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Letter of Comment No:971  
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**From:** Robin Arsenault [rarsenau@cisco.com]  
**Sent:** Tuesday, April 20, 2004 12:22 PM  
**To:** Director - FASB  
**Cc:** savestockoptions@cisco.com  
**Subject:** DO NOT expense of Stock Options for corporations

Dear Chairman Robert H. Herz,

I have been a Cisco employee for 6 years. The Stock Option program is one that is providing a financial benefit that I hope to buy a house one day, that otherwise I would not be able to.

They are an incentive to work hard and stay with a Company for the long haul and truly invest myself in this company.

Regards,  
Robin Arsenault

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Patience and perseverance have a magical effect before which difficulties disappear and obstacles vanish.

-John Quincy Adams

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