

How Kaabil.school Scaled from 0 to \$20K/Month Empowering Pakistan's Future Entrepreneurs







About the Client

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- > Client: Kaabil.school
- > Industry: Education / Skill Development
- > Program: 8-Week "Kaabil Cohort"- Build Skills, Launch a Business, Earn Your First \$500
- > Target Audience: Men & Women in Pakistan (age 25-60)
- Regions: Help individuals start small online businesses using modern digital skills.

Kaabil.school was launched by the founders of AiForAll after their successful AI education programs. They identified a gap, thousands of motivated people in Pakistan wanted to learn income-generating skills and launch small businesses, but didn't know where to start.



The Challenge

Kaabil was a brand-new venture - no audience, no social presence, no leads.

Our Goal was to Build Everything from Scratch:

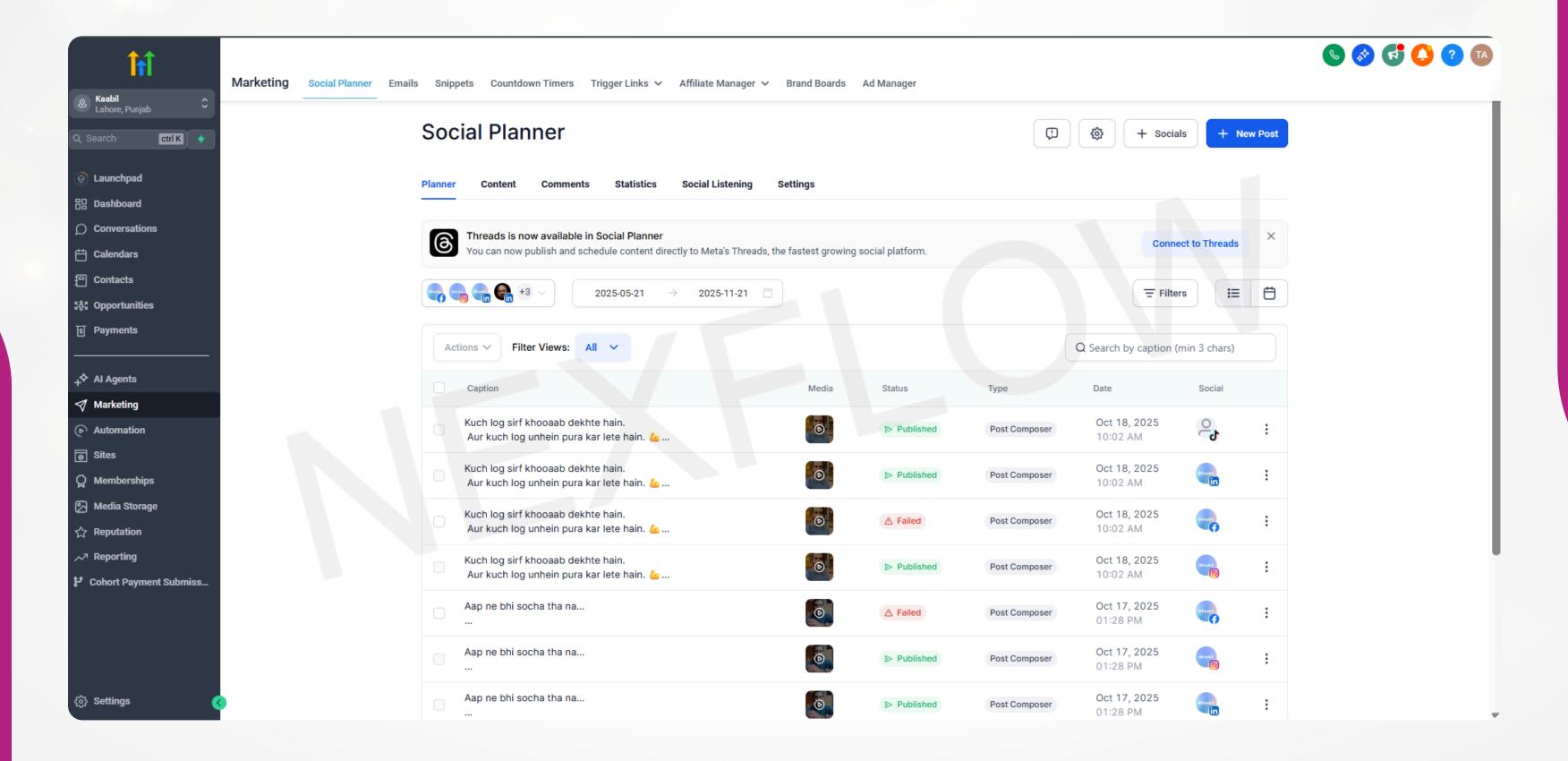
- Create a Brand Identity and Social Media Presence.
- > Set up end-to-end Systems in GoHighLevel (GHL).
- Launch Campaigns that could Deliver Paid Enrollments from Day one.

We knew what worked for AiForAll, but needed to adapt it for the Pakistani market and audience behavior.





Created Social Media Accounts and Integrated all in one in GoHighLevel CRM for Posting and Scheduling





The Strategy - Replicating a Proven System

Since we already had a battle-tested funnel from AiForAll, we replicated and localized it for Kaabil.

Step 1: Lead Generation – Meta Ads for Free Masterclass

We launched Meta Ads targeting men and women across Pakistan with a **"Free Masterclass"** approach, focused on financial independence and starting a business with zero investment.





We Reused the Same Successful Structure:

- Value-first Campaign
- Simple, Relatable Creatives
- > A/B testing with different hooks and visuals

Impact: Within 7 days of launch, we achieved a low cost per lead (\$0.1–\$0.2) and consistent conversions.

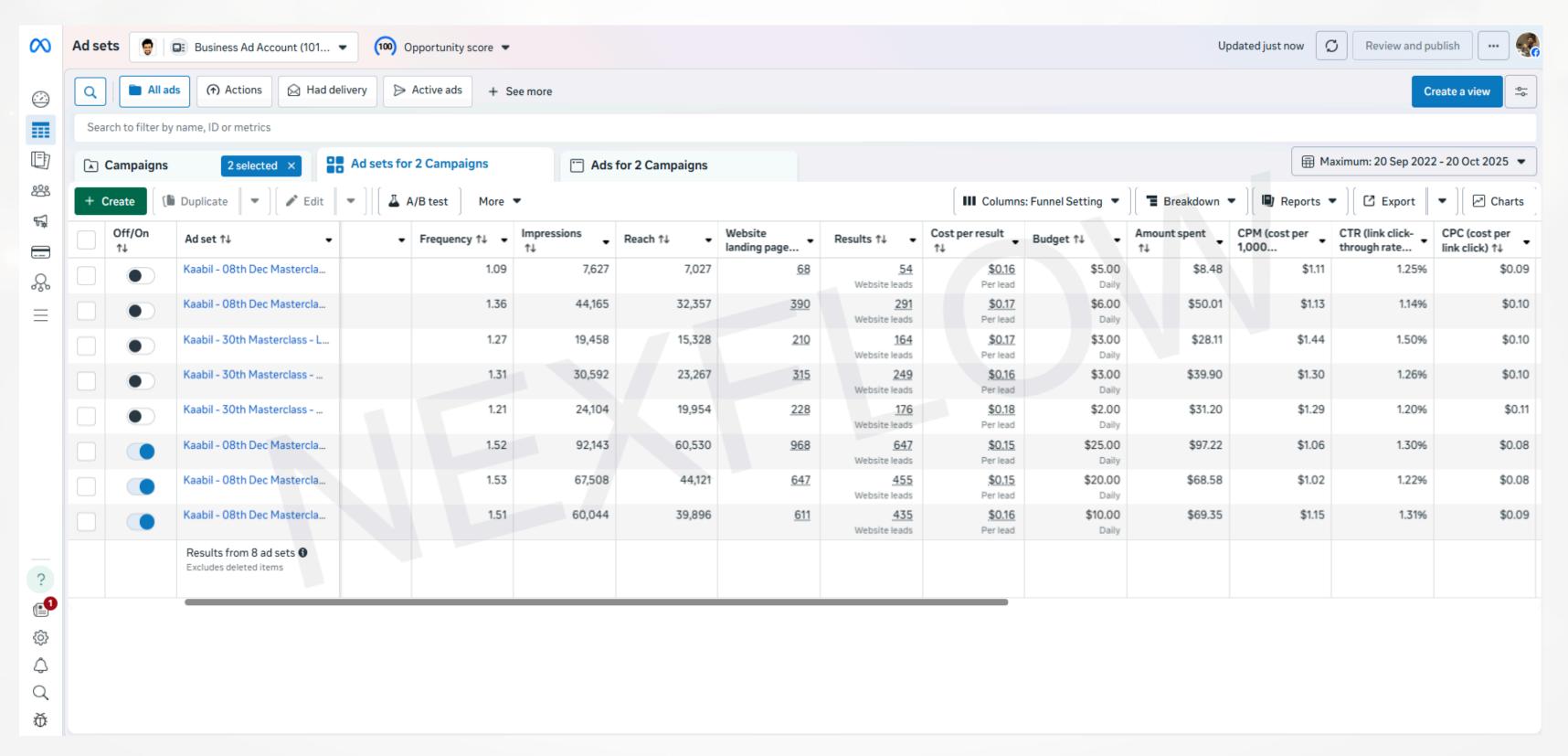


Meta Ads Manager Dashboard (All Campaigns)

