

SAGE 497 CONSULTING NEWSLETTER

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July 2026



Standing Up to Lead

Contracting with Sage497

- Direct contracts, Statements of Work, RFPs and RFQs
- PA ITQ
- PA COSTARS
- PA staff augmentation contract *new as of July
- Partnership networks

Leadership is often about having the courage to stand up, share an idea, ask a question, or offer an experience that helps others grow.

Strategic and thought leaders know progress happens when knowledge is shared. That often means stepping outside our comfort zones, standing in front of others, and contributing to meaningful conversations. Being authentic and sharing both successes and lessons learned can have a lasting impact, not only on those listening, but on our own personal and professional growth.

I believe leadership includes a responsibility to educate, collaborate, and help others succeed. That's why I continue to embrace opportunities to present at conferences, sharing practical experiences and strategies that help organizations strengthen leadership, technology, cybersecurity, and operations.

Leadership often begins with a willingness to simply stand up and contribute.

~ Mike Sage ~

— 01/03

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Sage497 At Conferences

- Exhibited at the APMM Annual Conference
- Presented at BSides Harrisburg on Growing, Advancing, and Staying Well in Cybersecurity
- Presenting at the Project Management Innovation Conference on July 23rd on From Delivery to Durability.
- Presenting at TechCon on August 13th on Why People and Structure Decide Success



The Power of Exercising Your Plans

The best plans don't just get written... they get exercised. Whether it's a continuity plan, strategic plan, major project, or cybersecurity incident response plan, validating your approach strengthens leadership, project management, and business operations. Tabletop exercises, trainings, strategic planning sessions, project reviews, and organizational assessments help identify gaps, improve communication, and build confidence before real-world challenges arise.

The ultimate goal is simple: Can we successfully implement the strategies we've developed? Organizations that regularly exercise their plans are better prepared to turn strategy into action when it matters most.

If your organization is ready to strengthen leadership, validate strategic initiatives, or improve operational resilience, Sage497 would love to help. Let's start the conversation.

There Is No Perfect 30–60–90 Day Plan

One question we hear often is, "Do you have a good 30–60–90 day plan for a new leader?" The answer is both yes and no.

Templates and checklists can provide a helpful starting point, but there is no universal plan that fits every organization. Every leadership transition is different and the right approach should reflect the organization's environment and goals. A good transition plan isn't meant to provide all the answers, it's meant to give leaders a framework for learning, adapting, and making informed decisions as they gain a deeper understanding of the organization.

A successful transition is about learning to lead with confidence. Just as important is being intentional about the reputation you're creating from day one. The first few months establish how others see your leadership, often shaping your credibility long before the biggest accomplishments are realized.

That's where Sage497 can help. Whether your organization is welcoming a new leader, navigating a leadership transition, or simply looking for experienced guidance, we work alongside leaders to develop transition strategies tailored to the organization, its people, and the outcomes it hopes to achieve.

The first 30, 60, 90, and even 180 days can shape an organization's future. With the right strategy they can become the foundation for long-term success.

As summer continues, we hope you have the opportunity to slow down, spend time with family and friends, and enjoy a few quiet evenings around a campfire. Those moments to step away, reflect, and recharge often provide the perspective and energy we need to lead well.



— 03/03

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