This detailed briefing document reviews the main themes and most important ideas or facts from the provided source, "Ask THESE 3 Questions to Make $100/hr in Poker," offering a simplified, repeatable strategy for live poker, particularly in heads-up, in-position, pre-flop raised pots.

Live Poker Strategy: The 3-Question Framework for $100/hr+

The core of this poker strategy is to avoid overcomplicating decisions and instead rely on a simple, repeatable three-question flowchart. This approach is specifically designed for live poker, where opponents are often "unbalanced" and prone to predictable mistakes, rather than the complex, equilibrium-based (GTO) strategies used in online play. The goal is to maximize profit by exploiting opponent tendencies.

"If you're earning under $100 an hour playing poker, you cannot afford to make this mistake... All you have to do [is] ask three questions..."

The Three Core Questions (in order):

1. **What's their range? (Capped or Uncapped)**
2. **Will they fast-play their strong stuff on this board?**
3. **What is our hand? (Value, Showdown Value, or Bluff)**

These questions guide decision-making on each street (Flop, Turn, River).

Key Concepts & Definitions:

* **Heads-up pot, in-position, as the pre-flop raiser:** The specific scenario this flowchart is designed for.
* **Range:** The set of possible hands an opponent can hold.
* **Capped:** An opponent's range has *taken actions somewhere along the way to indicate they don't have the strongest hands in their range.* This often happens when they check a strong hand in a spot where they would typically bet.
* **Uncapped:** An opponent's range *can have all these strong hands on this board that are just never folding if all the money is piled in.* Their actions haven't limited them to weaker holdings.
* **Fast-play (Strong Stuff):** Betting or raising strong hands to build the pot quickly, typically out of fear of a "bad card" coming (e.g., flush draw, straight draw completing).
* **Invulnerable:** A strong hand on a board that doesn't present many scary future cards (e.g., no flush draws, few straight draws). Players with invulnerable hands are less likely to fast-play.
* **Inelastic Hands:** Hands that *just aren't folding right now even if we put a ton of money in.* These hands are resistant to large bets.
* **Elastic Hands:** Hands that are sensitive to sizing and will fold if faced with a large enough bet.
* **Showdown Value (SDV):** A hand that has some equity but is not strong enough to bet for value multiple streets.
* **Value:** A strong hand that wants to build a large pot.
* **Bluff:** A weak hand trying to win the pot by getting the opponent to fold.
* **Static Board:** A board where *pocket aces are going to be the nuts on almost every turn card.* The nuts do not change frequently.
* **Dynamic Board:** A board where *a lot of turn cards change the nuts.*

Decision Flowchart Logic & General Principles:

The strategy emphasizes exploiting opponent tendencies, particularly their passive nature and tendency to "float" (call with weak hands) too often.

I. Opponent's Range: UNCAPPED

If the opponent is uncapped, the next question is: **Will they fast-play their strong stuff on this board?**

**A. YES, they will fast-play their strong stuff (common on wet/dynamic boards):** \* **Goal:** Allow opponent to cap themselves. \* **Your Hand Action (Flop/Turn):** \* **Value (e.g., Set, Top Pair strong kicker, Nuts):** Bet **small**. "If our opponent has Jack nine or pocket Deuces, if they have a very strong hand, they are going to put in more money for us right now." \* **Showdown Value (e.g., Pocket Tens on J92):** Bet **small**. "When our opponent just calls on the Flop, they're going to be raising off a lot of the strong hands and in general our opponents are going to call too much pre-Flop, call too much on the Flop and raise off too many of their strong hands." This funnels them into a line where they often "monkey stab" (bluff) on the river, allowing for profitable call-downs. \* **Bluff (e.g., 8-high on J92):** Bet **small**. "If our opponents are going to fast play a good percentage of their strong hands we can get our opponent to be capped instead of uncapped." This sets up later street bluffs. \* **River (after they called small on Flop/Turn and are now likely capped):** \* **If opponent is now capped (due to not fast-playing strong stuff):** Proceed to the "Capped" branch of the flowchart.

**B. NO, they won't fast-play their strong stuff (common on dry/static boards, or when their hand feels "invulnerable," or when they fear your perceived range like Ace King in a 3-bet pot):** \* **Goal:** Either put in money with value or gain information with bluffs/SDV. \* **Your Hand Action (Flop/Turn):** \* **Value (e.g., Ace-high on A72, Nuts on flush board):** Bet **big**. "If our opponent has ASX for top pair they're just probably not folding on this board no matter what size we choose on the flap so we may as well just go very very large here when we have value." \* **Showdown Value (e.g., Pocket Queens on A72):** **Check back**. Se-betting small won't get them to call too wide, as they fold many weak hands. It also prevents them from bluffing on the river, reducing your bluff-catching opportunities. \* **Bluff (e.g., 10-high on A72, or bluff on flush board where opponent has invulnerable nuts):** **Check back**. "By checking back our Bluffs on this flop we're going to have an even higher EV play because we allow our opponent to tell us much more about the strength of their hand." This aims to cap the opponent later. \* **River (after checking back turn, opponent checks):** \* **If opponent is now capped (due to checking back strong stuff):** Proceed to the "Capped" branch of the flowchart.

