

# **Computer Software Systems Inc**

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Letter of Comment No: 3834  
File Reference: 1102-100

May 26, 2004

Robert H. Herz, Chairman  
Order Department, Financial Accounting Standards Board  
401 Merritt 7, P.O. Box 5116  
Norwalk, CT 06856-5116

## **Director of Major Projects—File Reference No. 1102-100**

Dear Chairman Herz:

A company's stock option program means they can offer their employees a meaningful slice of the pie when it comes to corporate growth and profits. By the same token, stock options are an incredibly attractive force for any new employee who is looking for the best place to start working. If a company wants to attract the best and brightest, sometimes stock options tip the scale in just the right way.

It simply doesn't make sense to expense a stock option before it is exercised by an employee. Until that time, there is no way to determine the accurate value of the option. The FASB, by passing this proposal, would be asking us to expense these stock options before they are even traded in. That is a bookkeeping nightmare waiting to happen!

I hope that you can see this issue from the same perspective as a small business owner. I understand this is just one of the many important issues you deal with on a daily basis and I thank you for taking the time to read this. In business, we need whatever advantages we can get—and we need this proposal to be turned down in order to keep the options on the table!

Sincerely,

  
Sheldon Greenberg