Q	All a	ds	+ See more										Create a view	
Sea	rch to filter b	y name, ID or metrics												
Campaigns											1-200 of 228			
+	Create [Duplicate ■ Dupli	More ▼					[III (Columns: Funnel Settir	ng ▼][T Breakdov	vn ▼][🕒 Repor	ts ▼][🖸 Export	▼][
	Off/On ↑↓	Campaign ↑↓	Frequency ↑↓	Impressions ↑↓ ▼	Reach ↑↓ •	Website landing page views ↑↓	Results ↑↓ •	Cost per result ↑↓	Budget ↑↓ •	Amount spent ↑↓	CPM (cost per 1,000	CTR (link click- through rate) ↑↓	CPC (cost per link click) ↑↓	
		AFA C7 - 20 SEPT - FREE MASTERCLASS	2.02	4,390,193	2,178,029	31,011	14,147 Website completed r		Using ad set bu	\$5,318.44	\$1.21		\$	
		KBL - P2P C4 - 6th September Free Mastercl	2.49	3,951,790	1,583,897	41,225	19,948 Website leads	\$0.25 Per lead	Using ad set bu	\$4,944.54	\$1.25	1.80%	\$	
		KBL - P2P C3 - 9th August Free Masterclass	2.73	2,472,185	903,994	34,849	17,276 Website leads	\$0.19 Per lead	Using ad set bu	\$3,246.94	\$1.31	2.17%	4	
		AFAP C1 - 12th JULY - FREE MASTERCLASS	1.98	42,276	21,361	325	154 Website completed r		Using ad set bu	\$1,382.82	\$32.71	1.38%		
		AFA C5 - 14th JUNE - FREE MASTERCLASS	2.56	2,970,679	1,161,277	24.502	Multiple conversions		Using ad set bu	\$3,120.19	\$1.05	1.46%		
		KBL - P2P C2 - 3rd May Free Masterclass Ca	2.49	2,494,992	1,002,500	32,089	15,945 Website leads	\$0.15 Per lead	Using ad set bu	\$2,384.82	\$0.96	1.86%	4	
		AFA C4 - 12th APRIL - FREE MASTERCLASS	2.47	2,495,647	1,009,550	26,783	Multiple conversions	Multiple conversions	Using ad set bu	\$3,403.88	\$1.36	1.65%	4	
		KBL VA - 12th April - Free Masterclass - Cam	1.17	17,142	14,671	189	132 Website leads	\$0.16 Per lead	Using ad set bu	\$20.95	\$1.22	1.48%	5	
		AFA - 1st March - FREE MASTER CLASS - C	2.28	1,147,232	502,772	10.958	6,254 Website completed r		Using ad set bu	\$2,897.81	\$2.53	1.35%		
		KBL Kahani - Campaign (4th Feb)	1.24	15,171	12,272	98	.27 Website submit appli	\$0.96 Per website applicati	Using ad set bu	\$25.86	\$1.70	1.03%		
		AFA - C3 - 11th Jan - FREE MASTERCLASS	2.54	720,659	283,309	11,635	6,705 Website completed r		Using ad set bu	\$1,492.12	\$2.07	2.35%	\$	
		Kaabil - 08th Dec Masterclass - Campaign	1.53	271,487	177,391	2,684	1,882 Website leads		Using ad set bu	\$293.64	\$1.08	1.26%	\$	
		Kaabil - 30th Nov Masterclass - Campaign	1.27	74,154	58,232	753	589 Website leads	.\$0.17. Per lead	Using ad set bu	\$99.21	\$1.34	1.30%		
		AFA - Gen Ai Accelerator Pro (9th Nov) - Cam	1.59	28,537	17,926	352	102 Website leads		Using ad set bu	\$100.06	\$3.51	1.78%	\$	
		Results from 228 campaigns ⊕ Excludes deleted items												

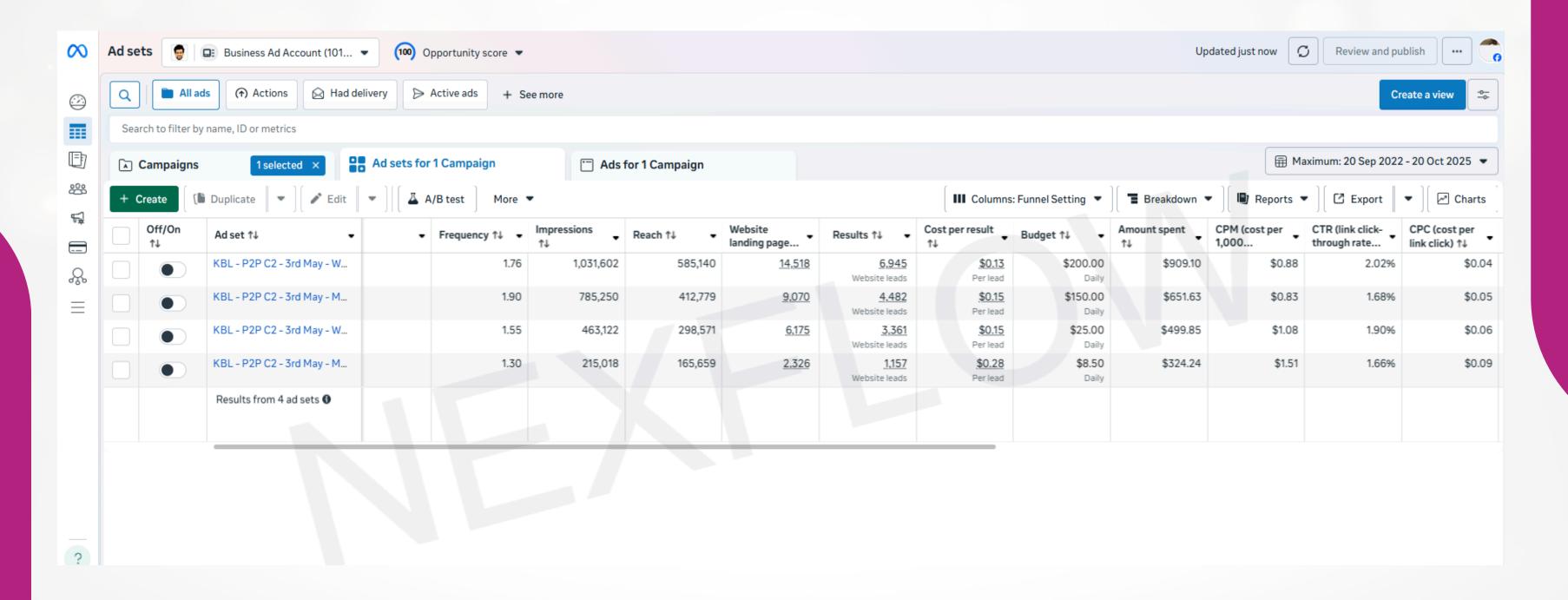


Kaabil Cohort 1 Ad sets Screenshots (Including A/B Testing, Dynamic Ads)



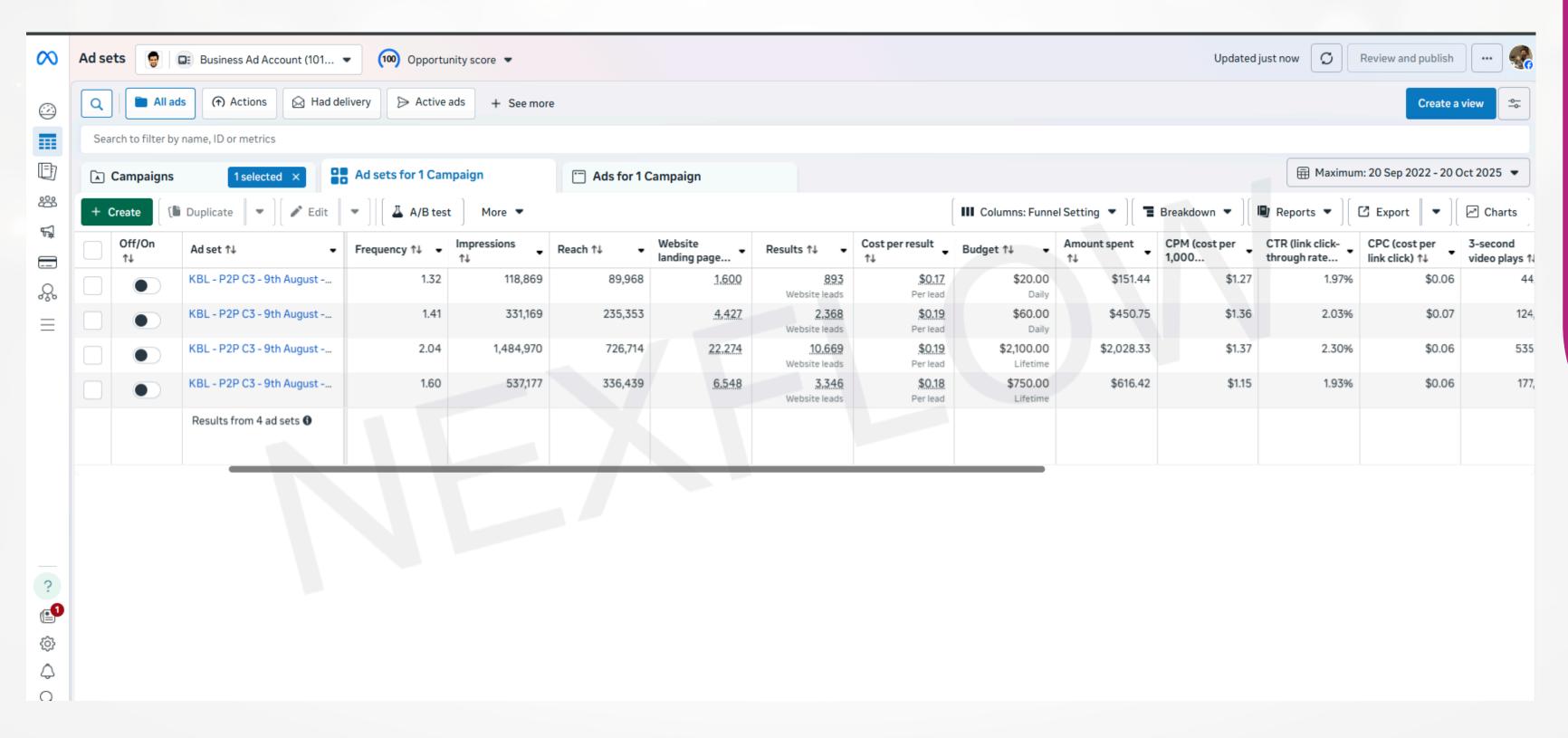


Kaabil Cohort 2 Ad sets Screenshot (Used Previous Winning Ads)



