## FORM 4

### UNITED STATES SECURITIES AND EXCHANGE COMMISSION

| Washington, | D.C. | 20549 |
|-------------|------|-------|
|             |      |       |

| 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

OMB APPROVAL OMB Number: Estimated average burden hours per response: 0.5

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

| Name and Address of Reporting Person*     Colby Mark S.  |  |     |               |   | 2. Issuer Name <b>and</b> Ticker or Trading Symbol Goosehead Insurance, Inc. [ GSHD ] |  |  |   |      |                          |                |                     |   | Check   | all app  | licable)  |                       | ssuer<br>Owner<br>(specify |           |
|--|--|-----|---------------|---|---|--|--|---|------|--------------------------|----------------|---------------------|---|---|--|---|-----------------------|----------------------------|-----------|
| (Last) (First) (Middle) C/O GOOSEHEAD INSURANCE, INC. 1500 SOLANA BLVD., BUILDING 4, STE 4500  |  |     |               |   |   | 3. Date of Earliest Transaction (Month/Day/Year) 10/15/2019                    |  |   |      |                          |                |                     |   |   | X  | belov   | v) `                  | below<br>ncial Officer     |           |
| (Street) WESTLA  | AKE T  | ζ 7 | 76262<br>Zip) |   | 4. If   | 4. If Amendment, Date of Original Filed (Month/Day/Year)                       |  |   |      |                          |                |                     |   |   | . Indivi<br>ine)<br>X  | •   |                       |                            |           |
| Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned   |  |     |               |   |   |  |  |   |      |                          |                |                     |   |   |  |   |                       |                            |           |
| 1. Title of Security (Instr. 3)  2. Transacti Date (Month/Day)   |  |     |               |   |   | Execution Date,  |  | 3.<br>Transaction<br>Code (Instr. 8)  4. Securities Acquired (A) of Disposed Of (D) (Instr. 3, 4 and 1)         |      |                          |                | and 5) Secu<br>Bene |   | cially<br>d Following   | 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) (D) |                     | or  | Price   | Trans  |   | action(s)<br>3 and 4) |                            | (11301.4) |
| Class A Common Stock 10/15/20  |  |     |               |   |   | 019  |  |   | S    |                          | 687            | ]                   | D   | \$46.97(1)  |  | 24,066  |                       | D                          |           |
| Class A C  | Common Sto   | ock |               | 10/15/2   | 2019  |  |  |   | S    |                          | 1,377          | D \$4               |   | \$47.9  | )1 <sup>(2)</sup>  | 22,689  |                       | 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)  | vative Conversion Date Execution Date, urity or Exercise (Month/Day/Year) if any |     | Code (<br>8)  | sansaction of Derivative Securities Acquired (A) or Disposed of (D) (Instr. 3, 4 and 5) |   | 6. Date Exercisable and Expiration Date (Month/Day/Year)  Date Expiration Date |  | 7. Title and Amount of Securities Underlying Derivative Security (Instr. and 4)  Amoun or Numbe of Title Shares |      | nstr. 3<br>nount<br>mber | nt<br>er       |                     | 9. Number of derivative Securities Beneficially Owned Following Reported Transaction (Instr. 4) | 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) |   |                       |                            |           |

#### **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 \$46.38 to \$47.37, 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 \$47.43 to \$48.20, 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 S.

10/17/2019

Colby

\*\* 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.