

**ikon**

---

**From:** Ahmad R. Yazdi [ayazdi@cisco.com]  
**Sent:** Tuesday, April 20, 2004 6:24 PM  
**To:** Director - FASB  
**Cc:** savestockoptions@cisco.com; ayazdi@cisco.com  
**Subject:** File Reference No. 1102-100

**Letter of Comment No: 722**  
**File Reference: 1102-100**

Chairman Robert H. Herz,

I would like to urge you not to expense stock options. The stock options have a direct impact on the US economy and its high tech leadership in the world. As a high tech professional I can tell you that stock options have been one of the key motivating factors for employees to be so productive, driven, working much harder and offer so much to innovation.

The stock options have provided the financial opportunity for thousands of engineers and other professionals to full fill their dreams of providing a comfortable home for their families. Without stock options it would have not been possible for many people to purchase homes, cars, furnitures and provide quality education for their children. I personally could not afford to have the house I have today for my children and send them to better schools.

Stock options have contributed a great deal to US economy by allowing higher level of spending and allowing people to give more to their communities. Removing stock options will wipe out the innovations and growth we all saw during the 90s and will turn many high tech companies to 9-5 old economy companies.

I also would like to point out:

- \* Stock options do not meet the definition of an expense because they do not use company assets.
- \* The true cost of a stock option is dilution of earnings per share (EPS) and is already accounted for when options are exercised.

I hope you will listen to the voices of reason and help Unites State keep its leadership as a world class innovating power house.

Very  
sincerely yours;

Ahmad  
R. Yazdi  
  
(408)  
526-6554