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Letter of Comment No: 1222  
File Reference: 1102-100

**From:** Brian Smith [briasmitt@cisco.com]  
**Sent:** Wednesday, April 21, 2004 2:21 PM  
**To:** Director - FASB  
**Subject:** File Reference No. 1102-100

Chairman Robert H. Herz,

It has been brought to my attention the FASB wishes my company to expense our stock option grants. I am sending this email to ask your group to reconsider this action as it will negatively not only the domestic industry but also hurt American companies competing on a international level with companies that do not have to expense these options. I find that the options that I receive from my company is large contributor not only to my personal motivation during daily work, but also my vision of where I want to spend my future efforts. If my company can give back to me in a positive way, then I can give back of myself in like ways.

Thanks,  
Brian Smith

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