Letter of Comment No: /09
File Reference: 1102-100

## **Stacey Sutay**

From: John Trollinger [jtrollin@cisco.com]

Sent: Monday, April 19, 2004 4:28 PM

To: Director - FASB

Cc: savestockoptions@cisco.com

Subject: Save our Stock Options

To Whom it May Concern,

As an employee of a major player in the IT industry, I have watched the market rise and fall, and rise again. I have seen companies succeed, and fail, and lay off thousands of employees. Through all of this, my stock options allowed me (within the past three years), to pay off huge debt from my irresponsible twenties, rebuild my credit, and finally, the biggest goal of all, I was able to purchase my first home in December of 2003. I now have a home, savings, and no debt. I can attribute ALL of this to my Stock Options given to my by Cisco Systems. Remember - Because of Stock Options, I was able to do all this in THREE YEARS.

I can not possibly impart on you the value Stock Options plays in my motivations, and my future goals. I am looking to my Stock Options to afford me a comfortable retirement...as we can surely know the Social Security will not be available to me (Thank you very much Mr. Bush). I plan on using my Stock Options over the course of the next few years to renovate my home. I plan on also using my Stock Options to make major purchases so that i may remain out of debt, by not using credit.

We have enough going on in our market place, what with war, current administration, and foreign competition creating a hostile economic environment, please do not remove the one thing which is driving our innovation in the marketplace, as well as helping "us" attain our personal goals.

Regards, John M. Trollinger Austin, Texas