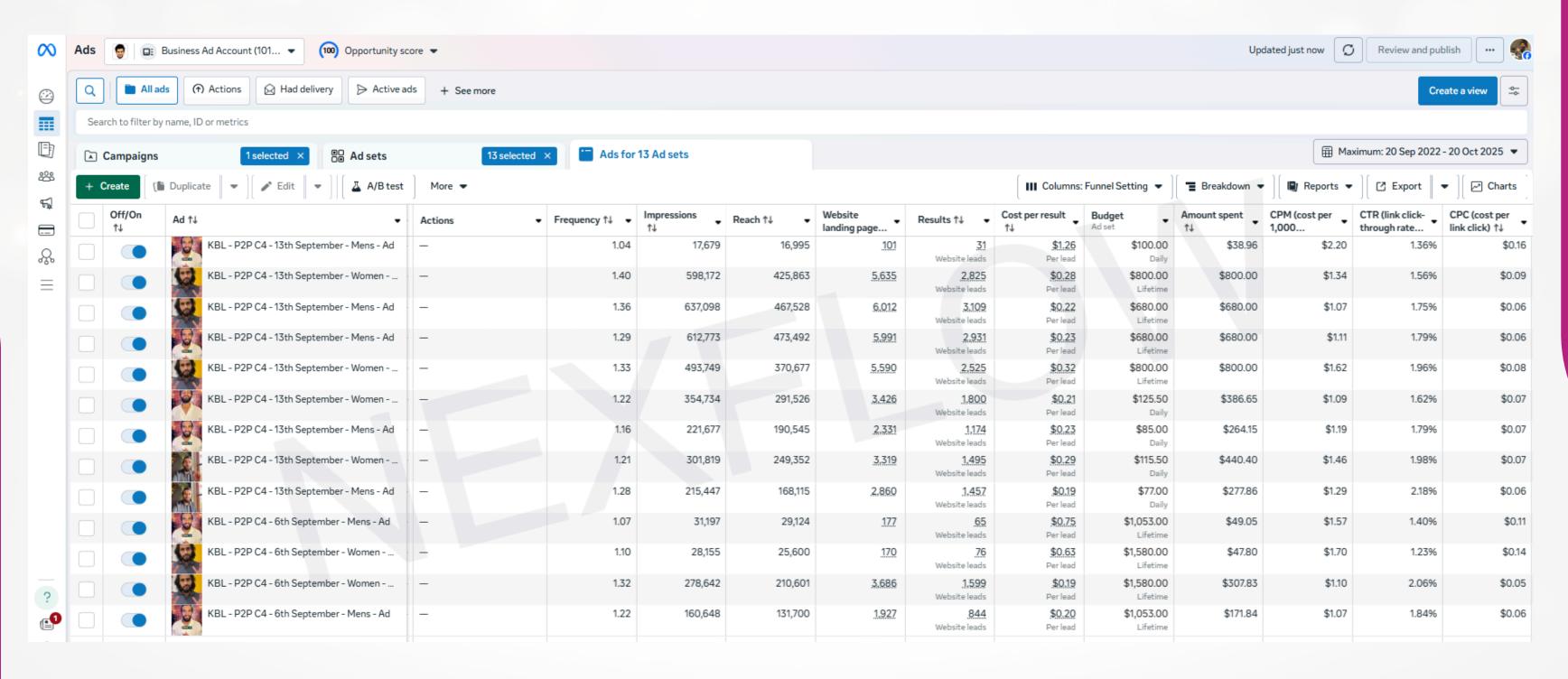


Kaabil Cohort 3 Ad sets Screenshot





Kaabil Cohort 4 Ad sets Screenshot (Due to Ad Fatigue we use new Ad Reels for C4 that include A/B Testing, Dynamic Ads.)

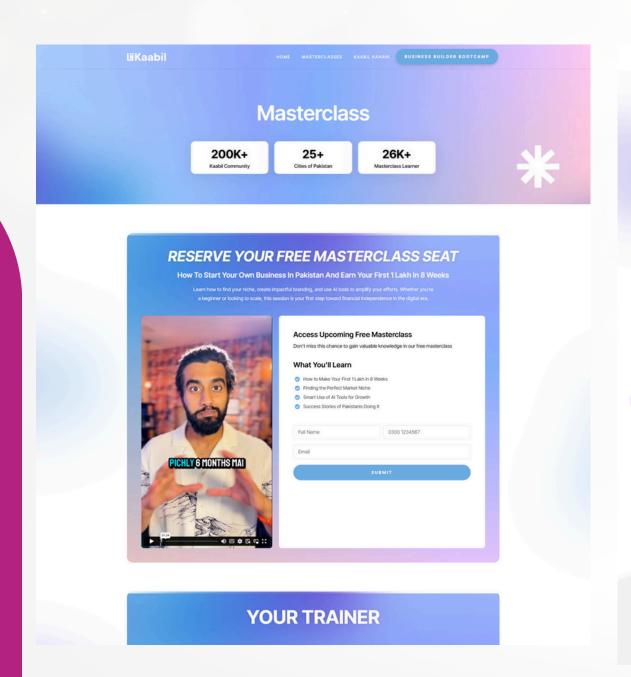


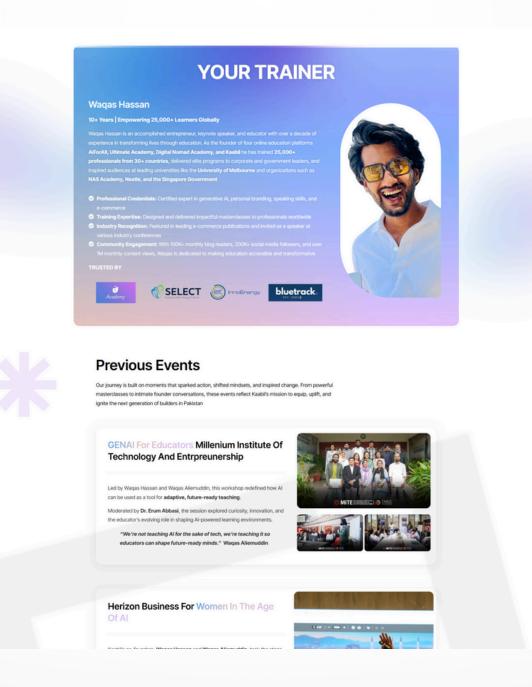
and alot more adsets like this...

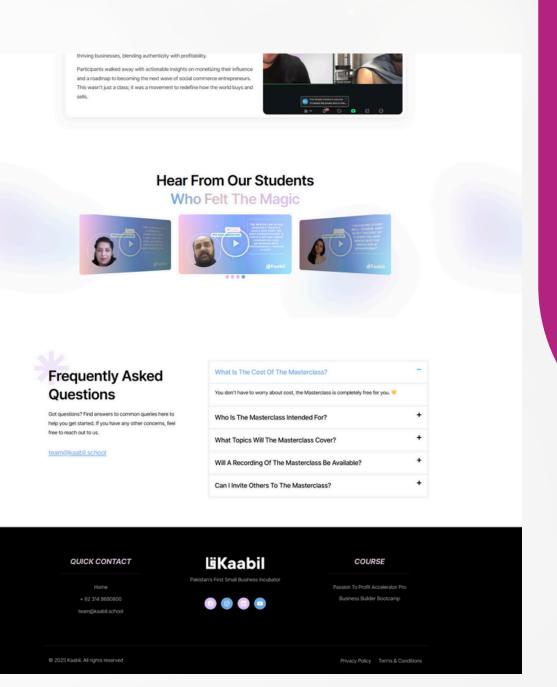


Step 2: Funnel – Masterclass Landing Page

Impact: The landing page converted visitors into leads.

