



Wayne Chopus
President and CEO
Insured Retirement Institute

Wayne Chopus is President and CEO of the Insured Retirement Institute (IRI), the leading association for the entire supply chain of insured retirement strategies. The association champions retirement security for all through leadership in advocacy, awareness, research, the advancement of digital solutions, and diversity, equity, and inclusion (DEI) within a collaborative industry community.

Upon joining IRI in 2019, Chopus initiated a reorganization to amplify the association's longstanding strengths and position it to take on new challenges. Under his leadership, IRI has advanced several critical advocacy objectives, including the first major retirement security legislation in over a decade and a significant consumer protection regulation for financial advice professionals. IRI also added a new strategic pillar for DEI and led a unique initiative to advance digital solutions across the annuity transaction process. Chopus also revised IRI's conference and events strategy to improve member engagement and focused IRI's research and media communications efforts to extend the association's reach and thought leadership.

Since joining IRI, professional organizations have recognized the association's advocacy and marketing efforts, and Chopus was named a "Top Lobbyist" by *The Hill*, a notable and respected Washington, D.C. periodical.

Before IRI, Chopus rose to be a respected retirement income industry executive over nearly three decades with Prudential Financial and The Hartford, two of the nation's major life insurance companies. He held executive leadership positions in sales, strategy, and business intelligence during his career. He employed this experience to lead teams using data and technology to drive new business opportunities. He is widely recognized for his expertise across annuity product distribution and broker-dealer engagement.

Chopus lives in Northern Virginia with his wife, Caroline, and daughters Lily and Hannah.