| SEC Form 4 |  |
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## FORM 4

UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

| Check this box if no longer subject to |
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| Section 16. Form 4 or Form 5           |
| obligations may continue. See          |
| Instruction 1(b).                      |

### STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934 or Section 30(h) of the Investment Company Act of 1940

| OMB APP             | ROVAL     |
|---------------------|-----------|
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|                       | ess of Reporting Pers   | on <sup>*</sup>     | 2. Issuer Name <b>and</b> Ticker or Trading Symbol<br>Goosehead Insurance, Inc. [GSHD] |                         | tionship of Reporting I<br>all applicable)                                      | Perso    | n(s) to Issuer                        |
|-----------------------|-------------------------|---------------------|--|-------------------------|---|----------|---------------------------------------|
| Romney Lanni          |                         |                     |  |                         | Director  | Х        | 10% Owner                             |
| (Last)<br>C/O GOOSEHI | (First)<br>EAD INSURANC | (Middle)<br>E, INC. | 3. Date of Earliest Transaction (Month/Day/Year)<br>08/01/2019                         |                         | Officer (give title<br>below)<br>Member of 10%                                  | X<br>own | Other (specify<br>below)<br>her group |
| 1500 SOLANA           | BLVD., BLDG 4           | , STE 4500          |  |                         |   |          |                                       |
| (Street)<br>WESTLAKE  | ТХ                      | 76262               | 4. If Amendment, Date of Original Filed (Month/Day/Year)                               | 6. Indivi<br>Line)<br>X | idual or Joint/Group F<br>Form filed by One F<br>Form filed by More t<br>Person | Report   | ing Person                            |
| (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) | ecution Date, Transaction I<br>any Code (Instr. |   | 4. Securities<br>Disposed Of |               |                       | 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) |
|---------------------------------|--|---|---|---|------------------------------|---------------|-----------------------|---|---|---|
|                                 |  |   |   | v | Amount                       | (A) or<br>(D) | Price                 | Transaction(s)<br>(Instr. 3 and 4)  |   | (1150.4)  |
| Class B Common Stock            | 08/01/2019                                 |   | С   |   | 5,717                        | D             | \$0                   | 427,840   | D   |   |
| Class A Common Stock            | 08/01/2019                                 |   | С   |   | 5,717                        | A             | \$0                   | 5,717   | D   |   |
| Class A Common Stock            | 08/01/2019                                 |   | S   |   | 917                          | D             | \$44.69(1)            | 4,800   | D   |   |
| Class A Common Stock            | 08/01/2019                                 |   | S   |   | 4,800                        | D             | \$45.6 <sup>(2)</sup> | 0   | D   |   |

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

| 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<br>Deri<br>Sec<br>Acq<br>(A)<br>Disp<br>of (I | oosed<br>D)<br>tr. 3, 4 | 6. Date Exerc<br>Expiration Da<br>(Month/Day/) | ate                | 7. Title an<br>Amount o<br>Securities<br>Underlyin<br>Derivative<br>(Instr. 3 ar | f<br>g<br>Security                     | 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 |   |  |  |  |
|   | Class A<br>Common<br>Stock | \$0.0   | 08/01/2019                                 |   | С                            |   |  | 5,717                   | (3)  | (3)                | Class A<br>Common<br>Stock   | 5,717                                  | \$0   | 427,840  | 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 \$44.13 to \$45.12, 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 price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$45.14 to \$45.94, 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.

3. Each LLC Unit, together with a share of Class B Common Stock, may be converted by the holder into one share of Class A Common Stock at any time. The LLC units do not expire.

#### Remarks:

The sales reported were effected pursuant to a Rule 10b5-1 trading plan adopted by the reporting person.

<u>/s/ P. Ryan Langston, as</u> <u>Attorney-in-Fact for Lanni</u> <u>Romney</u>

08/02/2019

\*\* Signature of Reporting Person Date

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

 $\ast$  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.