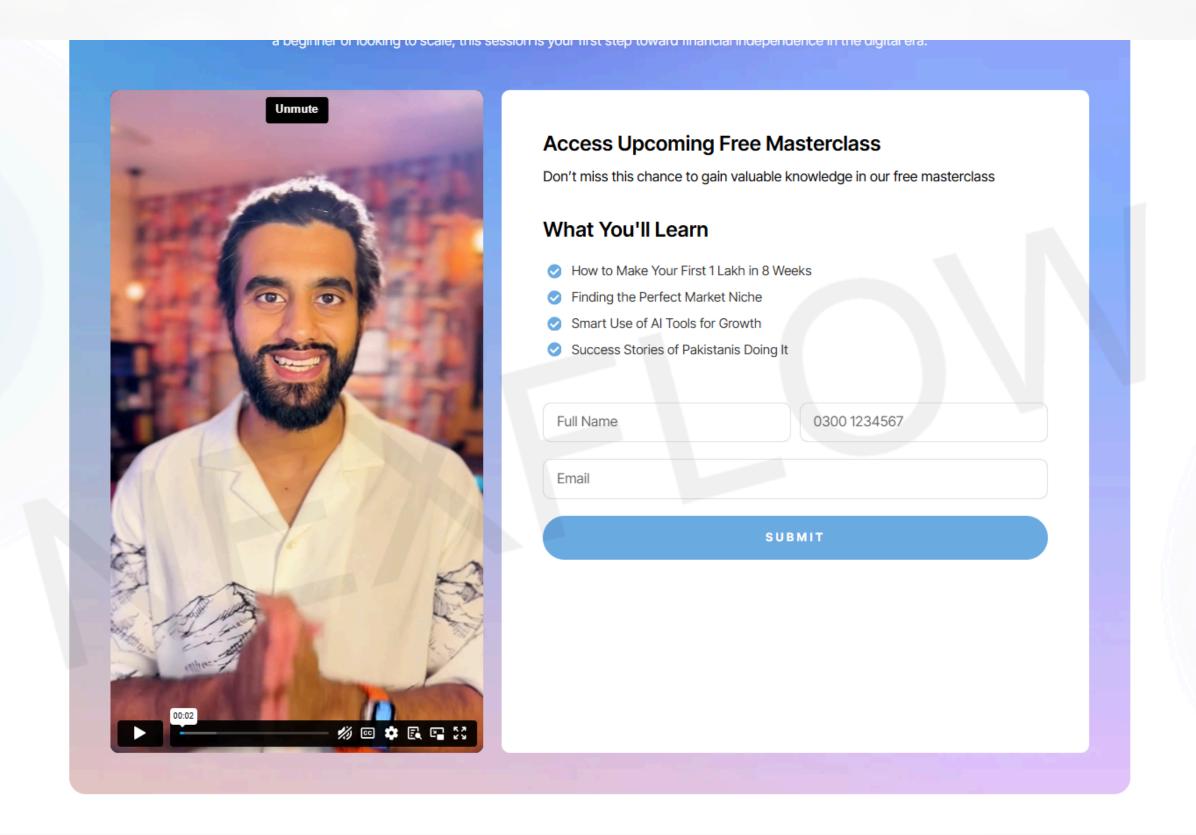








Landing Page Form







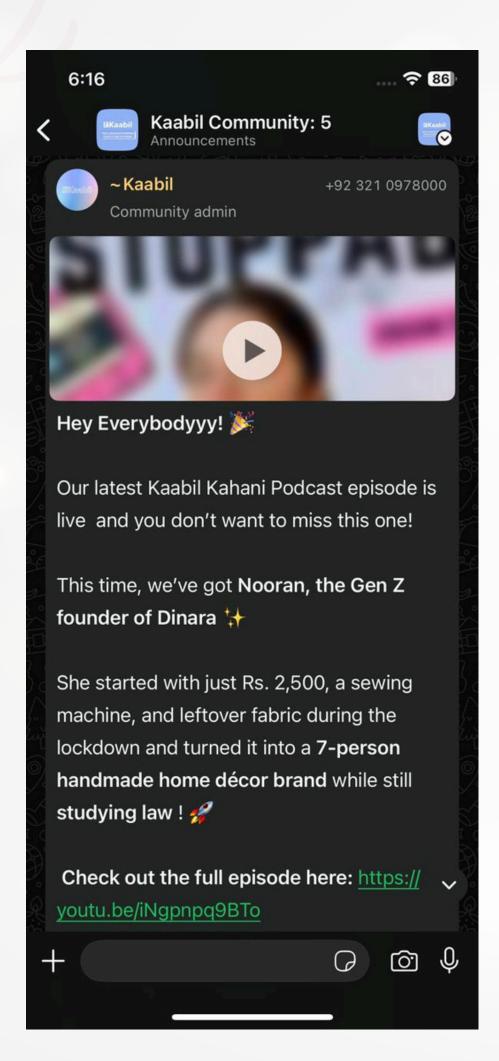
Step 3: Engagement – WhatsApp Community

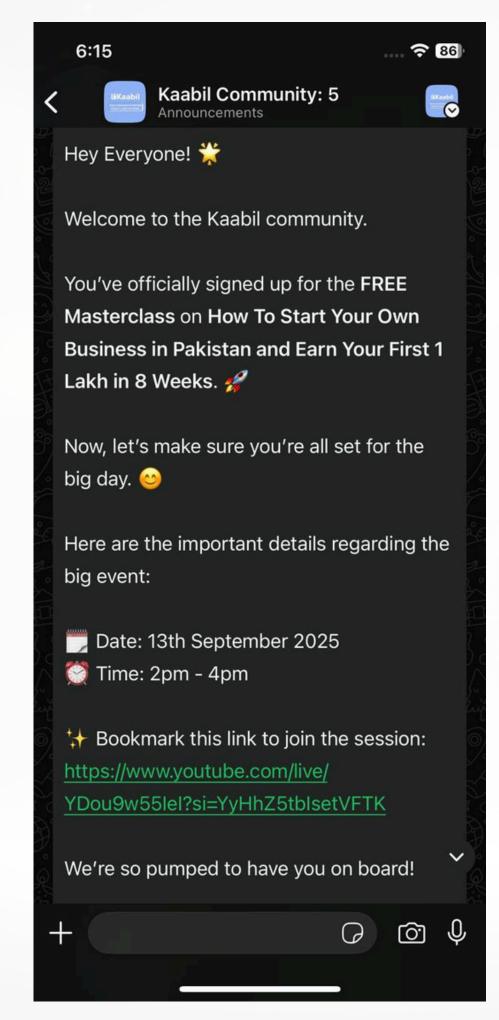
Once registered, users were redirected to join a WhatsApp group where we nurtured them daily with:

- Motivational stories of entrepreneurs
- Session reminders
- Value-driven short content

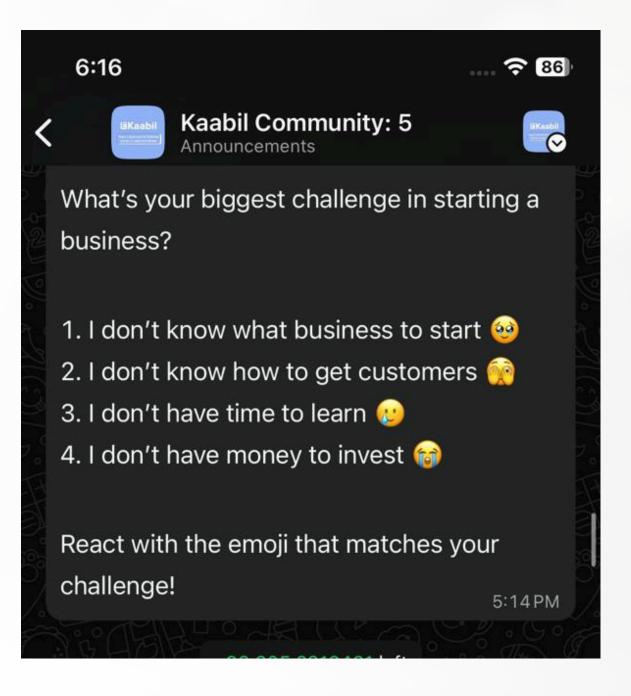
Impact: Built strong pre-masterclass engagement and boosted attendance by 65%+.







WhatsApp Group Message Example







Step 4: Conversion – Cohort Registration Funnel

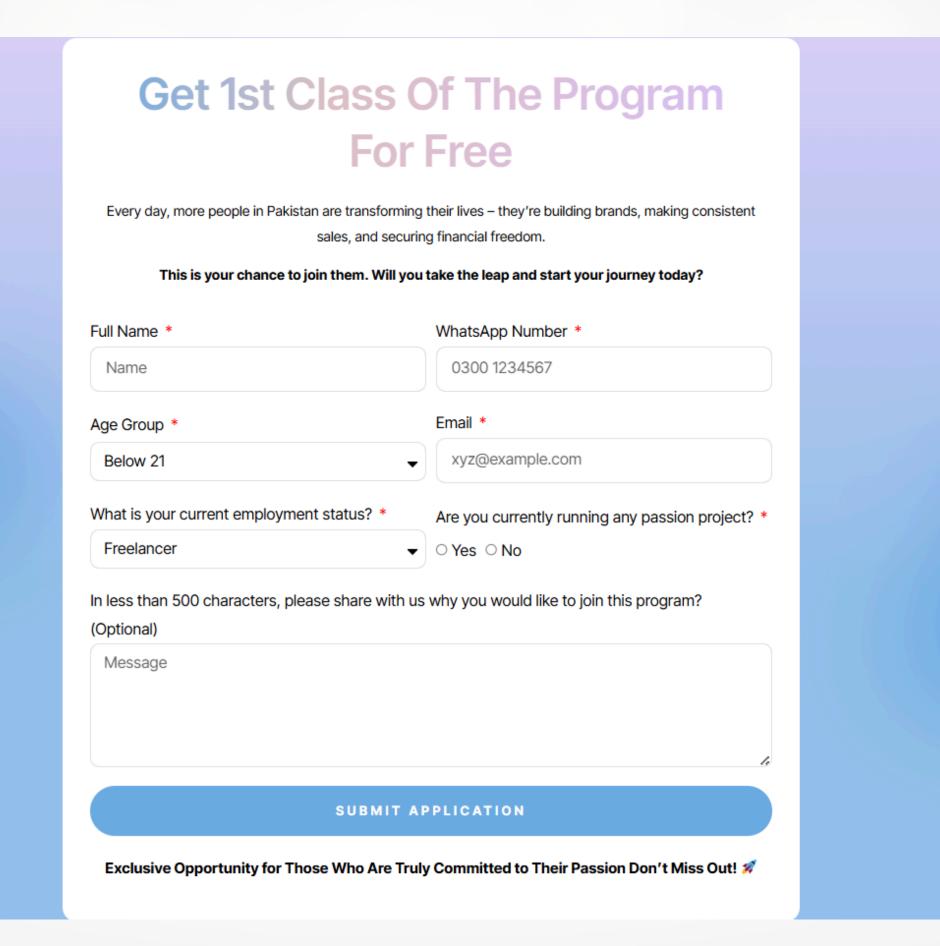
After the masterclass, attendees were guided to fill a comprehensive registration form for the upcoming 8-week cohort.

This helped filter serious applicants and allowed the sales team to prioritize high-intent leads.

Impact: Generated hundreds of qualified leads every week.



Application Form for Cohort Registration







Step 5: Automation & Follow-up - GoHighLevel CRM

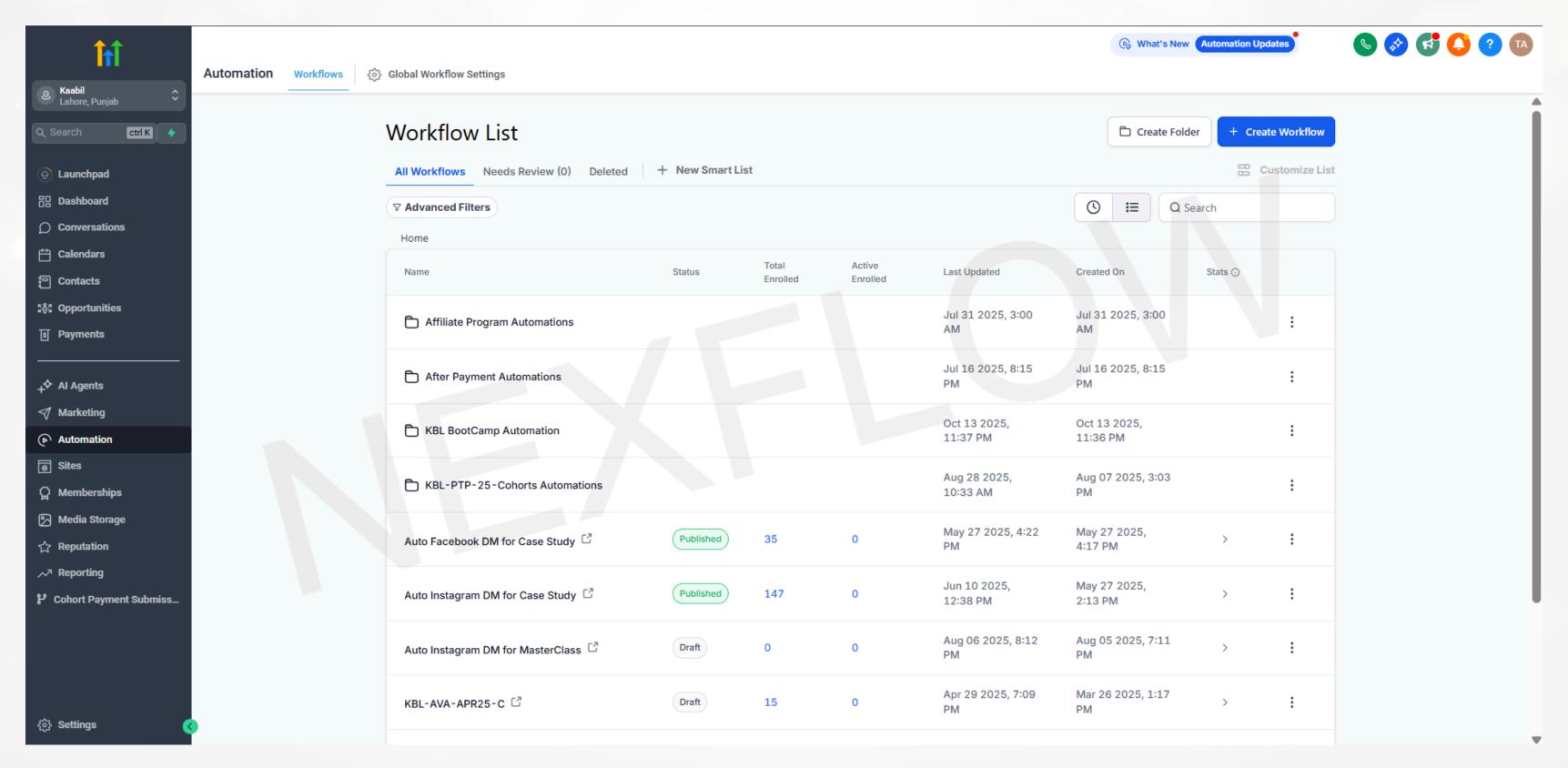
All leads automatically flowed into GoHighLevel, where we set up:

