



CSKL is built around a set of fundamentals showing that  
“Who we are is what we do.”

We will be showcasing those fundamentals week by week  
throughout the year and hope you will join us in exploring those.

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## CSKL Fundamental #5

### **Deliver Results**

While effort is important, our clients expect *results*. Follow-up on everything and take responsibility to ensure that tasks get completed. Set high goals, use measurements to track your progress, and hold yourself accountable for achieving those results.