

THE BEST-SELLING JOB-HUNTING BOOK IN THE WORLD

RICHARD N. BOLLES



WHAT COLOR
IS YOUR
PARACHUTE?

2018

A PRACTICAL MANUAL FOR
JOB-HUNTERS AND
CAREER-CHANGERS

“One of the All-TIME 100 Best Nonfiction Books” —TIME

Comments from Readers and Reviewers

“[One of] the 100 best and most influential [nonfiction books] written in English since 1923, the beginning of TIME....magazine.”

—**Time.com**

“I graduated college in 2008, wallowed hopelessly in career frustration, and later received the best career advice of my life...which was to read your book *What Color Is Your Parachute?* Today, I am happily employed in a job that is the envy of my peers. I’m living proof of the power of your book and I recommend it to everyone I meet. It will eternally be the gift I give to recent graduates. Thank you for writing your book! I cannot begin to describe how much I have enjoyed it.”

—**Whitney Moore**

“I have the deepest respect for his wonderful writing and promotion that have inspired establishment of the career planning profession.”

—**Bernard Haldane**

“If you go into the bookstore and find the section on jobs, careers, or networking—the reason that section even exists is because of Dick Bolles. His book, *What Color Is Your Parachute?*, has helped many people find their true passion at work. Plus he is a great man.”

—**G. L. Hoffman, Job Dig**

“[One of the] Books that Shaped Work in America. How could I not put this on the list?...In print since 1970 and revised every year since 1975, it has not only informed and educated job seekers and job changers in the United States, but also had a global impact through publication in more than twenty languages. It’s basically the bible of career advice.”

—**United States Department of Labor**

“Anyone looking for career direction advice or solid information about how to find the job that’s right for them should begin their search with Richard Bolles’s classic book, ***What Color Is Your Parachute?*** It’s been named one of the most influential books of all time for a reason—it has probably changed the course of more people’s lives than almost any book except the Bible. Richard updates the book every year so it is always relevant.”

—Eric Wentworth

“I found a copy of your book ***What Color Is Your Parachute?*** back in 1982–83 during the lowest point in my life, and that book turned me around. I can’t begin to thank you enough for the changes that came to my life as I worked with the ideas I learned from your book. I probably did more in the next five years or so than I had done in the whole of my thirty years prior to that. Your book encouraged me to see the gifts that God had given me and opened the doors to possibilities I couldn’t even have imagined before that. What I learned through all of that has influenced all of my life since—and for that I am immensely grateful.”

—Evelyn Marinoski

“Love your *Parachute* books, I am on my third one in my thirty-year career...and can’t believe how much better each one gets, plus they stay so timely and relevant through all the changes over time!”

—Anthony DeLisi

“I just wanted to tell you how grateful I am to you and your book, *What Color Is Your Parachute?* I graduated from a four-year university in May, and I had no clue what I wanted to do, or how to look for a job. Like any kid, I thought I knew the best way to do things and that I didn’t need anyone’s advice, but after a few months of unemployment I realized that this wasn’t true. My dad had given me a copy of your book, but after a few months of nothing, not even an interview, I really read it, did the exercises, and trusted in what you were saying. I didn’t believe that I would find MY job, the perfect job for me. But I did, at a nonprofit that does cleft lip and palate surgery missions to China and Africa. This job has literally every single attribute that I listed, and I wouldn’t have known what attributes I needed in a job unless I had done your exercises. I’m sure you get

probably hundreds of emails a week saying the same thing, so I'll keep it short—I just wanted to say that I owe my happiness in my job to you and my dad. I recommend your book to EVERYONE, including strangers.”

—**Heather Smith**

“Richard is a giant both in my life and certainly in the field. When you think about his contributions to...understanding the whole notion of three boxes of life, creating the flower exercise, and the three questions that really help drive our job-finding activity it is quite remarkable because it certainly changed my life personally, and it changed most of the work that career counselors and specialists and coaches perform. And I would expect it changed all of our work as we think about how we grow talent in organizations.”

—**Rich Feller, Past President of the National Career Development Association (NCDA)**

“The people who can educate employees and job seekers on how to really find jobs (and careers) are career counselors and career coaches. Ideally, a good coach should buy copies of *Parachute* at wholesale and give a copy to every one of their paying clients.”

—**Richard Knowdell, trainer of career counselors and coaches**

“The new edition of the best-selling job-hunting book *What Color Is Your Parachute?*, in addition to the tried-and-true advice for job seekers Dick Bolles has provided for close to forty years, has new information on job-search productivity, job clubs, and how to organize and manage your job-search. *What Color Is Your Parachute?* is deservedly the world's most popular job-hunting book, with over eleven million copies sold in twenty-six languages.

This...edition is as relevant today as when it was first published. Dick Bolles insightfully stays on the cutting edge of job-searching, and the book is full of new and updated suggestions, along with the classic advice that continues to hold true today.”

—**Alison Doyle, About.com Guide**

“Dick Bolles is the last person on earth who needs my recommendation. Everyone knows his value to the world of career development. My

recommendation/gratitude is for his friendship. He's a wonderful human being, joyful, resilient, and generous."

—**Ellen Jackson**

"I want to recommend Dick for the hard work he has put in both as an author and as a coach. The amount of influence Mr. Bolles has had on people in career transition, such as myself when the dot-com bubble burst, is immeasurable....His sage wisdom has forever changed my life, and I insist that all future employees read the *Parachute* book."

—**Devin Hedge**

"I originally discovered your book so gratefully in my early twenties. It is the best book I've ever read on determining what type of career you want, and I've changed careers several times. I've been both the applicant and the interviewer many times, and recommended your book to countless friends and family members over the years. I'm forty-nine years old this year....Thank you for writing such a comprehensive and helpful book. I just have to thank you for being there one more time, updating the information and cutting to the heart of the issues, as always. I appreciate your work more than I can say. I know you've helped me obtain the jobs I most wanted, which directed my life."

—**Cheryl Lean**

"Dick Bolles is clever and witty and has some superb ideas."

—**Karen Elizabeth Davies**



"I DON'T HAVE A PARACHUTE
OF ANY COLOR."

WHAT COLOR IS YOUR PARACHUTE? 2018 EDITION

A Practical Manual for Job-Hunters
and Career-Changers

RICHARD N. BOLLES



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This is an annual. That is to say, it is revised each year, often substantially, with the new edition appearing in early August. Counselors and others wishing to submit additions, corrections, or suggestions for the 2019 edition must submit them prior to February 1, 2018, using the form provided in the back of this book. Forms reaching us after that date will, unfortunately, have to wait for the 2020 edition.

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The wonderful actress Anne Bancroft (1931–2005) was once loosely quoted as saying about her husband, Mel Brooks,

My heart flutters whenever I hear his key turning in the door, and I think to myself, Oh goody, the party is about to begin.

That is exactly how I feel about my wife, [Marci Garcia Mendoza Bolles](#), God's angel from the Philippines, whom I fell deeply in love with, and married on August 22, 2004.
What an enchanted marriage this has turned out to be!