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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 APPROVAL

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|  |  |                | or Section So(n) of the investment Company Act of 1940                                   |                        |   |                                |
|--|--|----------------|--|------------------------|---|--------------------------------|
| 1. Name and Address of Reporting Person <sup>*</sup><br>Colby Michael C. |  |                | 2. Issuer Name and Ticker or Trading Symbol<br><u>Goosehead Insurance, Inc.</u> [ GSHD ] |                        | tionship of Reporting Pe<br>all applicable)<br>Director                                 | rson(s) to Issuer<br>10% Owner |
| C/O GOOSEHEAD INSURANCE, INC.  |  | CE, INC.       | 3. Date of Earliest Transaction (Month/Day/Year)<br>07/01/2019                           | - X                    | Officer (give title<br>below)<br>President and  | Other (specify below)          |
| 1500 SOLANA BLVD., BUILDING 4, STE 4500                                  |  | 76262<br>(Zip) | 4. If Amendment, Date of Original Filed (Month/Day/Year)                                 | 6. Indiv<br>Line)<br>X | idual or Joint/Group Filin<br>Form filed by One Rep<br>Form filed by More the<br>Person | porting Person                 |

### 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>Transaction<br>Code (Instr.<br>8) |   |        |               |                        | 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 of<br>Indirect<br>Beneficial<br>Ownership<br>(Instr. 4) |
|---------------------------------|--|---|---|---|--------|---------------|------------------------|---|---|---|
|                                 |  |   | Code                                    | v | Amount | (A) or<br>(D) | Price                  | Transaction(s)<br>(Instr. 3 and 4)  |   | (   |
| Class B Common Stock            | 07/01/2019                                 |   | С                                       |   | 3,804  | D             | \$0                    | 863,220   | D   |   |
| Class A Common Stock            | 07/01/2019                                 |   | С                                       |   | 3,804  | A             | \$0                    | 79,435  | D   |   |
| Class A Common Stock            | 07/01/2019                                 |   | S                                       |   | 600    | D             | \$47.22 <sup>(1)</sup> | 78,835  | D   |   |
| Class A Common Stock            | 07/01/2019                                 |   | S                                       |   | 2,104  | D             | \$48.24(2)             | 76,731  | D   |   |
| Class A Common Stock            | 07/01/2019                                 |   | S                                       |   | 1,000  | D             | \$49.1 <sup>(3)</sup>  | 75,731  | D   |   |
| Class A Common Stock            | 07/01/2019                                 |   | S                                       |   | 100    | D             | \$ <u>50</u>           | 75,631  | D   |   |
| Class B Common Stock            |  |   |   |   |        |               |                        | 858,166   | I   | By<br>Trust <sup>(4)</sup>  |
| Class A Common Stock            |  |   |   |   |        |               |                        | 238,402   | I   | By<br>Colby<br>2014<br>Family<br>Trust                            |

### 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) o<br>Disp<br>of (I | posed<br>D)<br>tr. 3, 4 | 6. Date Exercisable and<br>Expiration Date<br>(Month/Day/Year) |                    | Expiration Date            |                                     | Date of Securities |         | 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 Shares |                    |         |   |  |  |  |
| LLC Units<br>in<br>Goosehead<br>Financial,<br>LLC   | \$0.0   | 07/01/2019                                 |   | С                            |   |  | 3,804                   | (5)  | (5)                | Class A<br>Common<br>Stock | 3,804                               | \$0                | 863,220 | D   |  |  |  |
| LLC Units<br>in<br>Goosehead<br>Financial,<br>LLC   | \$0.0   |  |   |                              |   |  |                         | (5)  | (5)                | Class A<br>Common<br>Stock | 858,166                             |                    | 858,166 | Ι   | By Trust <sup>(4)</sup>  |  |  |

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 \$46.70 to \$47.62, 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 \$47.75 to \$48.74, 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 \$48.78 to \$49.46, 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. Reflects shares of Class A Common Stock, shares of Class B Common Stock or LLC Units, as applicable, held in trust for which the reporting person serves as a trustee and of which immediate family members of the reporting person are beneficiaries.

5. Each LLC Unit, together with a share of Class B Sommon 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 Michael C.</u> 07/02/2019 <u>Colby</u> \*\* 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.