| SEC Form 4 |
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### FORM 4

Check this box if no longer subject to Section 16. Form 4 or Form 5 obligations may continue. See UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549 STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP

OMB APPROVAL

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| Instruction 1               | .(b).                           |                       | Filed pursuant to Section 16(a) of the Securities Exchange Act of 1                             | pursuant to Section 16(a) of the Securities Exchange Act of 1934 |                                      |                       |  |  |  |  |  |
|-----------------------------|---------------------------------|-----------------------|---|--|--------------------------------------|-----------------------|--|--|--|--|--|
|                             | .,                              |                       | or Section 30(h) of the Investment Company Act of 1940  |  |                                      |                       |  |  |  |  |  |
| 1. Name and Ad<br>Reid Jame | ddress of Reporting<br><u>S</u> | J Person <sup>*</sup> | 2. Issuer Name <b>and</b> Ticker or Trading Symbol<br><u>Goosehead Insurance, Inc.</u> [ GSHD ] | 5. Relationship of<br>(Check all applical<br>X Director          | ble)                                 | 10% Owner             |  |  |  |  |  |
| (Last)<br>1500 SOLAI        |                                 | (Middle)              | 3. Date of Earliest Transaction (Month/Day/Year)<br>08/06/2021                                  | Officer (g<br>below)   | ive ute                              | Other (specify below) |  |  |  |  |  |
| BUILDING 4, SUITE 4500      |                                 |                       | 4. If Amendment, Date of Original Filed (Month/Day/Year)  | 6. Individual or Joi<br>Line)                                    | Joint/Group Filing (Check Applicable |                       |  |  |  |  |  |
| (Street)                    |                                 |                       |   | X Form file  | d by One Re                          | porting Person        |  |  |  |  |  |
| WESTLAKE                    | E TX                            | 76262                 |   | Form file<br>Person  | d by More th                         | an One Reporting      |  |  |  |  |  |
| (City)                      | (State)                         | (Zip)                 |   |  |                                      |                       |  |  |  |  |  |

### Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned

| 1. Title of Security (Instr. 3) | 2. Transaction<br>Date<br>(Month/Day/Year) | 2A. Deemed<br>Execution Date,<br>if any<br>(Month/Day/Year) | 3.<br>Transa<br>Code (<br>8) |   | 4. Securities Acquired (A) or<br>Disposed Of (D) (Instr. 3, 4 and 5) |               | 5. Amount of<br>Securities<br>Beneficially<br>Owned Following<br>Reported | 6. Ownership<br>Form: Direct<br>(D) or Indirect<br>(I) (Instr. 4) | 7. Nature<br>of Indirect<br>Beneficial<br>Ownership<br>(Instr. 4) |          |  |
|---------------------------------|--|---|------------------------------|---|--|---------------|---|---|---|----------|--|
|                                 |  |   | Code                         | v | Amount   | (A) or<br>(D) | Price   | Transaction(s)<br>(Instr. 3 and 4)                                |   | (1150.4) |  |
| Class A Common Stock            | 08/06/2021                                 |   | М                            |   | 0  | A             | \$10  | 1,622   | D   |          |  |
| Class A Common Stock            | 08/06/2021                                 |   | S                            |   | 1,622  | D             | <b>\$125.01</b> <sup>(1)</sup>  | 0   | D   |          |  |

# Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned (e.g., puts, calls, warrants, options, convertible securities)

| <u> </u>  |   |  |   |                              |   |     |       |  |   | 1                   |   |  |  |  |  |
|---|---|--|---|------------------------------|---|-----|-------|--|---|---------------------|---|--|--|--|--|
| 1. Title of<br>Derivative<br>Security<br>(Instr. 3) | 2.<br>Conversion<br>or Exercise<br>Price of<br>Derivative<br>Security | 3. Transaction<br>Date<br>(Month/Day/Year) | 3A. Deemed<br>Execution Date,<br>if any<br>(Month/Day/Year) | 4.<br>Transa<br>Code (<br>8) |   | of  |       | 6. Date Exerc<br>Expiration Da<br>(Month/Day/Y | 7. Title and<br>Amount of<br>Securities<br>Underlying<br>Derivative<br>Security (Instr.<br>3 and 4) |                     | 8. Price of<br>Derivative<br>Security<br>(Instr. 5) | 9. Number of<br>derivative<br>Securities<br>Beneficially<br>Owned<br>Following<br>Reported<br>Transaction(s)<br>(Instr. 4) | 10.<br>Ownership<br>Form:<br>Direct (D)<br>or Indirect<br>(I) (Instr. 4) | 11. Nature<br>of Indirect<br>Beneficial<br>Ownership<br>(Instr. 4) |  |
|   |   |  |   | Code                         | v | (A) | (D)   | Date<br>Exercisable                            | Expiration<br>Date  | Title               | Amount<br>or<br>Number<br>of<br>Shares              |  |  |  |  |
| Director<br>Stock<br>Options<br>(right to<br>buy)   | \$10  | 08/06/2021                                 |   | М                            |   |     | 1,622 | (2)  | 04/26/2028  | Class<br>A<br>Stock | 1,622   | \$0  | 60,000   | D  |  |

#### Explanation of Responses:

1. The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$125.00 to \$125.05, inclusive. The reporting person undertakes to provide to the issuer, any security holder of the issuer, or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares sold at each separate price within the range set forth in this footnote to this Form 4.

2. The shares subject to the option shall vest and become exercisable, subject to continued service, in 12 equal quarterly installments over the three (3) year period following the grant date; provided, that all shares subject to the option will vest and become exercisable upon a "change in control" (as defined in the issuer's omnibus incentive plan).

**Remarks:** 

## <u>/s/ P. Ryan Langston, as</u>

<u>Attorney-in-Fact for James</u> <u>Reid</u>

08/06/2021

\*\* Signature of Reporting Person Date

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

\* If the form is filed by more than one reporting person, see Instruction 4 (b)(v).

\*\* Intentional misstatements or omissions of facts constitute Federal Criminal Violations See 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, see Instruction 6 for procedure.

Persons who respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB Number.