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**From:** Jeff Greene [jgreene@cisco.com]  
**Sent:** Tuesday, April 20, 2004 2:01 PM  
**To:** Director - FASB  
**Cc:** savestockoptions@cisco.com  
**Subject:** Please help keep American companies competitive

**Letter of Comment No: 887**  
**File Reference: 1102-100**

Stock options are especially effective in high tech industries and provide compensation based upon employee productivity and innovation. The artificially high valuation for a stock option required by FASB will eliminate stock options as a tool which has driven innovation and productivity. The true cost of a stock option is dilution of earnings per share (EPS) and is already accounted for when options are exercised.

In short what I am asking is "keep America working" and provide our companies with the tools that make us competitive in the world economy. Other countries have recognized the power of the stock option tool and are leveraging it to compete in the global economy.

Thank You,

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