## GUIDE TO SELLING HOLIDAY OR SEASONAL HANDMADE ITEMS

MONTH	START SELLING - IST HALF OF MONTH	START SELLING - 2ND HALF OF MONTH	PACK UP OR Clearance out
JANUARY	Valentine's Day	St. Patrick's Day	Christmas/Chanukkah and Winter
FEBRUARY	Spring/Spring Break related		Valentine's Day by the end of the month
MARCH	Easter*		St. Patrick's Day by the end of the month
APRIL	Wedding	Graduation, Mother's Day	Easter and Spring by the end of the month
MAY	Graduation, Patriotic - Memorial Day	Father's Day	Mother's Day
JUNE	Summer, Patriotic - July 4th		Graduation, Father's Day
JULY	Back to School		Patriotic - Specifically July 4th
AUGUST	Fall	Patriotic - Labor Day	Summer
SEPTEMBER	Halloween		Patriotic, Back to School
OCTOBER	Thanksgiving, Winter		Wedding, Fall
NOVEMBER	Christmas/Chanukkah		Halloween by mid month
DECEMBER	Christmas/Chanukkah, New Year		Thanksgiving, New Year at the end of the month

<sup>\*</sup>Easter is a tricky holiday because it falls in either March or April. If Easter falls the first week of April or earlier, you should focus on Easter listings in the first half of March.

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