- ▶ Lead capture forms → CRM pipelines
- Automated WhatsApp messages
- Nurturing email campaigns
- > Follow-up triggers for the sales team

Impact: Fully automated onboarding & nurturing. Manual work reduced by 80%, improving response and conversion times drastically.

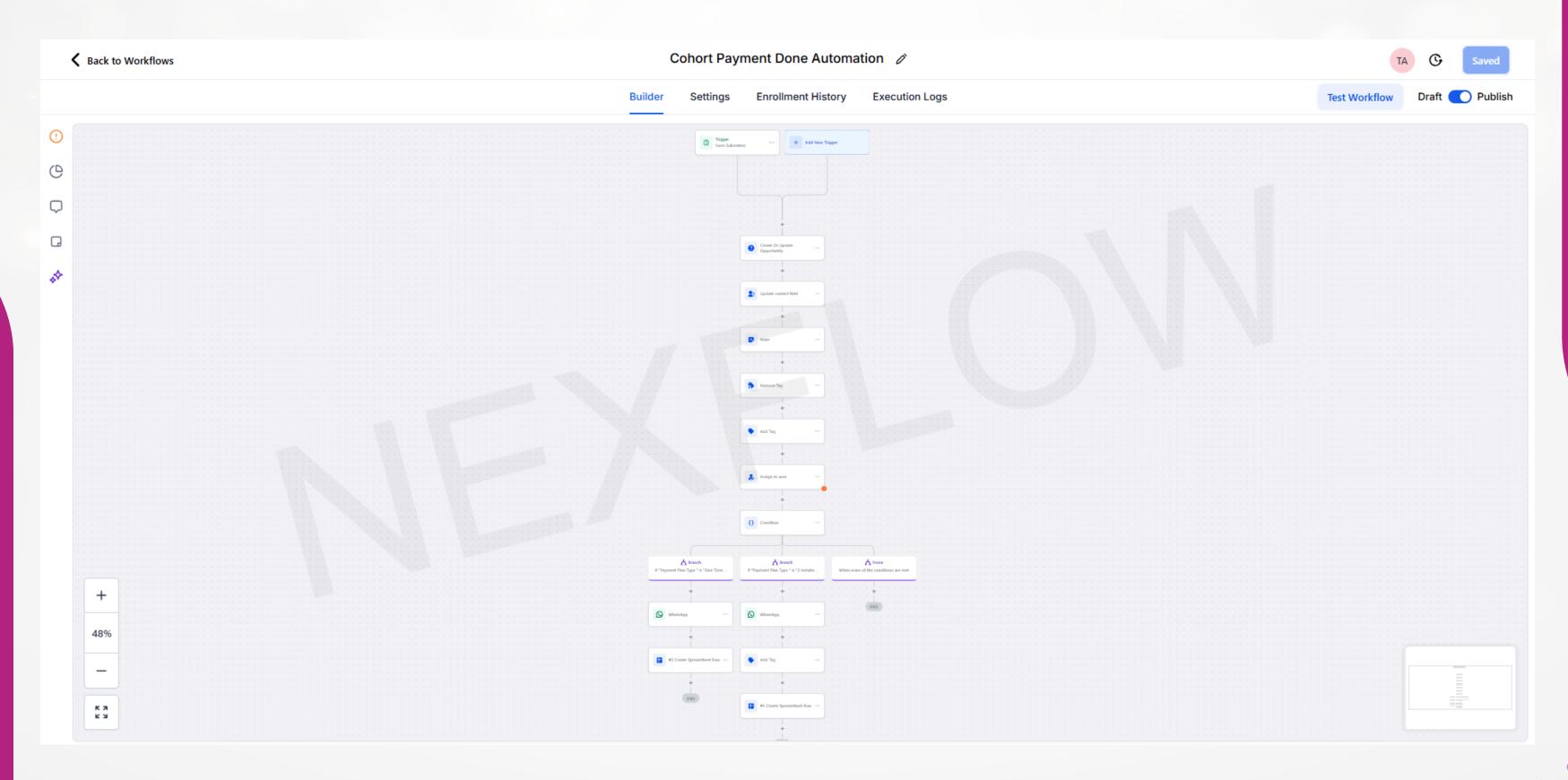


This is GHL Workflow List (All Automations)



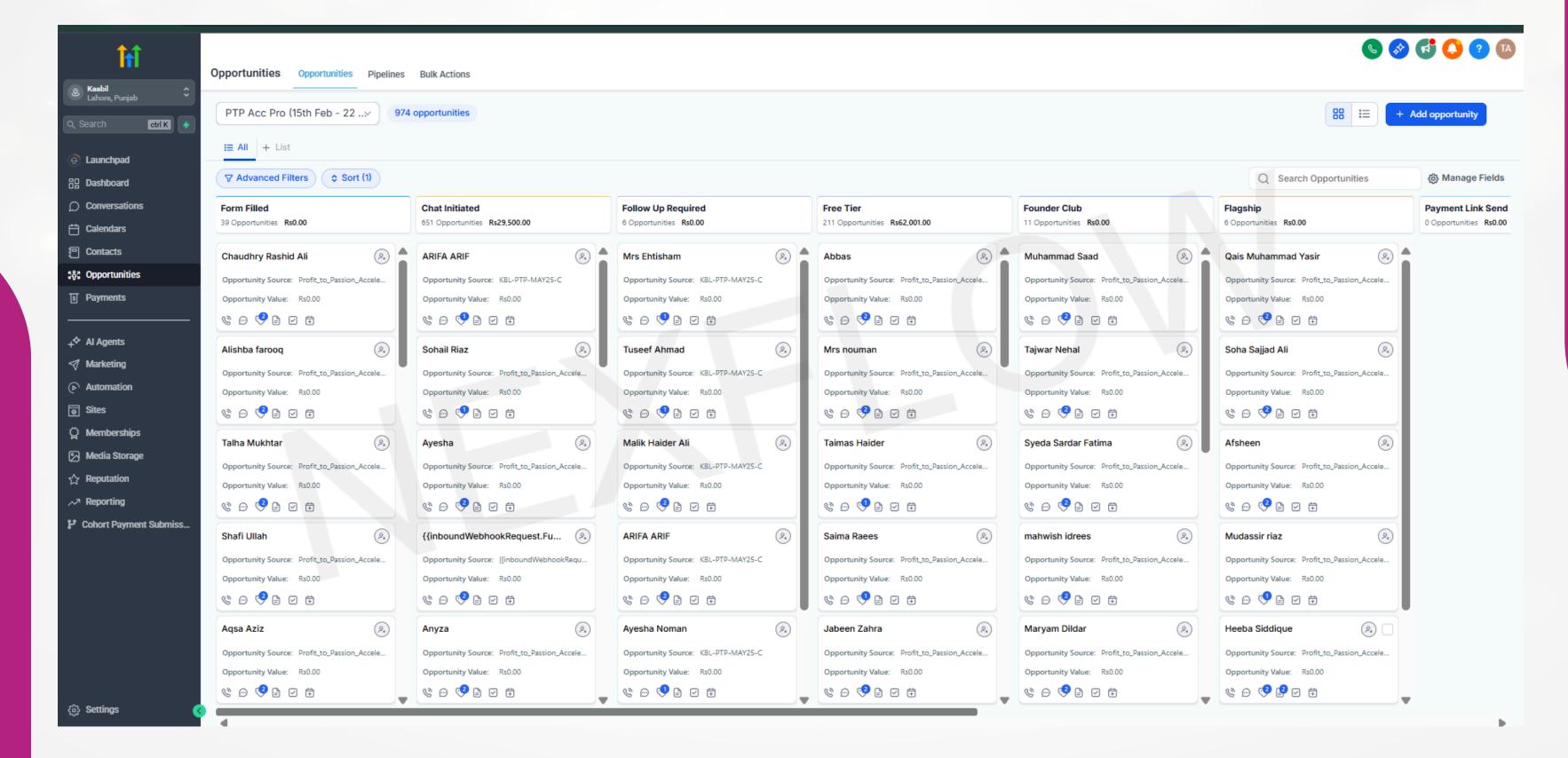


This is one of the Workflow. (Form Filled to First Message Sent)