II. Opponent's Range: CAPPED

If the opponent is capped, the next question is: **Do they have inelastic hands?**

**A. YES, they have inelastic hands (common with weak top pairs, some draws, or overpairs in 3-bet pots):** \* **Your Hand Action (Turn):** Value and Bluffs often play the same way on the turn when opponent is capped. \* **Value (e.g., Set of Queens on A72Q, AA on 8642):** Bet **big**. *"...we have the same goal [as bluffs]...we want our opponent to put in a ton of money on the turn..."* \* **Bluff (e.g., J10 on A72Q, T9 of clubs on 8642):** Bet **big**. "...the best Bluff is a bluff where our opponent calls on the turn and then folds on the river...just because our opponent is in elastic right here right now on the turn does not mean they're going to be in elastic on the river." \* **Your Hand Action (River - after big turn bet):** Value and Bluffs diverge on the river. \* **Value:** Bet **small**. *"...ensure a hand like ace3 ace4 ace6 calls us on this River."* (Targeting weak inelastic calls). \* **Bluff:** Bet **small**. *"...we don't think our opponent is folding over pairs here but we have 10 high so we could have a very profitable bluff if we just go very small get our opponent to fold their ace high King High Queen High flush draws..."* (Targeting non-overpair hands that might fold).

**B. NO, they don't have inelastic hands (common when their strongest holdings are single pairs that won't call large bets, or they lack strong draws):** \* **Your Hand Action (Turn):** Value and Bluffs often play the same way on the turn when opponent is capped. \* **Value (e.g., KK on 942K with no draws):** Bet **small**. "We want to make sure hands like pocket T pocket Jacks pocket Queens ace5 all these hands we want to stick around we want to get value from all these hands." \* **Bluff (e.g., A3 on 942K with no draws):** Bet **small**. "We want them to call with hands like tens Jacks Queens NX we can get that stuff to fold on the river." \* **Your Hand Action (River - after small turn bet):** Value and Bluffs diverge on the river. \* **Value:** Bet **small**. *"...trying to get a hero call from a hand like Jack's Queens 10 something like that..."* (Targeting thin value). \* **Bluff:** Bet **big**. *"...we want to make sure they fold hands like tens Jacks Queens Etc when we have a bluff on this River..."* (Targeting those elastic hands).

Player-Dependent Nuances:

* **River Play (Capped, No Inelastic Hands):** The size of a "big" bluff on the river (when opponent has elastic hands) is highly dependent on whether the opponent will fold top pair for stacks. Most live players will fold top pair in deep stacks. However, in 3-bet pots or when stack-to-pot ratio (SPR) is low, they might be inelastic with overpairs.
* "If you're against an opponent and you're like Mark I don't think this player is ever folding a hand like King Jack or queen Jack on this River...then our value with pocket NES would just want to go big here and our Bluffs hand like 87 of diamonds would just want to go small on this River."
* **River Play (Uncapped, Will Fast Play Strong Stuff):** This is player dependent.
* If opponent *will* fast-play strong stuff on the river: Value goes **small** (to get calls from weak hands and raises from strong hands). Bluffs go **medium** (to fold weak hands without losing too much to strong hands).
* If opponent *will not* fast-play strong stuff on the river: Value goes **big** (to target strong hands that won't bet themselves). (Bluffs not explicitly discussed in this specific scenario but would logically be "big" to get folds from stronger, non-fast-played hands).

Overarching Philosophy:

* **Simplicity over Complexity:** "There is no reason to over complicate things. Balance this, GTO this equilibrium this, there is no reason for that in live poker."
* **Exploitative Play:** The entire system is built on exploiting common tendencies of live poker players (e.g., calling too much pre-flop, floating too wide, raising strong hands, fear of strong perceived ranges).
* **Consistent Questioning:** The power comes from asking the same questions every hand to quickly arrive at the optimal play.
* **Goal-Oriented Sizing:** "Small versus big is just a concept to keep it very very simple...it just depends on what we are trying to accomplish." Bet sizing should be chosen to achieve a specific goal (e.g., get calls, get folds, cap range).
* **Value & Bluffs sometimes align, sometimes diverge:When Capped:** Value and Bluffs often have the *same goal on the turn* (get money in) but then *diverge on the river*.
* **When Uncapped:** Value and Bluffs often have *different goals on the turn and river* (Value wants to get money in against strong range, Bluff wants to cap the opponent).

By consistently applying this framework, players can achieve significant hourly rates in live poker.