at 900 Whiting Drive.

**TUESDAY**

**Table Tennis**, 8:30 a.m., The Center, 605-665-4685  
**Yankton Community Forum**, 8:30 a.m. coffee, 9 a.m. meeting at Hillcrest, 605-664-5832  
**Ladies Pool**, 10 a.m., The Center, 605-665-4685  
**Weight Watchers**, 10:30 a.m., 413 W. 15th Street. Weigh in 1/2 hour before.  
**Yankton Alanon**, noon, non-smoking session, 1019 W 9th Street  
**Nurse**, 12:30-3:30 p.m., The Center, 605-665-4685  
**Open Cards**, 12:45 p.m., The Center, 605-665-4685  
**NAMI (National Alliance on Mental Illness) Connections Support Group**, 1:30-3 p.m. Use basement door of the former Sir Charles Hotel with the address of 301 Capital above the doorway., 605-661-4434.  
**Bingo**, 7-9 p.m., The Center, 605-665-4685  
**Open Billiards**, 7-9 p.m., The Center, 605-665-4685  
**Yankton Alcoholics Anonymous STEP Sessions**, 7 p.m. and 8:30 p.m., 1019 W. 9th St.  
**Vermillion Unity Alcoholics Anonymous**, 7:30 p.m., closed session, Trinity Lutheran Church at 816 E Clark St. Vermillion.  
**Vermillion Alcoholics Anonymous**, 8 p.m., non-smoking closed session, 16 1/2 Court St. Vermillion

**FIRST TUESDAY**

**Yankton Area Banquet**, 6 p.m., United Church of Christ, Fifth and Walnut

**SECOND TUESDAY**

**VFW Auxiliary**, 7:30 p.m., 209 Cedar Street

**THIRD TUESDAY**

**Yankton Area Banquet**, 6 p.m., United Church of Christ, Fifth and Walnut

**WEDNESDAY**

**Line Dancing**, 9:30 a.m., The Center, 605-665-4685  
**Quilting**, 9:30 a.m.-3 p.m., The Center, 605-665-4685  
**Nurse**, 10 a.m.-noon, The Center, 605-665-4685  
**Cardio Exercise**, 11 a.m., The Center, 605-665-4685  
**Daily Reprieve**, noon, non-smoking open session, 1019 W. 9th St.  
**Whist**, 1 p.m., The Center, 605-665-4685  
**Yankton Alcoholics Anonymous**, 7:30 p.m., non-smoking session, 1019 W. 9th St.  
**Springfield Footprints**, 7:30 p.m., non-smoking open session, Catholic church, Springfield

**FIRST WEDNESDAY**

**Partnership Bridge**, 1 p.m., The Center, 605-665-4685

**SECOND WEDNESDAY**

**Duplicate Bridge**, 1 p.m., Partnership Bridge, 1 p.m., The Center, 605-665-4685

**THIRD WEDNESDAY**

**Partnership Bridge**, 1 p.m., The Center, 605-665-4685

**THURSDAY**

**Table Tennis**, 8:30 a.m., The Center, 605-665-4685  
**Ladies Pool**, 10 a.m., The Center, 605-665-4685  
**Yankton Sertoma**, noon, Pizza Ranch, 605-661-7159  
**Daily Reprieve**, noon, non-smoking open meeting, 1019 W 9th street.  
**Avera Sacred Heart Hospital Toastmasters**, noon, Benedictine Center; open session 605-665-6776  
**Pinochle**, 12:45 p.m., The Center, 605-665-4685  
**Dominos**, 1 p.m., The Center, 605-665-4685  
**Weight Watchers**, 4 p.m., 413 W. 15th Street. Weigh in 1/2 hour before.

**Weight Watchers**, 5:30 p.m., 413 W. 15th Street. Weigh in 1/2 hour before.

**Take Off Pounds Sensibly (TOPS #SD 45)**, Weigh-in 5:30-6:30 p.m., meeting 6:30-7:30. RTEC building, 1200 W. 21st St. For more information call 605-665-3738 or 667-9274.

**Yankton Area Banquet**, 6 p.m., United Church of Christ, Fifth and Walnut  
**Celebrate Recovery**, 7 p.m., Calvary Baptist Church, Youth Room #4, 2407 Broadway, Yankton, 605-665-5594

**Freeman Alcoholics Anonymous**, 8 p.m., non-smoking closed meeting, City Hall, 3rd and Poplar, Freeman.

**Yankton Alcoholics Anonymous**, 8:30 p.m., open session, 1019 W 9th St.  
**Yankton Alanon**, 8:30 p.m., 1019 W 9th Street

**THIRD THURSDAY**

**HSC Friendship Club**, 5 p.m., July: Max Pub, Volin, 605-665-5956

# Sweating The Details: How To Have A Great Garage Sale

## Planning, Realistic Pricing Are Keys To A Successful Sale

BY SUSAN DUNLAP  
© 2011, Fort Worth Star-Telegram

FORT WORTH, Texas — True story. The first words my now-19-year-old son read out loud were “garage” and “sale.” Spying the sign ahead, he knew, as did I, that those words held promise of a treasure yet to be found for mere pennies on the dollar.

