

Stacey Sutay

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From: Rose Washburn [rwashbur@cisco.com]
Sent: Monday, April 19, 2004 7:05 PM
To: Director - FASB
Cc: savestockoptions@cisco.com
Subject: File Reference No. 1102-100

Mr. Chairman, Robert H. Herz:

Although I have smaller amount of shares comparatively, I am still grateful I have some. I am deeply concerned about the FASB's draft plan intending to treat stock options as an expense as the unrealistic valuation proposed would make it very difficult to continue company stock option programs such as the one I am in right now.

Owning stock options makes me feel I do own part of the company – and anything I do, big or small, counts. Owning stock options helps me in my decision making process – I always want to do what is best for Cisco --- because I know --- in the long run --- those decisions helps or hurts the company. If I was not a part-owner --- I would care less, as long as I get my paycheck. With my options, I have vested interest in doing what is right!

Having options is like having a "reachable" dream. It is one of our family's hope that one day... I will go to work --- just because I WANT to – and NOT because I HAVE TO. It gives us hope.

PLEASE, Mr. Chairman, I urge you and your office NOT to support this plan.

Sincerely,

Rose Washburn

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