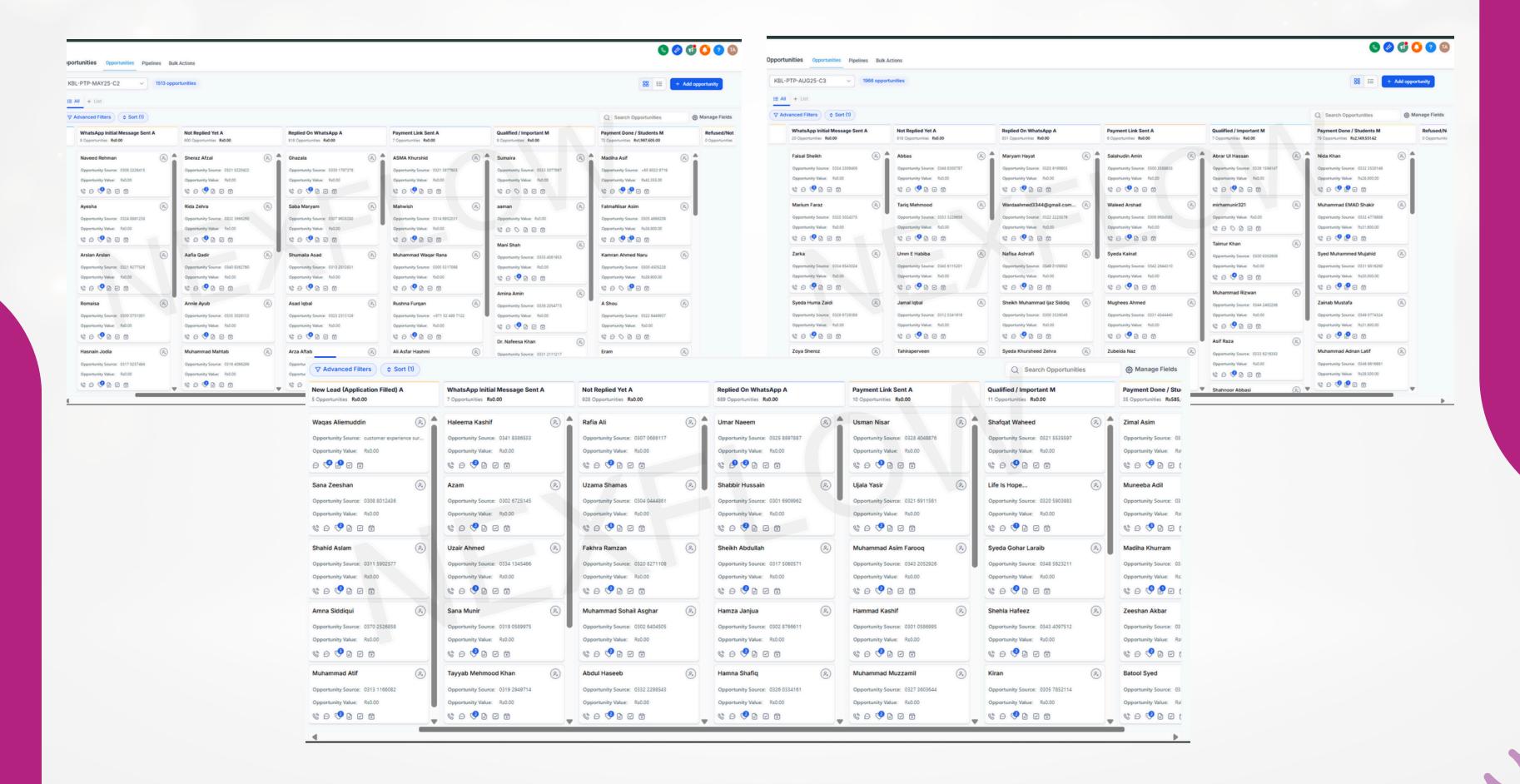


This is the Pipeline of Cohort 1. From Lead to Sales, all leads can easily track from here

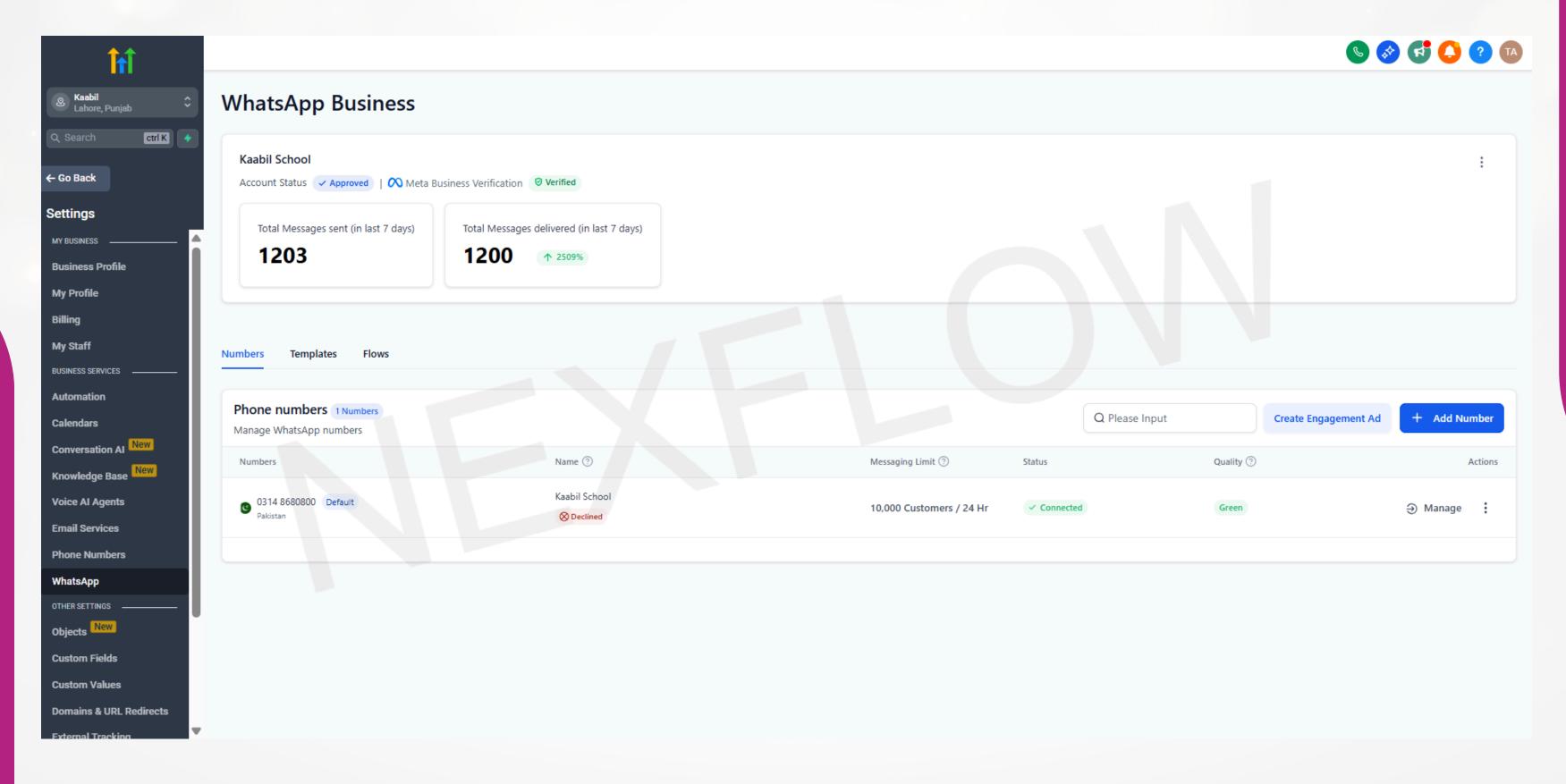




Kaabil Cohort 2, 3, 4 Pipeline. (Seamless Tracking of Leads)

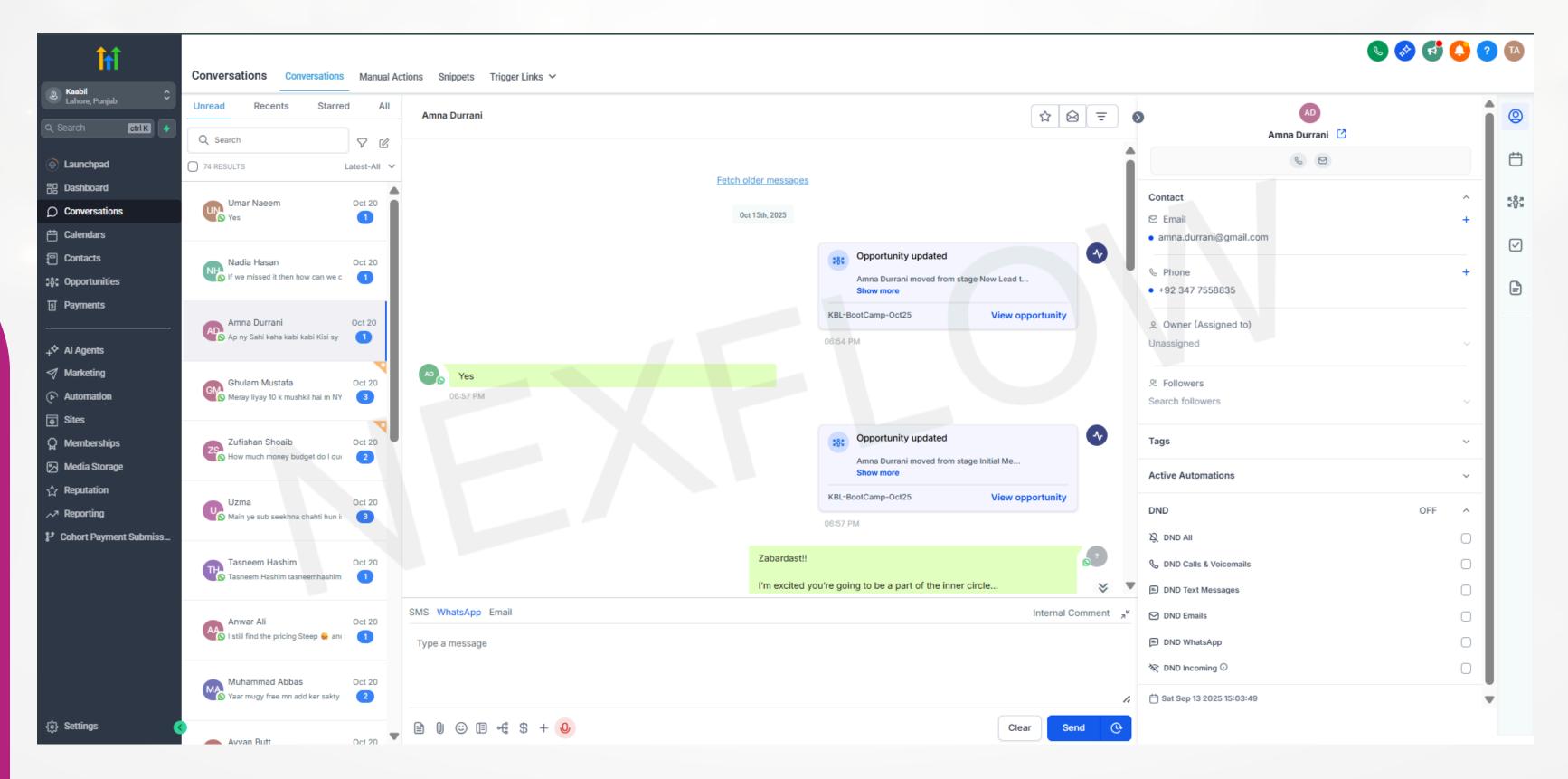


WhatsApp Business (Connected with GHL)





