FORM 4

## UNITED STATES SECURITIES AND EXCHANGE COMMISSION

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| hours per response:    | 0.5       |  |  |  |  |

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

| 1. Name and Address of Reporting Person*  Colby Mark S.  (Last) (First) (Middle)  C/O GOOSEHEAD INSURANCE, INC. |  |            |        |                             |     | 2. Issuer Name and Ticker or Trading Symbol Goosehead Insurance, Inc. [ GSHD ]  3. Date of Earliest Transaction (Month/Day/Year) 06/30/2020  5. Relationship of Reporting Person(s) to Issuer (Check all applicable) Director Tofficer (give title Other (specify below) Director Tofficer (give title Other (specify below) Chief Financial Officer |     |  |               |  |                         |                            |   |  |                                    | vner   |  |   |            |
|---|--|------------|--------|-----------------------------|-----|--|-----|--|---------------|--|-------------------------|----------------------------|---|--|------------------------------------|--|--|---|------------|
| 1500 SOLANA BLVD., BUILDING 4, STE 4500  (Street)  WESTLAKE TX 76262  (City) (State) (Zip)                      |  |            |        |                             |     | 4. If Amendment, Date of Original Filed (Month/Day/Year)  6. Individual or Joint/Group Filing (Check Applicable Line)  X Form filed by One Reporting Person  Form filed by More than One Reporting Person  |     |  |               |  |                         |                            |   |  |                                    |  |  |   |            |
| Table I - Non-Deriva  1. Title of Security (Instr. 3)  2. Transaction Date (Month/Day/Yo                        |  |            |        |                             | ion | n 2A. Deemed<br>Execution Date,  |     | 3.<br>Transaction<br>Code (Instr.<br>8)                        |               | 4. Securities Acquired (A) or<br>Disposed Of (D) (Instr. 3, 4 and                                |                         | (A) or                     | 5. Amount of Securities Beneficially Owned Foll |  | unt of<br>es<br>ially<br>Following | s Form<br>ally (D) of<br>following (I) (Ir                               |  | 7. Nature<br>of Indirect<br>Beneficial<br>Ownership |            |
|   |  |            |        |                             |     |  |     |  | Code          | v  | Amount                  | (A) or<br>(D)              | Price   |  | Reporte<br>Transac<br>(Instr. 3    | tion(s)  |  |   | (Instr. 4) |
| Class B Common Stock 06/30/202  |  |            |        |                             | 020 |  |     |  | С             |  | 4,200                   | D                          | \$0   | 77,160   |                                    | ,160   | D  |   |            |
| Class A Common Stock 06/30/202  |  |            |        |                             | 020 |  |     |  | С             |  | 4,200                   | A                          | \$0   |  | 4,200                              |  |  | D   |            |
| Class A Common Stock 06/30/202  |  |            |        |                             | 020 |  |     |  | S             |  | 4,200                   | D                          | \$75.209  | 93(1) 0  |                                    |  |  | D   |            |
|   |  | Т          | able I |                             |     |  |     |  |               |  | sposed of<br>, converti |                            |   |  | wned                               |  |  |   |            |
| 1. Title of<br>Derivative<br>Security<br>(Instr. 3)   | perivative Conversion Date Execution Date, ecurity or Exercise (Month/Day/Year) if any |            |        | Fransaction Code (Instr. 5) |     | of E   |     | 6. Date Exercisable and<br>Expiration Date<br>(Month/Day/Year) |               | 7. Title and<br>Amount of<br>Securities<br>Underlying<br>Derivative Security<br>(Instr. 3 and 4) |                         | De<br>Se<br>(In            | Price of<br>rivative<br>curity<br>str. 5)       | 9. Number<br>derivative<br>Securities<br>Beneficiall<br>Owned<br>Following<br>Reported<br>Transactio<br>(Instr. 4) | ly                                 | 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) |   |            |
|   |  |            |        |                             |     | v  | (A) | (D)  | Date<br>Exerc | isable   | Expiration<br>Date      | Title                      | Amoun<br>or<br>Numbe<br>of<br>Shares            |  |                                    |  |  |   |            |
| LLC Units<br>in<br>Goosehead<br>Financial,<br>LLC   | \$0.0  | 06/30/2020 |        |                             | С   |  |     | 4,200  | (2            | 2)   | (2)                     | Class A<br>Common<br>Stock | 4,200   |  | \$0                                | 77,160   | )  | D   |            |

## **Explanation of Responses:**

2. 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.

/s/ P. Ryan Langston, as

Attorney-in-Fact for Mark S. 06/30/2020

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.

<sup>1.</sup> The price reported in Column 4 is a weighted average price. These shares were sold in multiple transactions at prices ranging from \$75.00 to \$75.86, 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.