

## Match. Fold. Raise. Gambling, with a Twist.

By Janie Foley



Match the offer and leave no room for true victory. Fold your hand, hand over that victory. Raise the stakes and automatically call out anyone who can't afford to take a chance on meeting your newly set standards. Take a chance, the victory is yours. What if that victory was something more valuable than dollars bills?

If your intrinsic value, worthiness, and demand were the wager, would you match, fold, or raise?

Much like a poker game, your life is in constant motion; nothing stays still. You're always losing something to make room for something else. Too often, we don't take the opportunity to play our true hand. We fear the risk but want the prize. It isn't until you realize that you control the direction of the game, that you'll steer

it towards your victory. After all, it is already yours.

When you begin to finally take control, everyone else around you are left with **three** options.

1. At the minimum, to stay relevant, they must **match** your offer.
2. They can **fold** completely, opting out.
3. They **raise** the stakes.

When you raise your own hand. When you hold yourself to higher standards, you automatically raise the standards of which everyone else is held. It's here that waging yourself is no different than gambling big bucks. The only difference, you don't lose cash, but you do lose anything and anyone not adding value to your game. And if you lose anything and anyone not adding value to your life, you might not gain immediately, but you win instantly. In this sense, a loss is a gain when you lose what holds you back.

When you raise your level of self-respect, you automatically raise the level of respect you receive from everyone else willing to take you on. When you raise your level of self-honesty, you raise the bar for the expected honesty of everyone else you place in your life. Likewise, when you lower your standards, you lower the levels of respect, honesty, and quality you receive from everyone else. Our minds operate on a negative feedback system. If someone gives you less, but still more than you give yourself, they haven't reached your lowest limit. They're strategic enough to stay in your game. More often than that, they also know exactly how to play you. If it is you who gives yourself less, why should or would anyone else work harder to give you more? I'm sure you've heard that cliché saying, "Work smarter, not harder." You can't expect anyone to work harder for you when you don't work smarter for yourself. If you could get the same results for half the work, why wouldn't you? So, why shouldn't anyone else?

Matching, folding, or **RAISING**. Be it at your place of employment, with your boss and colleagues, with your significant other, friendships, school with fellow classmates or instructor, you set the standard for which everyone else in your life is expected to reach. You set the limit for how low and little you're willing to take from anyone outside of yourself. Fail to reach that bar, no **impact** is made. Find those few significant ones that'll raise it, and a **legacy** will be created, and it starts with **YOU**.