Conversations. (Integrated Email, SMS and WhatsApp in one Place) All Sales Conversations for Cohort happen here







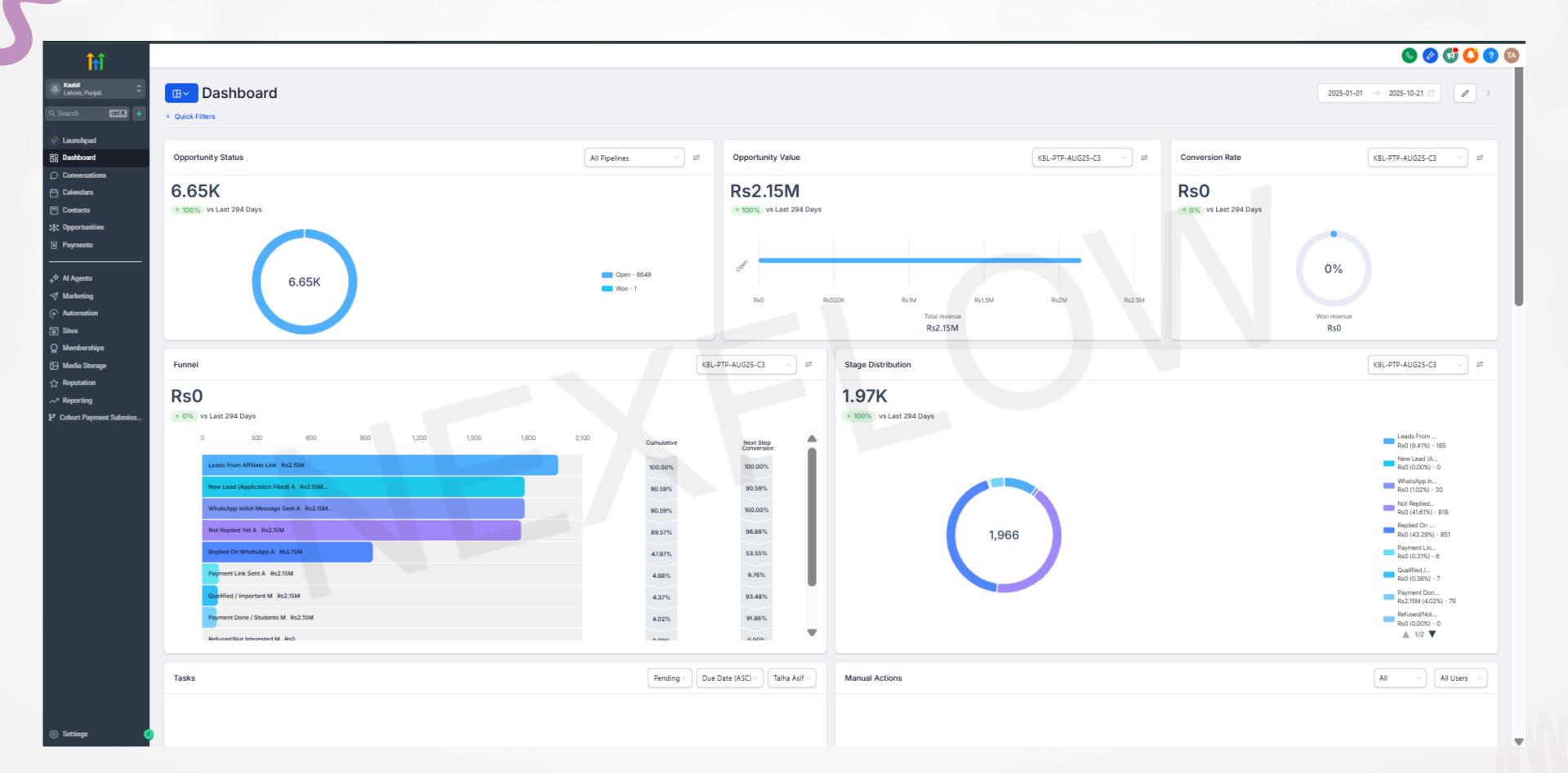
The Results

Kaabil.school achieved immediate traction, because we built it on a proven system and localized it perfectly.

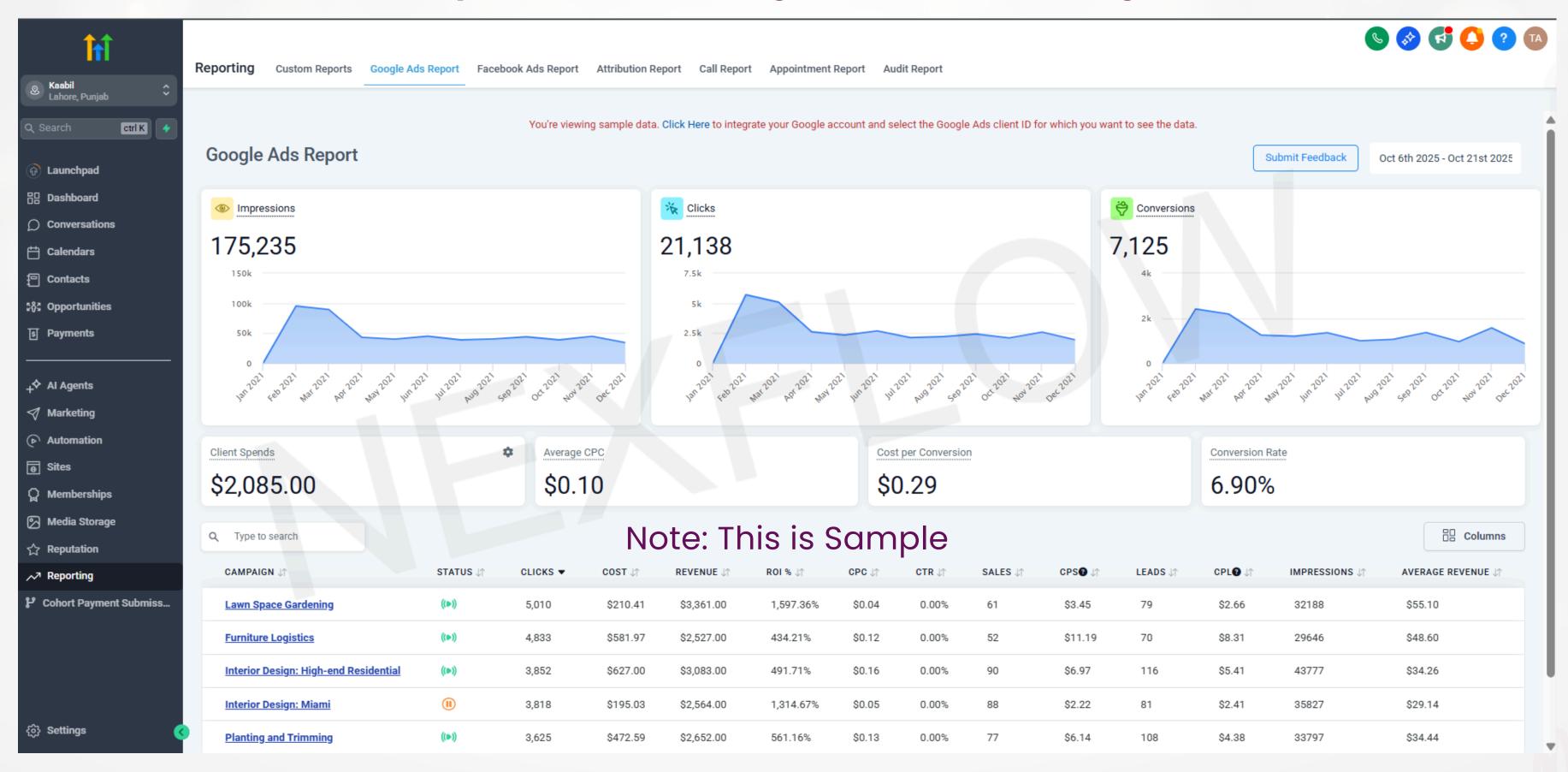
Metric	Results				
Total Leads	50,000+				
Cost Per Lead	\$0.1 - \$0.2				
Paid Students	500+ Students				
Monthly Revenue	\$15K - \$20K				
ROAS	6x+				

