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Letter of Comment No: 1869
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From: Brian Hill (brihill) [brihill@cisco.com]
Sent: Friday, April 23, 2004 6:59 PM
To: Director - FASB
Cc: savestockoptions@cisco.com
Subject: Stock Option Expensing (File Reference No. 1102-100)

Dear Mr. Chairman Robert H. Herz,

I would like to voice my concern regarding the expensing of stock options. To be completely simple and straightforward, I will outline what this change means from my perspective:

What Expensing Stock Options Means to Me:

Expensing stock options means no stock options for the low level company employee like myself.
No stock options means I am not motivated to work hard and increase shareholder value in my company.
No stock options means I can't afford to spend money to fuel the economy.
No stock options means I can't afford to make a down payment on a house.
No stock options means I must demand a higher salary in order to make ends meet.
Higher salary means I am not competitive with overseas labor and I lose my job.
Unemployment means that my salary and the taxes I would pay from stock gain goes to a foreign country to fuel their economy.

I don't want to move to India. Expensing stock options hurts the little guy, and the little guy fuels the economy. Don't shoot the US economy in the foot.

Thanks,
Brian

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