Today, garage sales are my brand of recycling-meets-profit margin. If my kids outgrow something, or if an item has outlived its purpose, I put it aside to include in my next sale. Planning is key to a successful sale. Here’s how to do it.

**MANAGE CITY RULES AND NEIGHBORS**

It is important to research and secure the permits required by local government. Check your city’s website for details.

Because most municipalities restrict the number of signs you can post, an ad in a local paper is money well spent.

It is also a good idea to notify your neighbors of the impending sale. A flier dropped off a few days before will give them a heads-up that traffic and parking may be heavy, and they can also plan to attend the sale.

**GATHER YOUR GOODS**

There are two main goals: First, to get rid of things, and second, to realize a little reward for the effort. This isn’t “Antiques Road Show” in the driveway, out to make a huge profit off of that lamp Aunt May insisted you take from her 1970s throwback guest room. No, no, no, the sale is held to A) find a great home for that lamp and B) make a buck or two.

Stockpiling items over the course of a few months — or in my case, a year — should yield enough merchandise to make holding and attending a sale worthwhile. As you put things aside, make sure they are clean, that they work, that any needed repairs are done and that any necessary literature or accessories are included. A Barbie karaoke machine is only going to be valuable to the buyer if it includes the power cord and the manual.

Friends and neighbors are also good sources for sale items. A co-worker who knew I was gathering things for a sale recently sent me home with a large mirror, several frames and an oscillating fan that his family no longer wanted. All were still in great shape.

A different approach is to co-host a sale. Another friend had a lot of items she no longer wanted, but she also wanted to share in the profits. She helped with organizing and working the sale, and marked her items with her initials so she could be credited. Marking each item with a different color tag is another easy way to keep track.

**SET UP YOUR ‘STORE’**

Think like a retail store owner. When you walk into your favorite shop, do you have to step over shoe boxes thrown willy-nilly on the floor and paw through crates of unfolded clothes? No, the owner has made an effort for you to see all that is available and has grouped everything in a pleasing way. If you have clothing for sale, borrow or rent a rolling rack. Shorts and pants are fine folded on a table, but shirts, dresses and jackets sell much better if they are on hangers. If you cannot locate a



MAX FAULKNER/FORT WORTH STAR-TELEGRAMMCT

Price your sale items so that you won’t be left bringing them back into your garage at the end of the day.

clothing rack, improvise one with a sturdy rod hung securely from the garage rafters.

Look at what your inventory is like and group accordingly. Clothing, toys, books, electronics, household items and Christmas are just a few of the categories that I put together.

Typically, valuable items like large electronics and furniture are big draws, so place them at the back and center of the sale, the highest-profile areas. Buyers will have to walk through all of the merchandise to get to the most attractive items, which will increase the chances of additional sales.

Items should be priced individually, with the exception of clothing. Nothing frustrates a shopper more than having to track down the sale host to get prices. (I try to price items as I stockpile them.) For clothing, a well-placed price list is all you need (for example: T-shirts, \$1; Dresses, \$5). While some items may be worth more than others, the simplicity of a list keeps traffic and merchandise moving. Also,

for an almost-new fan is far more reasonable. Price your items so that you won’t be bringing them back into your garage at the end of the day. If you have more expensive items to offer, like a flat-screen TV, do a little research. Look at websites like Craigslist to see what people are asking locally for items like yours, and price it for less.

Don’t be reluctant to bargain with potential buyers. At my sales, prices are typically firm at the beginning of the sale day, 8 a.m., and discounts are offered as the day wears on, say at about 11 a.m.

**MAKE CHECKOUT EASY**

Just like a store, make it easy for buyers to pay for their items. We set up a table at the sale entrance with price lists, a calculator, a cash box, a supply of bags and a tablet to keep track of sales (if more than one person is hosting).

It is important to have enough change on hand. If yours is the first sale buyers attend, you’ll soon be awash in \$20 bills, so make sure you have plenty of small bills, as well as quarters. (I usually start out with

\$100 in change.) One tip: A carpenter’s apron makes a handy cash holder and change-maker. To keep everything safe, lock up extra money.

Garage sales are typically understood to be all sales final, but there are exceptions. If key components are missing or broken, the buyer should expect to be able to return the item for a refund. At our last sale, we sold a bug zapper that was still in the original box and that we assumed worked. It didn’t, so we gave the guy his \$10 back. It turns out that we were able to locate the receipt and return it to Walmart for a \$50 refund.

**CLEANING UP**

Inevitably, there will be items left over at the end of the sale. Remembering the first goal of the sale — to get rid of stuff — consider donating everything to a charity. You will keep those items from repopulating your house, and you will earn a tax write-off. Some charities will pick up your leftovers, while others ask that you deliver the items to a drop-off location. Either way, you’ve met your goal.

