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Paul Richman

Chief Government & Political Affairs Officer
INSURED RETIREMENT INSTITUTE

Paul has 35 years of experience working in both government and the private sector where he has directed federal and state government affairs programs. Currently, Paul serves as the Chief Government and Political Affairs Officer at the Insured Retirement Institute (IRI) where he leads the association's legislative and political strategy for all efforts before Congress and the Administration.

IRI is the leading association for the retirement income industry and is the only association that represents the entire supply chain of insured retirement strategies. IRI members include life insurers, asset managers, and distributors such as broker-dealers, banks, and marketing organizations. IRI members account for more than 90 percent of annuity assets in the U.S., include the top 10 distributors of annuities ranked by assets under management, and are represented by financial professionals serving millions of Americans. IRI champions retirement security for all through leadership in advocacy, awareness, research, and the advancement of digital solutions within a collaborative industry community.

Prior to joining IRI, Paul has served as the Vice President of Government Affairs at the National Association of Professional Employer Organizations; the Director of Federal Affairs for the Port Authority of New York and New Jersey; Vice President for Policy and Government Affairs at NSI, Inc. a national government affairs firm representing fortune 500 clients; and Vice President of State Government Affairs at the Mortgage Bankers Association.

Paul also has had a distinguished career in public service where he served in senior policy making positions during the Clinton Administration at the White House in the Office of the Vice President and at the U.S. Department of Labor in the Secretary's office. Prior to coming to Washington, DC, Paul served as the Special Counsel for Economic Development to former New York governor Mario M. Cuomo.

He is a lawyer admitted to practice in New York, where he had received his Juris Doctor degree from Cardozo School of Law and his Bachelor of Arts degree *cum laude* from Brooklyn College, City University of New York.