

Dr Kia Pajouhesh accepts the 2014 Telstra Victorian Business of the Year Award. - Smile Solutions

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Smile Solutions 10 Jul 2014
Dr Kia Pajouhesh accepts the 2014 Telstra Victorian Business of the Year Award. Dr Kia Pajouhesh of Smile Solutions accepts the 2014 Telstra Victorian Business of the year award. Acceptance speech transcript: Presenter: The 2014 Telstra Victorian Business of the Year is Smile Solutions Dr Kia Pajouhesh: Thank you so much for this. I'm truly humbled. Yes, my business started from scratch. \$2800 I paid for my first dental chair. And my dental nurse would leave at lunchtime – even though we had patients right through to the end of the afternoon. We couldn't afford to pay her past a certain point. So yes, it was tough. But I just want to share a little story. And why I think it's so important to rely on your instincts and believe in your path. 12 or 13 years ago I was certain that I'd find my location to put Smile Solutions into. Three years I searched up and down Collins Street – as a dentist, you want to be a Collins Street dentist. Nothing came up. The buildings were all lifeless, soulless. And one night during massage, I had an epiphany – and I've had the same massage therapist for 23 years. And I turned around to her and I said "Vic" – which is also my wife's name as well – I said "Vic, I've just had an absolute vision". I said my vision is that my practice is going to be in a church. And so the next morning I drove my car outside of Currajong House, 175 Collins St, and I parked the car. And I started walking around looking for this church. And I went up towards Scot Church on the corner of Russell and Collins Street and I looked around and at the little library underneath it and I thought, I can't see myself fitting a dental practice in this church. I need something bigger. And I walked around the block and saw St Paul's Cathedral – and I know by now you're probably thinking, 'who the hell have we given this award to? (laughter) This guy's an absolute nutcase! (laughter)' But I was absolutely convinced in my instincts that what I had seen, was true. And so I walked into St Paul's Cathedral and I looked around and I thought I wonder if I can talk to uh... the right people here, you know? Maybe a little corner? All I need is two or three chairs. Maybe we work towards quality rather than quantity. And I left the St Paul's Cathedral feeling quite despondent. Feeling a little bit like a dick (laughter) And I walked down Swanston Street, holding on to my wallet. And I came towards Collins Street and I looked up and I saw the Manchester Unity Building. I don't know if you guys know the building I'm talking about? It's on the corner of Collins and Swanston St and it's that magnificent art deco building – and I looked up and I said 'Jesus Christ, that is my church'. I called up the agents and said 'Is there a space available?' and they said 'oh there's space available for lease on

level one' and I said to them I will have bought that space within a week. One week later I had purchased level one. Ten years later we have five floors in the building. And we have 27 dental chairs on the go. It's as simple and complicated as that. Thank you very much. Articles from Smile Solutions View Blogs Specialist Care Smile Solutions 18 Aug 2026 Endodontist vs Dentist for Root Canal: Why It Makes a Difference Read More General Smile Solutions 10 Aug 2026 Mouth Breathing: The Silent Habit That's Changing Your Face and Your Health Read More General Smile Solutions 3 Aug 2026 How Much Does a Dental Crown Cost in Melbourne? Materials Compared Read More Specialist Care Smile Solutions 18 Aug 2026 Endodontist vs Dentist for Root Canal: Why It Makes a Difference Read More General Smile Solutions 10 Aug 2026 Mouth Breathing: The Silent Habit That's Changing Your Face and Your Health Read More General Smile Solutions 3 Aug 2026 How Much Does a Dental Crown Cost in Melbourne? Materials Compared Read More View Blog Call Us 13 13 96 Location Level 1, 220 Collins Street Manchester Unity Building, Melbourne VIC 3000 Hours Of Service Monday – Friday: 8.00am – 6.00pm Saturday: 8.30am – 1.30pm Sunday: By Appointment Our Services General Dentistry Cosmetic Dentistry Orthodontics Specialist Care Dental Implants Children's Dentistry Emergency Dentistry Why Choose Us Our Team Media Awards Careers Technology Location Holistic Dentistry Quick Links Contact Us Articles Packages & Offers Dental Payment Plans Understanding Your Treatment Sitemap Privacy Policy Copyright © Smile Solutions. All Rights Reserved. This site is protected by reCAPTCHA and the Google Privacy Policy and Terms of Service apply. Close Our Services General Dentistry Dental Cleans and Hygienists Wisdom Teeth Emergency Dentistry Root Canal Tooth Fillings Chipped or Cracked Teeth Snoring & Sleep Apnoea TMD & Teeth Grinding Sport Mouthguards Dental Anxiety Cosmetic Dentistry Porcelain Veneers & Crowns Same Day Porcelain Veneers™ Composite Bonding Professional Teeth Whitening CEREC Restorations Invisalign® No Braces All-on-4® Dental Implants Gummy Smile Complimentary Cosmetic Consultation Orthodontics Invisalign No Braces Orthodontic Braces Children's Braces and Invisalign Jaw Surgery Dental Implants All-on-4® Dental Implants Conventional & Immediate Implants Dental Bridges Bone Grafting For Implants Dentures Specialist Care Oral & Maxillofacial Surgeons Prosthodontists Orthodontists Periodontists Endodontists Paediatric Dentists Complex Dentistry Children's Dentistry First Visit To The Dentist Children's Dental Emergencies Children's Braces and Invisalign Child Dental Benefit Schedule Kids Teeth Cleaning Tips Why Choose Us Our Team Our Location Technology Awards Holistic Dentistry Before After Gallery Payment Plans Packages & Offers Contact Us Call Us 13 13 96 Close Smile Solutions AI Assistant ■ Hello! I'm here to help you with questions about Smile Solutions. How can I assist you today? Popular questions: What services does Smile Solutions offer? How can I contact Smile Solutions What are your business hours? ■■ × 0 /1000 Contact Us Call Us 13 13 96 Location Level 1, 220 Collins Street Manchester Unity Building, Melbourne VIC 3000 Hours Of Service Monday – Friday: 8.00am – 6.00pm Saturday: 8.30am – 1.30pm Sunday: By Appointment Close Book Now