Another option for software, CDs, books or magazines: Take them to a reseller, like Half Price Books.

**There are two main goals: First, to get rid of things, and second, to realize a little reward for the effort. This isn’t “Antiques Road Show” in the driveway, out to make a huge profit off of that lamp Aunt May insisted you take from her 1970s throwback guest room.**

make sure you have a copy of the price list at the “checkout.”

One nonsale item that is essential is a power cord that buyers can use to test electronic items.

**KEEP IT MOVING**

Enlist a friend or your spouse to regularly walk through the sale area, filling in holes where merchandise can be replaced, answering questions, encouraging sales and bargaining.

**KEEP PEOPLE HYDRATED**

Summer is the optimum time for garage sales. Make it easier for people to stay outside in the heat and keep shopping by selling water. My daughter is in charge of her own concession stand for hot, thirsty buyers. Consider selling lemonade or baked goods. It is a good money-earning opportunity for kids, and a way to keep buyers engaged.

**SET REASONABLE PRICES**

Again, you are asking customers to buy what you no longer want. So even if that fan cost \$60 new, don’t expect to get even half of that at a garage sale. Price it to move; \$10-\$15

**BIRTHS**

**LOGAN WELCH**

Matt and Renee Welch of Tyndall announce the birth of their son named Logan Daniel, born July 7 at 11:34 a.m. He weighed 7 pounds, 4 ounces and was 19 inches long. Logan joins older brothers Levi, 2, and Liam, 1.

Grandparents are Victor and Ruth Janak of Niobrara, Neb. and John and Bonnie Welch of Yankton. Great-grandparents are Annabelle Ferguson of Bloomfield, Neb., and Hilda Carda of Armour.

**CODY HOXENG**

Tyler and Sarah Hoxeng of Volin announce the birth of their son, Cody David. Cody was born on July 6, 2011, at 7:31 a.m. He weighed 9 pounds, 11 ounces, and was 21.25 inches long.

Cody joins older sister Taylor Jane (age 4).

Grandparents are Pam and Roger Hamilton, Yankton; and, Dave and Dana Hoxeng of Volin.

Great-grandparents are Don Boyd, Yankton; Darlene Hoxeng, Yankton; Delores Hamilton, Redfield; and, Hubert and Alice Koch, Salem.

**MAKENZIE FOXHOVEN**

Tina and Cory Foxhoven of Hartington, Neb., announce the birth of their daughter Makenzie Jo. Makenzie was born June 23, 2011, at Sacred Heart Hospital, Yankton. She weighed 8 pounds, 6 ounces, and was 21 inches long.

Makenzie joins siblings Zack (age 4) and Jordan (age 3).

Grandparents are Tom and LaDonna Kuchta of Crofton, Neb.; and, Terry and Joan Foxhoven of Wynot, Neb.

Great-Grandparent is Betty Foxhoven of Wynot, Neb.

**CATHRINE BITTERMAN**

Dave and Mary Frances Bitterman of Delmont are pleased to announce the birth of their daughter Cathrine Frances, born June 2, 2011, at 4:11 p.m. She weighed 7 pounds and 13 ounces. Cathrine joins older brother Andrew, 18 months.

Grandparents are Eileen and the late Delbert Bitterman of Delmont, and Roman and Frances Honner of Tabor.

**BIRTHDAYS**

**AGNES HORACEK**

Agnes Horacek will be celebrating her 80th birthday with an open house hosted by her children, grandchildren and great-grandchildren on Saturday, July 23, 2011, from 2-4 p.m. at Sunrise Apartments, 2015 Green St. Yankton. The family requests no gifts. Greetings may be sent to 2015 Green St, Apt 166, Yankton SD 57078.

**MENUS**

Menus listed below are for the week of July 18-22. Menus are subject to change without notice. All meals are served with milk. YHS Combo Line meals are served with choice of milk or shake.

**Summer Food Service Program**

Monday — Fiestada  
Tuesday — Popcorn Chicken  
Wednesday — Teriyaki Nuggets  
Thursday — Beef Sticks  
Friday — BBQ Chicken Burger

**Cash for your Old Gold**  
**COIN BUYER**  
All U.S. & Foreign Coins/Stars  
Paper Money, Coin & Stamp Collection  
Broken rings, chains, any jewelry & gold teeth  
Gold & Silver Bullion  
Appraised & Purchased  
Estates Our Specialty  
Bank and Attorney References Available

Serving Collectors Full Time Since 1967 - Jim Matney  
**NATIONAL COIN & STAMP CO**  
NGC Dealer 1801 Main • Tyndall, SD 57078  
Call For Appointment  
**FREE APPRAISALS 605-589-4843**

**www.yankton.net**

Monday - Wednesday are the **BIGGEST SENIOR DAYS** of the SEASON

**Schweser's** Fashion for Less www.schwesersstores.com \*\$5 or better qualifies for senior discount

**3 Days Only**

**SENIORS** take an **EXTRA 25% OFF** on top of up to 90% Off!

Yankton Mall