



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

1. Title of Derivative Security (Instr. 3)	2. Conversion or Exercise Price of Derivative Security	3. Transaction Date (Month/Day/Year)	3A. Deemed Execution Date, if any (Month/Day/Year)	4. Transaction Code (Instr. 8)		5. Number of Derivative Securities Acquired (A) or Disposed of (D) (Instr. 3, 4 and 5)		6. Date Exercisable and Expiration Date (Month/Day/Year)		7. Title and Amount of Securities Underlying Derivative Security (Instr. 3 and 4)		8. Price of Derivative Security (Instr. 5)	9. Number of derivative Securities Beneficially Owned Following Reported Transaction(s) (Instr. 4)	10. Ownership Form: Direct (D) or Indirect (I) (Instr. 4)	11. Nature of Indirect Beneficial Ownership (Instr. 4)
				Code	V	(A)	(D)	Date Exercisable	Expiration Date	Title	Amount or Number of Shares				
LLC Units in Goosehead Financial, LLC	\$0.0	05/25/2021		C			32,392	(12)	(12)	Class A Common Stock	32,392	\$0	10,455,264 <sup>(13)</sup>	D <sup>(1)</sup>	
LLC Units in Goosehead Financial, LLC	\$0.0	05/26/2021		C			24,193	(12)	(12)	Class A Common Stock	24,193	\$0	10,431,071	D <sup>(1)</sup>	
LLC Units in Goosehead Financial, LLC	\$0.0	05/27/2021		C			13,144	(12)	(12)	Class A Common Stock	13,144	\$0	10,417,927	D <sup>(1)</sup>	
LLC Units in Goosehead Financial, LLC	\$0.0							(12)	(12)	Class A Common Stock	182,349		182,349	D <sup>(9)</sup>	
LLC Units in Goosehead Financial, LLC	\$0.0							(12)	(12)	Class A Common Stock	132,349		132,349	D <sup>(10)</sup>	
LLC Units in Goosehead Financial, LLC	\$0.0							(12)	(12)	Class A Common Stock	1,860,355		1,860,355	I	By Trust <sup>(11)</sup>

1. Name and Address of Reporting Person\*  
[Mark & Robyn Jones Descendants Trust 2014](#)  
 \_\_\_\_\_  
 (Last) (First) (Middle)  
 C/O GOOSEHEAD INSURANCE, INC.  
 1500 SOLANA BLVD., BLDG 4, STE 4500  
 \_\_\_\_\_  
 (Street)  
 WESTLAKE TX 76262  
 \_\_\_\_\_  
 (City) (State) (Zip)

1. Name and Address of Reporting Person\*  
[Jones Mark Evan](#)  
 \_\_\_\_\_  
 (Last) (First) (Middle)  
 C/O GOOSEHEAD INSURANCE, INC.  
 1500 SOLANA BLVD., BUILDING 4, STE 4500  
 \_\_\_\_\_  
 (Street)  
 WESTLAKE TX 76262  
 \_\_\_\_\_  
 (City) (State) (Zip)

1. Name and Address of Reporting Person\*  
[Jones Robyn Mary Elizabeth](#)  
 \_\_\_\_\_  
 (Last) (First) (Middle)  
 C/O GOOSEHEAD INSURANCE, INC.  
 1500 SOLANA BLVD., BUILDING 4, STE 4500  
 \_\_\_\_\_  
 (Street)  
 WESTLAKE TX 76262  
 \_\_\_\_\_  
 (City) (State) (Zip)

**Explanation of Responses:**

1. Reflects shares of Class A Common Stock, shares of Class B Common Stock or LLC Units, as applicable, held (i) directly by the Mark & Robyn Jones Descendants Trust 2014 and (ii) indirectly by Mark Evan Jones and Robyn Mary Elizabeth Jones, who serve as trustees of the Mark & Robyn Jones Descendants Trust 2014 and whose immediate family members are beneficiaries of the Mark & Robyn Jones Descendants Trust 2014.

2. The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$83.28 to \$84.24, inclusive. The reporting person trust 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 \$84.31 to \$85.30, inclusive. The reporting person trust 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 \$85.31 to \$86.01, inclusive. The reporting person trust 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 \$86.35 to \$86.57, inclusive. The reporting person trust 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 \$84.72 to \$85.70, inclusive. The reporting person trust 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.
7. The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$85.80 to \$86.79, inclusive. The reporting person trust 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.
8. The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$86.81 to \$87.66, inclusive. The reporting person trust 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.
9. Reflects shares of Class A Common Stock, shares of Class B Common Stock or LLC Units, as applicable, held directly by Mark Evan Jones, and does not reflect Class A Common Stock, shares of Class B Common Stock or LLC Units, as applicable, held by his spouse, Robyn Mary Elizabeth Jones, who is independently a reporting person of the issuer.
10. Reflects shares of Class A Common Stock, shares of Class B Common Stock or LLC Units, as applicable, held directly by Robyn Mary Elizabeth Jones, and does not reflect Class A Common Stock, shares of Class B Common Stock or LLC Units, as applicable, held by her spouse, Mark Evan Jones, who is independently a reporting person of the issuer.
11. Reflects shares of Class B Common Stock or LLC Units, as applicable, held indirectly by Mark Evan Jones and Robyn Mary Elizabeth Jones, who serve as trustees of various trusts and whose immediate family members are beneficiaries of such trusts.
12. 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.
13. Does not reflect shares of Class A Common Stock, shares of Class B Common Stock or LLC Units, as applicable, held directly by the reporting person individuals, who are each independently a reporting person of the issuer.

**Remarks:**

[/s/ P. Ryan Langston, as  
Attorney-in-Fact for Mark &  
Robyn Jones Descendants Trust](#) [05/27/2021](#)  
[2014](#)

[/s/ P. Ryan Langston, as  
Attorney-in-Fact for Mark Evan  
Jones](#) [05/27/2021](#)

[/s/ P. Ryan Langston, as  
Attorney-in-Fact for Robyn  
Mary Elizabeth Jones](#) [05/27/2021](#)

\*\* 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.

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