We Create GHL Dashboard to get all the analytics of Cohort

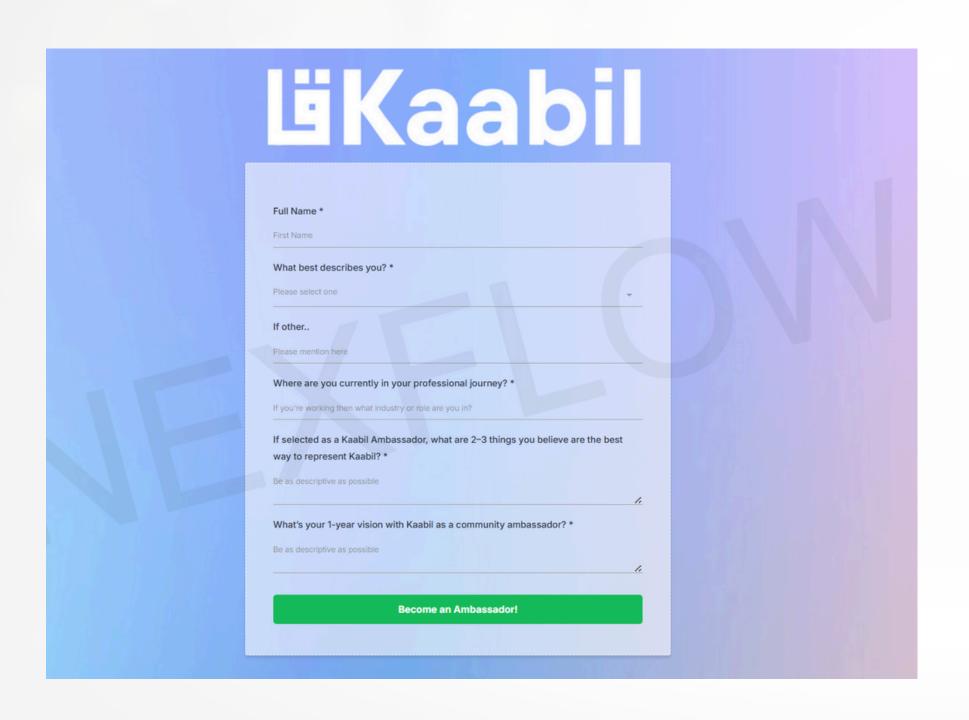
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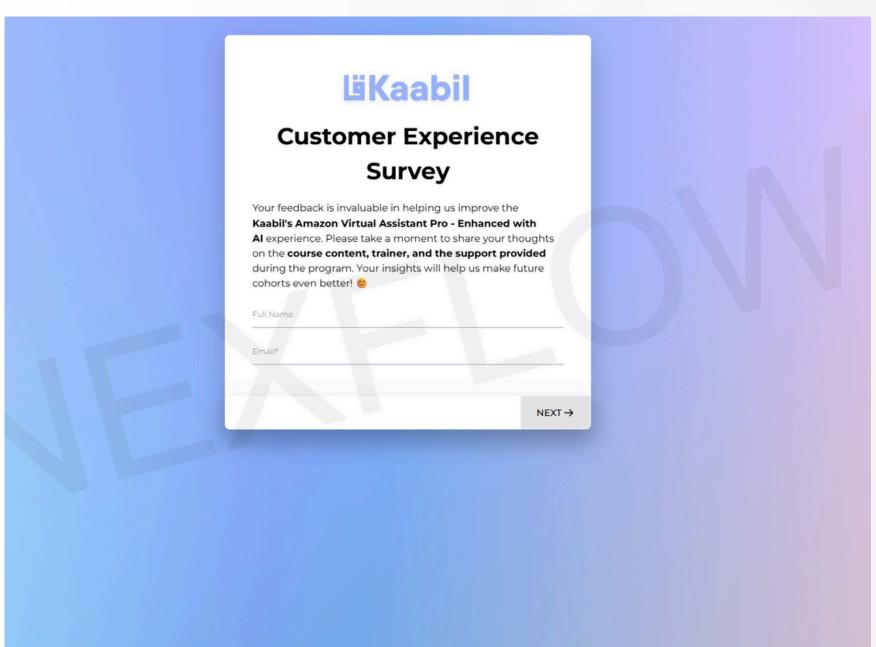


Also Integrate Meta Ads Manager with GHL to get all the Campaign at one place. (No Need to go in Meta Ads Manager)



We also create some Forms and Surverys in GHL for Payments, Customer Experience Survey and alot more.





With all these Efforts we have Generated over 50k+ Leads for Kaabil and this is All Campaign Data Report including other Businesses.

Report in next slide...

Campaign name 💌	Delivery •	Quality ranking •	Conversion rate ranking	Engagement rate ranking	Frequency	Impressions	Reach	Website landing page views	Results	Cost per result •	Amount ↓ ▼	CPM (cost per 1,000 impressions)
AFA C7 - 20 SEPT - FRE	Not delivering Campaign	-	-	-	2.02	4,390,193	2,178,029	3.1.01.1 🖂	14.147 (2) Website completed registrati	\$0.38 [2] Website completed registrati	\$5,318.44	\$1.21
KBL - P2P C4 - 6th Sept	. Not delivering Campaign	-	-	-	2.49	3,951,790	1,583,897	41,225 🖂	19,948 (2) Website leads	\$0.25 (z) Website lead	\$4,944.54	\$1.25
AFA C4 - 12th APRIL - F	. Not delivering Campaign	-	_	-	2.47	2,495,647	1,009,550	26.783 🖂	_	_	\$3,403.88	\$1.36
AFA C6 - 23 AUG - FREE	. Completed Campaign	_	_	_	2.33	2,357,795	1,010,099	22.112 🖂	10.774 (2) Website completed registrati	\$0.31 z Website completed registrati	\$3,294.23	\$1.40
KBL - P2P C3 - 9th Augu	. Not delivering Campaign	_	_	_	2.73	2,472,185	903,994	34,849 🖂	17,276 (2) Website leads	\$0.19 z Website lead	\$3,246.94	\$1.31
AFA C5 - 14th JUNE - F	Not delivering Campaign	_	_	_	2.56	2,970,679	1,161,277	24,502 🗵	_	_	\$3,120.19	\$1.05
AFA - 1st March - FREE	Not delivering Campaign	-	-	_	2.28	1,147,232	502,772	10.958 🖂	6.25.4 🗵 Website completed registrati	\$0.46 (2) Website completed registrati	\$2,897.81	\$2.53
KBL - P2P C2 - 3rd May	. Not delivering Campaign	-	-	_	2.49	2,494,992	1,002,500	32,089 ×	15,945 (2) Website leads	\$0.15 pt Website lead	\$2,384.82	\$0.96
AFA - C3 - 11th Jan - FR	Not delivering Campaign	_	_	_	2.54	720,659	283,309	1.1.635 🖂	6,705 Pl Website completed registrati	\$0,22 2 Website completed registrati	\$1,492.12	\$2.07
AFAP C1 - 12th JULY - F	. Not delivering Campaign	_	_	_	1.98	42,276	21,361	325 🖂	.154 Izi Website completed registrati	\$8.98 µ Website completed registrati	\$1,382.82	\$32.71
KBL - SC - 8th February	. Completed Campaign	_	_	_	2.10	1,177,328	561,498	18,905 🖂	10.511 izi Website leads	\$0.13 pl Website lead	\$1,368.39	\$1.16
AFA - FREE MASTER CL	Not delivering Campaign	_	_	_	1.42	96,088	67,866	1,661 🖂	1.129 121 Website completed registrati	\$0,27 21 Website completed registrati	\$300.79	\$3.13
Kaabil - 08th Dec Master	. Not delivering Campaign	_	_	-	1.53	271,487	177,391	2,684 (2)	1,882 (2) Website leads	\$0.16 pt Website lead	\$293.64	\$1.08
IELTS Speaking Mastercl	, Inactive Campaign	_	-	-	1.97	149,289	75,858	-	626 Meta leads	\$0.28 Meta lead	\$173.38	\$1.16
Reserv	Inactive Campaign	_	-	_	1.23	142,646	116,332	7.55 🖂	7,384 Link Clicks	\$0.02 Link click	\$168.34	\$1.18
AFA India	. Not delivering Campaign	-	-	-	1.81	50,083	27,665	-	227 Meta leads	\$0.61 Meta lead	\$139.32	\$2.78
PTE Masterclass (Pak)	. Inactive Campaign	-	-		2.72	270,961	99,516	300 [2]	503 Meta leads	\$0.26 Meta lead	\$132.13	\$0.49
IELTS Speaking Mastercl	. Inactive Campaign	-	-	-	2.32	155,331	67,073	5 [2]	1,153 Meta leads	\$0.11 Meta lead	\$129.73	\$0.84
IELTS Writing Masterclas	. Inactive Campaign	-	-	-	1.80	118,524	66,010	2 121	550 Meta leads	\$0.23 Meta lead	\$128.80	\$1.09
FREE مراسلہ: Instagram	Inactive Campaign	-	-	-	1.32	72,140	54,813	450 🖂	3,557 Link Clicks	\$0.03 Link click	\$109.06	\$1.51
IELTS Writing Masterclas	. Inactive Campaign	-	-	_	1.86	198,487	106,661	5 [2]	1,318 Meta leads	\$0.08 Meta lead	\$108.19	\$0.55
AFA - Gen Ai Accelerator	Not delivering Campaign	-	_	_	1.59	28,537	17,926	352 [2]	102 [2] Website leads	\$0.98 [2] Website lead	\$100.06	\$3.51
Kaabil - 30th Nov Master	Not delivering Campaign	_	_	_	1.27	74,154	58,232	753 ⋈	.589 (2) Website leads	\$0.17 (2) Website lead	\$99.21	\$1.34
IELTS Speaking Mastercl	Inactive Campaign	_	_	_	2.56	115,169	44,950	_	461 Meta leads	\$0.21 Meta lead	\$96.78	\$0.84
LL Masterclass (Pakistan)	Deleted Campaign	_	_	_	1.57	105,956	67,542	22 [2]	571 (2) Leads	\$0.16 pg Lead	\$92.72	\$0.88
AFA Middle East	Not delivering Campaign	_	_	_	2.01	9,625	4,781	-	51 Meta leads	\$1.72 Meta leads	\$87.59	\$9.10
IELTS Speaking Mastercl	Inactive Campaign	_	-	_	1.88	145,666	77,443	. 1 65 🖂	719 Meta leads	\$0.11 Meta lead	\$80.16	\$0.55
Total results 100/635 rows displayed					4.65 Per Accounts Centre account	28,421,460 Total	6,115,539 Accounts Centre accounts	265,751 Total	-	_	\$36,869.90 Total Spent	



Refinement & Scaling

As the Kaabil brand grew, we continued improving every element of the system:

- Introduced automated scheduling and payment collection directly in GHL
- Optimized the WhatsApp and email nurture sequences
- Scaled ad budgets gradually based on proven creatives
- Ran new masterclasses every month to maintain momentum

Impact: Kaabil went from an idea to a consistent \$20K/month education brand in under 3 months.





Kaabil.school Proved that when you have a Repeatable System, it's not about Luck, it's about Process.

We built everything from scratch, automated it with GoHighLevel, and turned a new brand into a revenue engine within weeks.

Every campaign, every system, every automation was designed to do one thing, help people become truly Kaabil.