

## ЭКЗАМЕНАЦИОННЫЙ БИЛЕТ № 11

### 4. Выполните анализ и реферирование текста «How to profit from a garage sale» (15 баллов)

So, do you want to have the best garage sale and actually make some money off of the items that have been sitting in the garage for way too long? In order to do this, you must take the time to plan out your garage sale so that you have enough items to make a decent profit as well as getting considerable traffic to your yard. The following steps will help you plan the best garage sale that will guarantee some cash in your pocket by the end of the day.

The first thing you want to do before having a garage sale is to make sure you have enough items to sell. If your yard looks empty from the street, potential buyers may not stop to check out what you have. Make sure that you have plenty of items close to the road. This may mean you need to have a "driveway sale" or "yard sale" instead of having it in the garage.

If you do not have enough items to sell, consider inviting your neighbors and friends to sell their items with you. To be fair, you should label each contributor's item with a different colored tag so that you can keep track of each seller's earnings. You can also ask friends and neighbors for donations. They may have things in their home that they would like to get rid of without having to make a profit off of it.

Compile the items you want to sell and sort them out in an empty space in or by your home. While sorting, think of ways in which you will display your items so that they are organized appealing to potential buyers.

When people go to garage sales, they expect everything to be labeled with the price. People may not bother to buy an item if they have to ask how much you are selling it for. Usually, you will want to price your items lower than a common thrift store would price them/ and you will sell things for 20% of the original buying price depending on the condition of the item.

**You may price them higher, but the high prices may turn away some prospective buyers.**

You may also be holding a garage sale for charity in which case you can price your items a little higher than usual. Make sure to pass out materials that explain where the benefits go and how they will be used. You will want to price your items within the range listed below.

Make plenty of signs and put them around your area. Make these signs simple and easy to read. Do not put too much information about the sale on signs that you expect drivers to see.