FORM 4

UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

| OMB APPROVAL | | | | | | | | |
|--------------------------|-----------|--|--|--|--|--|--|--|
| OMB Number: | 3235-0287 | | | | | | | |
| Estimated average burden | | | | | | | | |

0.5

hours per response:

Check this box if no longer subject to 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

| | | | | | | | . , | | | | <u> </u> | | | | | | | | | |
|---|---|--|---|----------|---|--|---|------|---|-------|--|--|-----------------------------------|----------------------------|---|--|---|--|--|--|
| 1. Name and Address of Reporting Person* Mark & Robyn Jones Descendants Trust 2014 | | | | | | 2. Issuer Name and Ticker or Trading Symbol Goosehead Insurance, Inc. [GSHD] | | | | | | | | | k all app Dired Offic | er (give title | g Perso | 10% O | wner (specify | |
| (Last) (First) (Middle) C/O GOOSEHEAD INSURANCE, INC. 1500 SOLANA BLVD., BLDG 4, STE 4500 | | | | | | 3. Date of Earliest Transaction (Month/Day/Year) 11/01/2019 | | | | | | | | | below) A below) Member of 10% owner group | | | | | |
| (Street) WESTLA | AKE T | X . | 76262 (Zip) |) | 4. If | 4. If Amendment, Date of Original Filed (Month/Day/Year) | | | | | | | | | ividual or Joint/Group Filing (Check Applicable Form filed by One Reporting Person Form filed by More than One Reporting Person | | | | | |
| | | Tab | le I - No | on-Deriv | ative | Sec | uritie | s Ac | quired | , Dis | sposed o | f, or E | Benef | icially | Owne | ed | | | | |
| Date | | | | Date | . Transaction ate Month/Day/Year) | | 2A. Deemed Execution Date, if any (Month/Day/Year) | | 3. Transaction Code (Instr. 8) | | 4. Securities Acquired (A) of Disposed Of (D) (Instr. 3, 4 | | | and 5) Secu Bend Own | | ount of ities icially d Following | 6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4) | | 7. Nature of Indirect Beneficial Ownership | |
| | | | | | | | | | Code | v | Amount | (A) (D) | r Pri | се | Repoi Trans (Instr. | action(s) 3 and 4) | | | (Instr. 4) | |
| Class A C | Class A Common Stock | | | | 11/01/2019 | | | | S | | 4,550 | D | D \$41.69 | | 5 | 593,731 | | D | | |
| Class A Common Stock | | | | | 11/01/2019 | | | | S | | 31,319 | D | \$4 | \$42.82(2) | | 562,412 | | D | | |
| Class A C | lass A Common Stock 11/01 | | | | | | | | S | | 22,868 | D | D \$43.38 ⁽³ | | 539,544 | | | D | | |
| Class A Common Stock 11/0: | | | | | 2019 | | | | S | | 36,619 | D \$44 | | 14.94 ⁽⁴⁾ | 5 | 02,925 | D | | | |
| Class A Common Stock 11/01/2 | | | | | 2019 | 2019 | | | | | 50,924 | D | \$4 | \$45.64 ⁽⁵⁾ | | 452,001 | | D | | |
| Class A Common Stock 11/01/2 | | | | | 2019 | | | | S | | 3,284 | D | \$4 | 16.31 ⁽⁶⁾ | 448,717 | | D | | | |
| | | Ta | able II - | | | | | | | | osed of, convertib | | | | wned | | | | | |
| 1. Title of Derivative Security (Instr. 3) | 2. Conversion or Exercise Price of Derivative Security | 3. Transaction Date (Month/Day/Year) | 3A. Deel Execution if any (Month/I | | 4. Transa Code (8) | | ion of | | 6. Date Exerci Expiration Da (Month/Day/Y | | te | 7. Title and Amount of Securities Underlying Derivative Security (Ins and 4) | | Dei Sed (Ins | Price of trivative curity str. 5) | 9. Number of derivative Securities Beneficially Owned Following Reported Transactions (Instr. 4) | Ov Fo Di or (I) | wnership orm: rect (D) Indirect (Instr. 4) | 11. Nature of Indirect Beneficial Ownership (Instr. 4) | |
| | | | | | Code V | | (A) (D) | | Date Exercis | able | Expiration Date | Title | Amou or Numb of Share | er | | | | | | |
| xplanation | of Respon | ses: | | | | | | | | | | | | | | | | | | |

- 1. The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$41.11 to \$42.11, 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 \$42.12 to \$43.12, 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.
- 3. The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$43.13 to \$44.13, 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.
- 4. The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$44.16 to \$45.14, 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.
- 5. The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$45.17 to \$46.17, 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
- 6. The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$46.19 to \$47.04, 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.

Remarks:

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

/s/ P. Ryan Langston, as Attorney-in-Fact for Mark & Robyn Jones Descendants **Trust 2014**

11/04/2019

** Signature of Reporting Person

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.