



The Golden Glow of Christmas Past 45th ANNUAL CONVENTION

Welcome to The University of ChicaGlow

Room Hopping — *Buying*

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ROOM HOPPING IS A WAY to learn about items and collections, meet new Glow friends, and build your personal collections.

Don't be concerned that you are in someone's personal space—they have invited you in. Room hopping takes place in the personal hotel rooms of Glow convention attendees. The rule is if the door is open, you are welcome to come in. Some sellers decorate their doors, place larger items outside in the hallways to entice you, or simply use a sign to designate that they are open. Upon entering, you will notice that items for sale are spread all over the room on shelves, tables, beds, in drawers, or hung from the curtains. Be sure to look in every nook and cranny for that one treasure you are seeking. Be sure to wear your convention badge at all times. If you are a "First Timer," be sure you wear your badge ribbon, as some rooms will offer a "First Timer" discounts on your room hopping purchases.

Each room holds a new treasure, some are high-end museum quality items costing hundreds of dollars, but most will fit your pocketbook and boost your collection. There is something for everyone and every collection. Remember that not all rooms are open at the same time. Some people open only in the evening, some are open every time they are in their rooms. That said, sales room will not be open during the General Membership meeting and the educational talks. Be sure to check each selling floor every day. Some sellers put out different items throughout the week and have discount days toward the end of the convention.

Things to Remember

Your list. What's at the top of your wish list? The Glow convention is a once-a-year chance to see and hold before buying that hard-to-find item that you need for your collection. It is easy to get overwhelmed by the thousands of items sold during room hopping and not come home

with the one treasure you were seeking. Making a list helps you stay focused on that prize.

When you see it, buy it. If you walk away, it may not be there when you come back. Remember that everyone is there for the same thing—to bring home that perfect treasure—so it will be bought up quickly.

Paper and pen. After a while, you will literally forget where you have been and where you saw that item that you now want to buy. Make notes and you won't be sorry.

Cash. Most people selling are individuals, not businesses, and as such they may not have the ability to take credit cards. Personal checks may be accepted but it is best to pay by cash. That means bring smaller bills and have plenty of it. An ATM is located in the hotel and several are within a block of the hotel.

An extra bag or suitcase. A tote bag may be helpful as you're shopping (not all sellers may have bags available for your purchases), but trust us, you'll need a safe way to transport all of your new treasures safely home. You might consider bringing wrapping paper and bubble wrap if you plan to buy breakable items.

What about bargaining?

That's always the unspoken question whenever you're buying vintage merchandise, whether you're at a garage sale, flea market, or convention. It never hurts to ask if the seller will consider a discount. A good way to do this is by asking the seller, "Do you have any room in your price?" Remember that sellers need to make a fair profit on their merchandise, but they also don't want to carry it home. A friendly smile, a compliment on the quality of their goods, and a simple question are acceptable and expected. Just be polite and if the answer is "no," say thank you and move on to the next room. There may be something better in another room that is within your budget.