

# THE JORDAN HARBINGER SHOW

## Worksheet for Molly Bloom | The One Who Makes the Rules Wins the Game (Episode 120)

[Molly's Game: The True Story of the 26-Year-Old Woman Behind the Most Exclusive, High-Stakes Underground Poker Game in the World](#) author Molly Bloom didn't set out to run the most celebrated game in town, get taken down by the FBI, or have a movie made about her experiences, but here we are.

In [episode 120](#), Molly shares the business and psychology lessons she learned over eight years of running these underground poker games, why she took responsibility for her actions instead of selling out her former clientele when the FBI showed up on the scene, and what she's looking forward to next. Listen, learn, and enjoy!

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## Find Your Trojan Horse

Before *Molly's Game*, Molly Bloom was a cocktail server at a high-stakes A-list poker game. She was 23 and saw a special opportunity for networking that would probably never come again. Suddenly she found herself with access to money, power, and expertise. Her goal was to stick around the game by becoming indispensable to it.

Molly told me that the poker game was her “trojan horse” into whatever she wanted to get into next. She wasn't sure if she wanted to pivot into real estate or tech or whatever else -- but she knew this was the time to create opportunity.

**It's not uncommon for us to find ourselves in the middle of a special situation (*though it's obvious that Molly's story is rarer than being struck by lightning a dozen times*). Have you ever had a sneak peek into a special world? Might you have one coming up? How could that be your trojan horse that leads to something more?**

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## Befriend Anyone

Molly entered the poker world with no knowledge of the game.

What she lacked in Texas Hold 'Em technique, she made up for with determination and creativity. Her plan to excel in this environment was to befriend everyone. Her mantra was: *"Figure out a way to work hard and make people feel special."*

Her guide to making people feel special? "Procure a genuine curiosity." She suggests being a really good, curious listener. Molly told me that everyone is always trying to talk, so be the one who listens. Also, be authentic because inauthenticity comes across as *an angle*.

**How can you improve relationships by becoming a better, more curious listener?**


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## Tell a Story

The most successful products in the world are sold on the strength of their story. Molly found the psychology behind marketing -- *especially that of Las Vegas* -- to work just as well in her underground world. "People are so drawn to stories and myth," she told me. That's why she created a world to make everyone feel part of something special -- and part of something that they'd be sure to tell people about.

**Where in your life can you create more intrigue and myth through storytelling?**



Full show notes and resources for this episode [can be found here](#).

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## About



Join Jordan Harbinger (critically acclaimed host, formerly of The Art of Charm) as we get deep into the untapped wisdom of the world's top performers -- from legendary musicians to intelligence operatives, iconoclastic writers to visionary change-makers.

We deconstruct the playbooks of the most successful people on earth -- and learn new strategies, perspectives, and insights you can't find anywhere else. Then, take these insights into your own life and live what you listen.

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